

**DRAFT RED HERRING PROSPECTUS**

Dated: March 23, 2018

(The Draft Red Herring Prospectus will be updated upon filing with the RoC)

(Please read Section 32 of the Companies Act, 2013)

**Book Built Issue****K.P.R. AGROCHEM LIMITED**

Our Company was incorporated as "K.P.R. Fertilisers Private Limited" on January 2, 2007 as a private limited company under the Companies Act, 1956 with the Registrar of Companies, Andhra Pradesh. Our Company was converted into a public limited company and the name of our Company was changed to "K.P.R. Fertilisers Limited" pursuant to a fresh certificate of incorporation consequent upon change of name on conversion to public limited company dated December 19, 2008 issued by the Registrar of Companies, Andhra Pradesh. The name of our Company was then changed to "K.P.R. Agrochem Limited" vide a Certificate of Incorporation pursuant to change of name dated September 21, 2015 issued by Registrar of Companies, Hyderabad. For details of change in name and registered office of our Company, please refer to the chapter titled "History and Certain Corporate Matters" on page 183 of this Draft Red Herring Prospectus.

**Registered Office:** Door No. 8-256, Tata Nagar, Balabhadrapuram – 533 343, Andhra Pradesh, India**Contact Person:** Narayana Rao Poluri, Company Secretary and Compliance Officer;**Telephone:** +91 8857 237 367/236 767; **Fax:** +91 8857 237 333 | **E-mail:** ipo@kprgroup.net; **Website:** www.kpragrochem.com**Corporate Identity Number:** U24129AP2007PLC052216

**OUR PROMOTERS: PAPA REDDY KOVVURI, VENKATA MUKUNDA REDDY KARRI, RAJASEKHAR REDDY KOVVURI, SATYANARAYANA REDDY KOVVURI (S/O. VEERARAGHAVA REDDY KOVVURI), SATYANARAYANA REDDY KOVVURI (S/O. RAMACHANDRA REDDY KOVVURI) AND CRESCO TECHNOLOGY LLP**

**PUBLIC ISSUE OF [●] EQUITY SHARES OF FACE VALUE OF ₹10 EACH ("EQUITY SHARES") OF K.P.R. AGROCHEM LIMITED (OUR "COMPANY" OR "ISSUER") FOR CASH AT A PRICE OF ₹[●] PER EQUITY SHARE INCLUDING A SHARE PREMIUM OF ₹[●] PER EQUITY SHARE, AGGREGATING UP TO ₹[●] MILLION (THE "ISSUE") COMPRISING OF A FRESH ISSUE OF [●] EQUITY SHARES BY OUR COMPANY AGGREGATING UP TO ₹2,100 MILLION (THE "FRESH ISSUE") AND AN OFFER FOR SALE OF UP TO 12,000,000 EQUITY SHARES BY THE SELLING SHAREHOLDERS (AS DEFINED IN "DEFINITIONS AND ABBREVIATIONS" ON PAGE 2 OF THIS DRAFT RED HERRING PROSPECTUS) AGGREGATING UP TO ₹[●] MILLION (THE "OFFER FOR SALE"). THE ISSUE COMPRISES A NET ISSUE TO THE PUBLIC OF [●] EQUITY SHARES (THE "NET ISSUE") AND A RESERVATION OF [●] EQUITY SHARES AGGREGATING UP TO ₹[●] MILLION FOR SUBSCRIPTION BY ELIGIBLE EMPLOYEES (AS DEFINED HEREIN), NOT EXCEEDING 5% OF OUR POST-ISSUE PAID-UP EQUITY SHARE CAPITAL (THE "EMPLOYEE RESERVATION PORTION"). THE ISSUE AND THE NET ISSUE TO THE PUBLIC WOULD CONSTITUTE [●]% AND [●]% RESPECTIVELY, OF OUR POST-ISSUE PAID-UP EQUITY SHARE CAPITAL.**

**THE FACE VALUE OF THE EQUITY SHARES IS ₹10 EACH AND THE ISSUE PRICE IS [●] TIMES THE FACE VALUE OF THE EQUITY SHARES. THE PRICE BAND AND THE MINIMUM BID LOT SIZE AND RUPEE AMOUNT OF THE DISCOUNT, IF ANY, TO THE RETAIL INDIVIDUAL BIDDERS AND ELIGIBLE EMPLOYEES, WILL BE DECIDED BY OUR COMPANY AND THE SELLING SHAREHOLDERS IN CONSULTATION WITH THE BOOK RUNNING LEAD MANAGER AND WILL BE ADVERTISED IN ONE ENGLISH, HINDI AND TELUGU NEWSPAPER (TELUGU BEING THE REGIONAL LANGUAGE OF ANDHRA PRADESH WHERE OUR REGISTERED OFFICE IS LOCATED), EACH WITH WIDE CIRCULATION, AT LEAST FIVE WORKING DAYS PRIOR TO THE BID/ISSUE OPENING DATE.**

*\*Discount of ₹[●] to the Issue Price may be offered to Retail Individual Bidders and Eligible Employees bidding in the Employee Reservation Portion.*

In case of any revision in the Price Band, the Bidding Period shall be extended for at least three additional Working Days after such revision of the Price Band, subject to the total Bidding Period not exceeding 10 Working Days. Any revision in the Price Band, and the revised Bidding Period, if applicable, shall be widely disseminated by notification to the BSE Limited ("BSE") and the National Stock Exchange of India Limited ("NSE") together with the BSE, the "Stock Exchanges" by issuing a press release and also by indicating the change on the website of the Book Running Lead Manager ("BRLM") and on the terminals of the Syndicate Members and the Self Certified Syndicate Banks ("SCSBs").

Pursuant to Rule 19(2)(b)(i) of the Securities Contracts (Regulation) Rules, 1957, as amended (the "SCRR"), this Issue is being made for at least 25% of the post-Issue paid-up Equity Share capital of our Company. This Issue is being made through the Book Building Process in compliance with provision of Regulation 26(1) of the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009, as amended (the "SEBI ICDR Regulations"), wherein upto 25% of the Net Issue shall be allotted on a proportionate basis to Qualified Institutional Buyers ("QIBs"). Our Company and the Selling Shareholders, in consultation with the BRLM may allocate up to 60% of the QIB Portion to Anchor Investors at the Anchor Investor Issue Price, on a discretionary basis, out of which at least one-third will be available for allocation to domestic Mutual Funds subject to valid bids being received at or above the Anchor Investor Issue Price. Such number of Equity Shares representing 5% of the QIB Portion (excluding Anchor Investor Portion) shall be available for allocation on a proportionate basis to Mutual Funds only, and the remaining QIB Portion shall be available for allocation on a proportionate basis to all QIBs, including Mutual Funds, subject to valid Bids being received at or above the Issue Price. Further, not less than 35% of the Net Issue shall be available for allocation on a proportionate basis to Non Institutional Investors and not less than 40% of the Net Issue shall be available for allocation to Retail Individual Bidders, subject to valid Bids being received from them at or above the Issue Price, subject to availability of Equity Shares. Under-subscription, if any, in any category, except the QIB Portion, would be met with spill-over from any other category or categories, as applicable, on a proportionate basis, subject to applicable law. All potential investors, other than Anchor Investors, are required to mandatorily utilise the Application Supported by Blocked Amount ("ASBA") process providing details of their respective bank account which will be blocked by the Self Certified Syndicate Banks ("SCSBs") to participate in the Issue. Anchor Investors are not permitted to participate in the Anchor Investor Portion through the ASBA process. For details, please see the chapter titled "Issue Procedure" beginning on page 504 of this Draft Red Herring Prospectus.

**RISKS IN RELATION TO THE FIRST ISSUE**

This being the first issue of the Issuer, there has been no formal market for the Equity Shares of our Company. The face value of the Equity Shares is ₹10 each and the Floor Price is [●] times of the face value and the Cap Price is [●] times of the face value. The Issue Price (as determined and justified by our Company and the Selling Shareholders, in consultation with the BRLM), as stated in the chapter titled "Basis for Issue Price" on page 94 of this Draft Red Herring Prospectus should not be taken to be indicative of the market price of the Equity Shares after such Equity Shares are listed. No assurance can be given regarding an active and/or sustained trading in the Equity Shares or regarding the price at which the Equity Shares will be traded after listing.

**GENERAL RISKS**

Investments in equity and equity-related securities involve a degree of risk and investors should not invest any funds in this Issue unless they can afford to take the risk of losing their entire investment. Investors are advised to read the risk factors carefully before taking an investment decision in this Issue. For taking an investment decision, investors must rely on their own examination of the Issuer 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 Draft Red Herring Prospectus. Specific attention of the investors is invited to the section titled "Risk Factors" on page 16 of this Draft Red Herring Prospectus.

**COMPANY'S AND SELLING SHAREHOLDERS ABSOLUTE RESPONSIBILITY**

Our Company, having made all reasonable inquiries, accepts responsibility for and confirms that this Draft Red Herring Prospectus contains all information with regard to our Company and this Issue, which is material in the context of this Issue, that the information contained in this Draft Red Herring 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 Draft Red Herring Prospectus as a whole or any of such information or the expression of any such opinions or intentions, misleading, in any material respect. Each Selling Shareholder, severally and not jointly, accepts responsibility only for the statements made by such Selling Shareholder in relation to itself in this Draft Red Herring Prospectus and the Equity Shares being sold by it through the Offer for Sale.

**LISTING**

The Equity Shares offered through this Draft Red Herring Prospectus are proposed to be listed on the BSE and the NSE. Our Company has received in-principle approvals from the BSE and the NSE for listing of the Equity Shares pursuant to their letters dated [●] and [●], respectively. For the purposes of this Issue, the [●] shall be the Designated Stock Exchange.

**BOOK RUNNING LEAD MANAGER****PL CAPITAL MARKETS PRIVATE LIMITED**

3rd Floor, Sadhana House, 570, P. B. Marg, Worli, Mumbai - 400 018, Maharashtra, India.

**Telephone:** +91 22 6632 2222**Facsimile:** +91 22 6632 2229**Email:** kpripo@plindia.com**Website:** www.plindia.com**Investor Grievance ID:** grievance-mbd@plindia.com**Contact Person:** Rohan Menon**SEBI Registration Number:** INM000011237**REGISTRAR TO THE ISSUE****KARVY COMPUTERSHARE PRIVATE LIMITED**

Karvy Selenium Tower B, Plot 31-32, Gachibowli, Financial District, Nanakramguda Hyderabad - 500 032, Telangana, India

**Telephone:** +91 40 67162222**Facsimile:** +91 40 23431551**Email:** kpragrochem.ipo@karvy.com**Website:** www.karvycomputershare.com**Investor Grievance ID:** einward.rti@karvy.com**Contact Person:** M Murali Krishna**SEBI Registration Number:** INR000000221**BID / ISSUE PROGRAMME****BID / ISSUE OPENING DATE : [●]\*\*****BID / ISSUE CLOSING DATE\*\*\* : [●]**

*\*Our Company and the Selling Shareholders, may in consultation with the BRLM offer a discount of ₹[●] on the Issue Price to Retail Individual Bidder and Eligible Employees.*

*\*\*Our Company and the Selling Shareholders may, in consultation with the BRLM, consider participation by Anchor Investors in accordance with the SEBI ICDR Regulations. The Anchor Investor Bid/Issue Period shall be one Working Day prior to the Bid / Issue Opening Date.*

*\*\*\*Our Company and the Selling Shareholders, in consultation with the BRLM, may consider closing the Bid/Issue Period for QIBs one Working Day prior to the Bid/Issue Closing Date in accordance with SEBI ICDR Regulations.*

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## SECTION I – GENERAL

### DEFINITIONS AND ABBREVIATIONS

Unless the context otherwise indicates, requires or implies, the following terms shall have the following meanings in this Draft Red Herring Prospectus. References to statutes, rules, regulations, guidelines and policies will be deemed to include all amendments and modifications notified thereto from time to time.

#### Company and Business Related Terms

Term	Description
“Articles” or “Articles of Association” or “AoA”	The Articles of Association of our Company, as amended.
“Auditor” or “Statutory Auditor”	The statutory auditors of our Company, being M/s. MM REDDY & Co., Chartered Accountants.
“Board” or “Board of Directors” or “our Board”	The Board of Directors of our Company, as duly constituted from time to time including any committees thereof.
CFO	Chief financial officer of our Company
Corporate Promoter	Cresco Technology LLP
COO	Chief operating officer of our Company
Director(s)	Unless the context requires otherwise, the director(s) of our Company
Equity Shares	Equity Shares of our Company of ₹ 10 each, fully paid up
Financial Statements	The audited and restated financial statements of our Company for the Fiscal ended 2013, 2014, 2015, 2016, 2017 and for the nine months ended December 31, 2017, which comprises the restated balance sheet, the restated statement of profit and loss and the restated cash flow statement, together with the annexures and notes thereto and the examination report thereon, as prepared and presented in accordance with Indian GAAP, in each case restated in accordance with the requirements of Section 26 of the Companies Act, 2013 read with Rule 4 of Companies (Prospectus and Allotment of Securities) Rules, 2014, the SEBI ICDR Regulations and the Guidance Note on “Reports in Company Prospectus (Revised 2016)” issued by ICAI.
Group Companies/ Group Entities	The companies, firms, ventures, etc. covered under the applicable accounting standards (i.e. Accounting Standard 18 issued by the Institute of Chartered Accountants of India) on a consolidated basis, or other companies as considered material by our Board, as described in the paragraph titled “ <i>Our Promoter, Promoter Group and Group Entities</i> ” on page 206 of this Draft Red Herring Prospectus.
“Key Managerial Personnel” or KMP	Key management personnel of our Company in terms of Regulation 2(1)(s) of the SEBI ICDR Regulations and Section 2(51) of the Companies Act, 2013 and as disclosed in the chapter titled “ <i>Our Management</i> ” on page 191 of this Draft Red Herring Prospectus.
“Memorandum” or “Memorandum of Association” or “MoA”	The Memorandum of Association of our Company, as amended.
“Our Company” or “the Company” or “K.P.R. Agrochem”	K.P.R. Agrochem Limited, a public limited company incorporated under the Companies Act, 1956.
Promoter(s)	Papa Reddy Kovvuri, Venkata Mukunda Reddy Karri, Rajasekhar Reddy Kovvuri, Satyanarayana Reddy Kovvuri (S/o. Veera Raghava Reddy Kovvuri), Satyanarayana Reddy Kovvuri (S/o. Ramachandra Reddy Kovvuri) and Cresco Technology LLP.
Promoter Group	The persons and entities constituting our promoter group pursuant to Regulation 2(1)(zb) of the SEBI ICDR Regulations.
Registered Office	The registered office of our Company located at Door No. 8-256, Tata Nagar, Balabhadrapuram – 533 343, Andhra Pradesh, India
Registrar of Companies/RoC	Registrar of Companies, Andhra Pradesh & Telangana located at 2nd Floor, Corporate Bhawan, GSI Post, Tatti Annaram Nagole, Bandlaguda, Hyderabad – 500 068
Selling Shareholders	Naveen Reddy Tetala Vanaja Tetala Venkata Dhana Reddy Karri Venkata Dhanasekhar Reddy Karri Mahalakshmi Kovvuri Sridevi Kovvuri Basivi Reddy Gudimetla Vijaya Bhaskara Reddy Gudimetla Sudhakar Reddy Karri Adi Reddy Karri Bhaskara Raghu Rama Reddy Kovvuri Venkata Lakshmi Sathi Rama Reddy Sathi Vijaya Reddy Kovvuri
Subsidiary or “SSSSPL”	Sri Sai Swarupa Seeds Private Limited, a private limited company incorporated under

Term	Description
	the Companies Act, 1956.
“We” or “us” or “our”, the “Issuer”	Unless the context otherwise indicates or implies, refers to K.P.R. Agrochem Limited.

### Issue Related Terms

Term	Description
Allot or Allotment or Allotted	The allotment of Equity Shares pursuant to the Fresh Issue and transfer of the Equity Shares offered by the Selling Shareholders pursuant to the Offer for Sale.
Allotment Advice	The note or advice or intimation of Allotment of the Equity Shares sent to the Bidders except Anchor Investors who have been or are to be allotted the Equity Shares after the Basis of Allotment has been approved by the Designated Stock Exchange.
Allottee	A successful Bidder to whom Allotment is made.
Anchor Investor	A Qualified Institutional Buyer, applying under the Anchor Investor Portion, who has Bid for an amount of at least ₹ 100 million.
Anchor Investor Bid/ Issue Period	The day, one Working Day prior to the Bid/Issue Opening Date, on which Bids by Anchor Investors shall be submitted and allocation to Anchor Investor shall be completed
Anchor Investor Issue Price	The price at which Allotment will be made to Anchor Investors in terms of the Red Herring Prospectus and Prospectus, which will be a price equal to or higher than the Issue Price but not higher than the Cap Price. The Anchor Investor Issue Price will be decided by our Company and the Selling Shareholders in consultation with the BRLM
Anchor Investor Portion	Up to 60% of the QIB Portion which, may be allocated by our Company and the Selling Shareholders in consultation with the BRLM, 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 Anchor Investor Issue Price
ASBA or Application Supported by Blocked Amount	An application, whether physical or electronic, used compulsorily by all Bidders (except Anchor Investors) to make to make a Bid authorizing the SCSB, either directly or through the Syndicate ASBA Members, to block the Bid Amount in their specified bank account maintained with the SCSB.
ASBA Account	Account maintained with an SCSB which will be blocked by such SCSB to the extent of the Bid Amount of the ASBA Bidder/ Applicant.
ASBA Bidder	A Bidder, other than Anchor Investors in this Issue, who Bids through ASBA process.
Bankers to the Issue/Escrow Collection Bank(s)	Banks which are clearing members and registered with SEBI under Securities and Exchange Board of India (Bankers to an Offer) Regulations, 1994 as banker to an issue with whom the Escrow Account will be opened, in this case being [●].
Basis of Allotment	Basis on which the Equity Shares will be Allotted to successful Bidders under the Issue and which is described in the chapter titled “ <i>Issue Procedure</i> ” on page504of this Draft Red Herring Prospectus.
Bid	An indication to make an offer during the Bidding Period by a Bidder (other than an Anchor Investor), or on the Anchor Investor Bid/Issue Period by an Anchor Investor, to subscribe or purchase the Equity Shares of our Company at a price within the Price Band, including all revisions and modifications thereto.
Bidder	Any prospective investor who makes a Bid pursuant to the terms of the Red Herring Prospectus and the Bid-cum-Application Form, including an Anchor Investor unless stated or implied otherwise
Bidding	The process of making a Bid.
Bid Amount	The highest value of optional Bids indicated in the Bid-cum-Application Form and payable by the Bidder/blocked in the ASBA Account on submission of a Bid in the Issue, which shall be net of Employee Discount and Retail Discount for Eligible Employees and Retail Individual Bidders, as applicable.
Bid cum Application Form	The form used by a Bidder, including an ASBA Bidder, to make a Bid and which will be considered as an application for Allotment in terms of the Red Herring Prospectus and the Prospectus.
Bid Price	The prices indicated against each optional Bid in the Bid cum Application Form.
Bid/Issue Closing Date	Except in relation to any Bids received from the Anchor Investors, the date after which the Designated Intermediaries will not accept any Bids, which shall be notified in all editions of one English national newspaper [●], all editions of one Hindi national newspaper [●]and the [●]edition of [●], a Telugu newspaper, each with wide circulation and in case of any revision, the extended Bid Closing Date also to be notified on the website and terminals of the Syndicate and SCSBs, as required under the SEBI ICDR Regulations. Further, our Company and the Selling Shareholders, in consultation with the BRLM, may decide to close Bidding by QIBs one day prior to the Issue Closing Date which shall also be notified in an advertisement in same newspapers in which the Issue Opening Date was published.
Bid/Issue Opening Date	Except in relation to any Bids received from the Anchor Investors, the date on which the Designated Intermediaries shall start accepting Bids, which shall be notified in all

<b>Term</b>	<b>Description</b>
	editions of one English national newspaper [●], all editions of one Hindi national newspaper [●] and the [●] edition of [●], a Telugu newspaper, each with wide circulation.
Bidding Centre/ Broker Centre	Broker centres notified by the Stock Exchanges, where Bidders can submit the Bid cum Application Forms to a Registered Broker. The details of such Broker Centres, along with the names and contact details of the Registered Brokers are available on the websites of the Stock Exchanges.
Bid/Issue Period	Except in relation to Anchor Investors, the period between the Bid/Issue Opening Date and the Bid/Issue Closing Date (inclusive of such date and the Bid Opening Date) during which prospective Bidders, other than Anchor Investors, can submit their Bids, inclusive of any revision thereof. Provided however that the Bidding shall be kept open for a minimum of three Working Days for all categories of Bidders, other than Anchor Investors. Our Company and the Selling Shareholders, in consultation with the BRLM, may decide to close Bidding by QIBs one day prior to the Bid Closing Date which shall also be notified in an advertisement in same newspapers in which the Bid Opening Date was published.
Bid Lot	[●] Equity Shares
Book Building Process/Method	The book building route as provided under Schedule XI of the SEBI ICDR Regulations.
Book Running Lead Manager or BRLM	Book Running Lead Manager to this Issue, being PL Capital Markets Private Limited.
Cap Price	The higher end of the Price Band, in this case being ₹ [●], and any revisions thereof, above which the Issue Price will not be finalized and above which no Bids will be accepted.
Client ID	Client identification number of the Bidder's beneficiary demat account
Collecting Depository Participant or CDP	A depository participant as defined under the Depositories Act, 1996, registered with SEBI and who is eligible to procure Bids at the Designated CDP Locations in terms of SEBI circular number CIR/CFD/POLICYCELL/11/2015 dated November 10, 2015 issued by SEBI.
Controlling Branches	Such branches of the SCSBs which co-ordinate Bids under this Issue by the ASBA Bidders with the Registrar to the Issue and the Stock Exchanges, a list of which is available on the website of SEBI at <a href="http://www.sebi.gov.in/sebiweb/home/list/5/33/0/0/Recognised%20Intermediaries">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
Cut-Off Price	Issue Price, as finalised by our Company and the Selling Shareholders, in consultation with the BRLM. Only Retail Individual Bidders and Eligible Employees are entitled to Bid at the Cut-off Price. QIBs and Non-Institutional Bidders are not entitled to Bid at the Cut-off Price.
Depository	NSDL and CDSL or any other depository registered with the SEBI under Securities and Exchange Board of India (Depositories and Participants) Regulations, 1996 as amended from time to time read with the Depositories Act, 1996.
Depositories Act	The Depositories Act, 1996, as amended from time to time.
Depository Participant or DP	A depository participant registered with the SEBI under the Depositories Act.
Designated Branches	Such branches of the SCSBs, which shall collect the Bid cum Application Form from ASBA Bidders, a list of which is available on the website of SEBI at <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.
Designated Date	The date on which funds are transferred by the Escrow Collection Bank(s) from the Escrow Account, or the amounts blocked by the SCSBs are transferred from the ASBA Accounts, as the case may be, to the Public Issue Account or the Refund Account, as appropriate, or the amount blocked by the SCSB is transferred from the bank account of the ASBA Bidder to the Public Issue Account, as the case may be, after the Prospectus is filed with RoC, following which the Board of Directors shall Allot the Equity Shares to successful Bidders in the Fresh Issue and the Selling Shareholders shall give delivery instructions for the transfer of the Equity Shares constituting the Offer for Sale.
Designated CDP Locations	Such locations of the CDPs where Bidders can submit the ASBA Forms. The details of such Designated CDP Locations, along with names and contact details of the CDPs eligible to accept ASBA Forms are available on the websites of the Stock Exchanges ( <a href="http://www.bseindia.com">www.bseindia.com</a> and <a href="http://www.nseindia.com">www.nseindia.com</a> )
Designated Intermediaries	The members of the Syndicate, sub-syndicate/agents, SCSBs, Registered Brokers, CDPs and RTAs, who are authorised to collect Bid cum Application Forms from the Bidders, in relation to the Offer.
Designated RTA Locations	Such locations of the RTAs where Bidders can submit the ASBA Forms to RTAs. The details of such Designated RTA Locations, along with names and contact details of the RTAs eligible to accept ASBA Forms are available on the websites of the Stock Exchanges ( <a href="http://www.bseindia.com">www.bseindia.com</a> and <a href="http://www.nseindia.com">www.nseindia.com</a> )

Term	Description
Designated Stock Exchange	[●]
Draft Red Herring Prospectus or DRHP	This draft red herring prospectus dated March 23, 2018 filed with SEBI, prepared and issued by our Company in accordance with the SEBI ICDR Regulations.
Eligible Employees	<p>All or any of the following:</p> <p>(a) a permanent and full time employee of our Company or of our Subsidiary (excluding such employee not eligible to invest in the Issue under applicable laws, rules, regulations and guidelines) as of the date of filing of the Red Herring Prospectus with the RoC and who continues to be an employee of our Company, until the submission of the Bid cum Application Form and is based, working and present in India as on the date of submission of the Bid cum Application Form; and</p> <p>(b) a Director of our Company, whether a whole time Director or otherwise, (excluding such Directors not eligible to invest in the Issue under applicable laws, rules, regulations and guidelines) as of the date of filing the Red Herring Prospectus with the RoC and who continues to be a Director of our Company until the submission of the Bid cum Application Form and is based and present in India as on the date of submission of the Bid cum Application Form.</p> <p>An employee of our Company, who is recruited against a regular vacancy but is on probation as on the date of submission of the Bid cum Application Form will also be deemed a 'permanent and a full time employee'.</p> <p>Eligible Employees may be given a discount at the discretion of our Company and the Selling Shareholders in consultation with the BRLM in accordance with Regulation 29 of the SEBI ICDR Regulations</p>
Employee Discount	A discount of ₹ [●] to the Issue Price to Eligible Employees in accordance with the SEBI ICDR Regulations
Eligible NRIs	NRIs eligible to invest under Schedule 3 and Schedule 4 of the FEMA Regulations, from such a jurisdiction outside India where it is not unlawful to make an offer or invitation under this Issue and in relation to whom the Red Herring Prospectus constitutes an invitation to subscribe to or purchase the Equity Shares.
Eligible QFIs	Qualified Foreign Investors from such jurisdictions outside India where it is not unlawful to make an invitation under the Issue and in relation to whom the Red Herring Prospectus constitutes an invitation to subscribe to or purchase the Equity Shares issued thereby, and who have opened dematerialized accounts with SEBI registered qualified depository participants, and are deemed as FPIs under the SEBI FPI Regulations
Employee Reservation Portion	Portion of the Issue being [●] Equity Shares aggregating up to ₹ [●] million available for allocation to Eligible Employees, on a proportionate basis, not exceeding 5% of our post-Issue paid-up Equity Share capital
Escrow Account(s)	'No-lien' and 'non-interest bearing' account opened with the Escrow Collection Bank(s) and in whose favour the Bidders (excluding the ASBA Bidders) will transfer money through direct credit/NEFT/RTGS/NACH in respect of the Bid Amount when submitting a Bid.
Escrow Agreement	An agreement to be entered among our Company, the Selling Shareholders, the Registrar to the Issue, the Escrow Collection Bank(s), Refund Bank(s), the BRLM and the Syndicate Members for the collection of Bid Amounts and where applicable, for remitting refunds, if any, to the Anchor Investor Bidders on the terms and conditions thereof.
First Bidder	Bidder whose name appears first in the Bid cum Application Form in case of a joint bid and whose name shall also appear as the first holder of the beneficiary account held in joint names or any revisions thereof.
Floor Price	The lower end of the Price Band, and any revisions thereof, below which the Issue Price will not be finalized and below which no Bids will be accepted and which shall not be less than the face value of the Equity Shares
Fresh Issue	The issue of [●] Equity Shares aggregating up to ₹ 2,100 million offered by our Company for subscription pursuant to the terms of this Draft Red Herring Prospectus
General Information Document/GID	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, suitably modified and included in the chapter titled " <b>Issue Procedure</b> " on page 504 of this Draft Red Herring Prospectus
Issue	The Fresh Issue and the Offer for Sale are together referred to as the Issue. The Issue comprises of Net Issue to the public aggregating up to ₹ [●] million and Employee Reservation Portion.
Issue Agreement	The agreement entered into on March 15, 2018 amongst our Company, the Selling Shareholders and the BRLM, pursuant to which certain arrangements are agreed to in relation to the Issue.
Issue Expenses	Expenses in connection with the Issue which (other than listing fees), will be shared between each of the Selling Shareholders and our Company, in the proportion to the

Term	Description
	Equity Shares offered for sale by the Selling Shareholders and issued by our Company in the Fresh Issue
Issue Price	Final price at which Equity Shares will be Allotted in terms of the Red Herring Prospectus.  Issue price will be determined by our Company and the Selling Shareholders in consultation with the BRLM on the Pricing Date.  A discount of ₹ [●] per Equity Share on the Issue Price may be offered to Retail Individual Investors and Eligible Employees
Issue Proceeds	The proceeds of this Issue available to our Company and the Selling Shareholders.
Listing Agreement	The listing agreement(s) to be entered into by our Company with the Stock Exchanges
Monitoring Agency	A public financial institution or one of the scheduled commercial banks appointed to monitor the use of Issue proceeds, in terms of regulation 16(1) of SEBI ICDR Regulations, being [●]
Mutual Fund Portion	[●] Equity Shares or 5% of the Net QIB Portion (excluding the Anchor Investor Portion), available for allocation to Mutual Funds only.
Net Issue	The Issue, less the Employee Reservation Portion.
Net Proceeds	The proceeds of the Fresh Issue, less our Company's share of the Issue related expenses.
Net QIB Portion	QIB Portion less the Anchor Investor Portion.
Non-Institutional Bidders	All Bidders that are not Qualified Institutional Buyers or Retail Individual Bidders and who have Bid for Equity Shares for a cumulative amount more than ₹ 200,000.(but not including NRIs other than Eligible NRIs)
Non-Institutional Portion / Non-Institutional Category	The portion of the Issue being not less than 35% of the Net Issue consisting of [●] Equity Shares, available for allocation on a proportionate basis to Non-Institutional Bidders subject to valid bids received at or above the Issue Price.
Non Syndicate Broker Centre	All the locations as mentioned by SEBI in the circular no. CIR/CFD/14/2012 dated October 4, 2012 and consequently uploaded by Stock Exchanges on their respective websites at www.bseindia.com and www.nseindia.com, where the Bids can be submitted to a Non Syndicate Stock Broker.
Non Syndicate Stock Broker	A stock broker registered as a member of a Stock Exchange who has not entered into a Sub-Syndicate Agreement with the Syndicate Member and is not a part of the Syndicate
Non Syndicate Stock Broker Mechanism	The process of investors applying through Non Syndicate Stock Broker at a Non Syndicate Broker Centre pursuant to SEBI circular no. CIR/CFD/14/2012 dated October 4, 2012.
Offer for Sale	The offer for sale of up to 12,000,000 Equity Shares by the Selling Shareholders at the Issue Price, pursuant to the terms of this Draft Red Herring Prospectus
Price Band	Price Band of a minimum price of ₹ [●] per Equity Share (Floor Price) and the maximum price of ₹ [●] per Equity Share (Cap Price), including any revisions thereof. The Price Band and the minimum Bid Lot for the Issue will be decided by our Company and the Selling Shareholders in consultation with the BRLM and advertised, at least five Working Days prior to the Bid/Issue Opening Date, in all editions of one English national newspaper [●], all editions of one Hindi national newspaper [●] and editions of [●], a Telugu newspaper [●], each with wide circulation.
Pricing Date	The date on which the Issue Price is finalised by our Company and the Selling Shareholders, in consultation with the BRLM.
Prospectus	The prospectus of our Company to be filed with the RoC for this Issue after the Pricing Date, within the provisions of Section 26 of the Companies Act, 2013 and the SEBI ICDR Regulations containing, <i>inter alia</i> , the Issue Price that is determined at the end of the Book Building Process, the size of the Issue and certain other information.
Public Issue Account	A 'no-lien' and 'non-interest bearing' account opened with the Bankers to the Issue by our Company and the Selling Shareholders, under Section 40(3) of the Companies Act, 2013 to receive money from the Escrow Accounts on the Designated Date, and into which the funds shall be transferred by the SCSBs from the ASBA Accounts.
Qualified Foreign Investors or QFIs	A qualified foreign investor as defined in the SEBI FPI Regulations.
QIBs or Qualified Institutional Buyers	Qualified Institutional Buyers as defined under Regulation 2(1)(zd) of the SEBI ICDR Regulations.
QIB Portion /QIB Category	The portion of the Net Issue (including the Anchor Investor Portion) being [●] Equity Shares which shall be available for allocation to QIBs (including the Anchor Investor Portion).
Red Herring Prospectus or RHP	The red herring prospectus to be issued in accordance with Section 32 of the Companies Act, 2013 and the SEBI ICDR Regulations, which will not have complete particulars of the price at which the Equity Shares shall be offered and the size of the Issue. The Red Herring Prospectus will be filed with the RoC at least three Working Days before the Bid/Issue Opening Date and will become the Prospectus upon filing with the RoC after the Pricing Date.

<b>Term</b>	<b>Description</b>
Refund Account(s)	'No-lien' and 'non-interest bearing' account(s) opened by our Company, from which refunds of the whole or part of the Bid Amount to the Anchor Investor shall be made.
Refunds through electronic transfer of funds	Refunds through NECS, NEFT, direct credit, NACH or RTGS, as applicable.
Refund Banks	Escrow Collection Banks with whom Refund Accounts will be opened and from which a refund of the whole or part of the Bid Amount, if any, shall be made, in this case being, [●]
Registered Brokers	Stock brokers registered with the stock exchanges having nationwide terminals, other than the members of the Syndicate and eligible to procure Bids in terms of SEBI circular number CIR/CFD/14/2012 dated October 4, 2012 issued by SEBI
Registrar or Registrar to the Issue	Karvy Computershare Private Limited
Registrar Agreement	The agreement dated February 23, 2018, entered into between our Company, the Selling Shareholders and the Registrar to the Issue, in relation to the responsibilities and obligations of the Registrar to the Issue pertaining to the Issue
Retail Discount	Discount of ₹[●] to the Issue Price given to Retail Individual Bidders
Retail Individual Bidders	Bidders other than Eligible Employees bidding in the Employee Reservation Portion, whose Bid Amount for Equity Shares in the Issue is not more than ₹ 200,000 in any of the Bidding options in the Issue (including HUFs applying through their karta, Eligible NRIs and Resident Retail Individual Bidders).
Retail Portion	The portion of the Issue being not less than 40% of the Net Issue, consisting of [●] Equity Shares, available for allocation on a proportionate basis to Retail Individual Bidders.
Revision Form	The form used by the Bidders to modify the quantity of Equity Shares or the Bid Amount in any of their Bid cum Application Forms or any previous Revision Form(s). QIB Bidders and Non-Institutional Bidders are not allowed to lower their Bids (in terms of quantity of Equity Shares or the Bid Amount) at any stage. Retail Individual Bidders can revise their Bids during the Bid/Offer Period and withdraw their Bids until Bid/Offer Closing Date.
RTAs / Registrar and Share Transfer Agents	The registrar and share transfer agents registered with SEBI and eligible to procure Bids at the Designated RTA Locations in terms of SEBI circular number CIR/CFD/POLICYCELL/11/2015 dated November 10, 2015 issued by SEBI
SEBI (Alternative Investment Funds) Regulations/SEBI AIF Regulations	Securities and Exchange Board of India (Alternative Investment Funds) Regulations, 2012.
Self Certified Syndicate Banks or SCSBs	The banks which are registered with SEBI under the Securities and Exchange Board of India (Bankers to an Issue) Regulations, 1994 and offer services in relation to ASBA a list of which is available on website of SEBI <a href="https://www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognisedFpi=yes&amp;in tmId=35">https://www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognisedFpi=yes&amp;in tmId=35</a> and updated from time to time
Share Escrow Account	[●]
Share Escrow Agent	Share escrow agent appointed pursuant to the Share Escrow Agreement namely [●]
Share Escrow Agreement	Agreement to be entered into between the Selling Shareholders, our Company and the Escrow Agent in connection with the transfer of the respective portion of Offered Shares by each of the Selling Shareholders and credit of such Equity Shares to the demat account of the Allottees
Specified Locations	Bidding centres where the Syndicate shall accept Bid cum Application Forms from ASBA Bidders, a list of which is available at the website of the SEBI ( <a href="http://www.sebi.gov.in">www.sebi.gov.in</a> ) and updated from time to time
Stock Exchanges	BSE and NSE.
Syndicate Agreement	The agreement dated [●] to be entered into amongst the members of the Syndicate, our Company, the Selling Shareholders and the Registrar to the Issue in relation to the collection of Bids in the Issue (other than Bids directly submitted to the SCSBs under the ASBA process or to Registered Brokers at the Broker Centres)
Syndicate Members	An Intermediary registered with the SEBI to act as a syndicate member and who are permitted to carry out activities as an underwriter, namely [●]
Syndicate / members of the Syndicate	The BRLM and the Syndicate Members
Underwriters	The BRLM and the Syndicate Members.
Underwriting Agreement	The agreement to be entered into between the Underwriters, our Company, the Selling Shareholders and the Registrar to the Issue on or after the Pricing Date, but prior to filing the Prospectus with the RoC.
Working Days	All days other than second and fourth Saturday of the month, Sunday or a public holiday, on which commercial banks in Mumbai are open for business; provided however, with reference to  (a) announcement of Price Band; and Bid/Offer Period, "Working Days" shall mean all days, excluding Saturdays, Sundays and public holidays, on which commercial banks in Mumbai are open for business; and



Term	Description
	(b) the time period between the Bid/Offer Closing Date and the listing of the Equity Shares on the Stock Exchanges, "Working Days" shall mean all trading days of the Stock Exchanges, excluding Sundays and bank holidays, as per the SEBI circular number SEBI/HO/CFD/DIL/CIR/P/2016/26 dated January 21, 2016.

### Conventional and General Terms and Abbreviations/ Industry Related Terms

Abbreviation	Full Form
₹ or Rs. or INR or Rupees	Indian Rupees
Ac	Acres
A/c	Account
AGM	Annual General Meeting
AIBP	Accelerated Irrigation Benefit Programme
AIF	Alternative Investment Funds registered pursuant to SEBI (Alternative Investment Funds) Regulations, 2012, as amended from time to time
APIs	Active pharmaceutical ingredients
AP LM Rules	Andhra Pradesh Legal Metrology (Enforcement) Rules, 2011
AP Professional Tax Act and Rules	Andhra Pradesh Tax on Profession Trade, Calling and Employment Act, 1987 and Rules made thereunder
AP Shops and Establishment Act	Andhra Pradesh Shops and Establishment Act, 1988
AP VAT Act	Andhra Pradesh Value Added Tax Act, 2005
Air Act	The Air (Prevention and Control of Pollution) Act, 1981.
AS or Accounting Standards	Accounting Standards as notified under Companies (Accounting Standards) Rules, 2006
AY	Assessment Year
BSE	BSE Limited
BHC	Benzene Hexachloride
Bihar VAT Act	Bihar Value Added Tax Act, 2005
Boilers Act and Regulations	The Boilers Act, 1923 and Indian Boilers Regulations, 1950
BMPLR	Bench Mark Prime Lending Rate.
BPC	Belarusian Potash Company
Building and Other Construction Workers Act	Building and Other Construction Workers Regulation of Employment and Conditions of Service Act, 1996
CAGR	Compounded Annual Growth Rate
CAAQM	Continuous Ambient Air Quality Monitoring
CAN	Confirmation Allocation Note
CANPOTEX	Canadian Potash Exporters
CAGR	Compounded Annual Growth Rate
Category I AIF	AIFs who are registered as "Category I Alternative Investment Funds" under the SEBI AIF Regulations
Category II AIF	AIFs who are registered as "Category II Alternative Investment Funds" under the SEBI AIF Regulations
Category III AIF	AIFs who are registered as "Category III Alternative Investment Funds" under the SEBI AIF Regulations
Category I FPIs	FPIs registered as "Category I FPIs under the SEBI FPI Regulations,
Category II FPIs	FPIs registered as "Category II FPIs under the SEBI FPI Regulations,
Category III FPIs	FPIs registered as category III FPIs under the SEBI FPI Regulations, which shall include all other FPIs not eligible under category I and II foreign portfolio investors, such as endowments, charitable societies, charitable trusts, foundations, corporate bodies, trusts, individuals and family offices
CACP	Commission for Agricultural Costs & Prices
CDSL	Central Depository Services (India) Limited
CFCL	Chambal Fertilisers & Chemicals Limited
CIB&RC	Central Insecticides Board and Registration Committee
CIBIL	Credit Information Bureau (India) Limited
CIL	Coromandel International Limited

<b>Abbreviation</b>	<b>Full Form</b>
CIN	Corporate Identity Number
CIS	Commonwealth of Independent States
CRRI	Central Rice Research Institute, Cuttack
Chennai Industrial Establishments (N&F Holidays) Act	Chennai Industrial Establishments (National and Festival Holidays) Act, 1959
Companies Act or Act	Companies Act, 1956, as superseded and substituted by notified provisions of the Companies Act, 2013
Competition Act	Competition Act, 2002
CIF	Cost, Insurance and Freight
CPI	Consumer Price Index
CSO	Central Statistics Office
CST	Central Sales Tax Act, 1956.
DAP	Diammonium phosphate
DBT	Direct Benefit Transfer
DCP	Di-Calcium Phosphate
DFP	De Fluorinated rock Phosphates
DIN	Directors Identification Number.
DIPP	Department of Industrial Policy And Promotion
DME	Di-methyl-Ether
DMS	Dimethyl Sulphate
DP ID	Depository Participant's Identity
DSIR	Department for Scientific & Industrial Research
Drugs and Cosmetics Act and Rules	Drugs and Cosmetics Act, 1940 and Drugs and Cosmetics Rules, 1945
DuPont	Du Pont De Nemours and Company
EBITDA	Earnings Before Interest, Tax, Depreciation and Amortisation
EGM	Extraordinary General Meeting
EM	Equitable mortgage
EPS	Earnings per share, which is the profit after tax for a fiscal year divided by the weighted average of outstanding number of equity shares at the end of the fiscal year
Electricity Act and Regulations	Electricity Act, 2003 and Central Electricity Authority (Measures relating to Safety and Electricity Supply) Regulations, 2010
Electricity Rules	Indian Electricity Rules, 1956, as amended
EPF Act	Employees' Provident Fund and Miscellaneous Provisions Act, 1952
ESI Act	Employees State Insurance Corporation Act, 1948
FACT	Fertilizers & Chemicals Travancore Limited
FCO	Fertiliser (Control) Order, 1985
FDI	Foreign Direct Investment
FEMA	Foreign Exchange Management Act, 1999, together with rules and regulations framed there under.
FEMA Regulations	Foreign Exchange Management (Transfer or Issue of Security by a Person Resident Outside India) Regulations, 2017.
FGP	Farm Gate Price
FII	Foreign Institutional Investors, as defined under the FII Regulations and registered with SEBI under applicable laws in India.
FII Regulations	Securities and Exchange Board of India (Foreign Institutional Investors) Regulations, 1995.
FIPB	Foreign Investment Promotion Board
Fiscal or Financial Year or FY	Period of twelve months ended March 31 of that particular year, unless otherwise stated.
Finance Act read with Service Tax Rules	Finance Act, 1994 read with Service Tax Rules, 1994
FLC	Foreign Letter of Credit
FPIs	A foreign portfolio investor who has been registered pursuant to the SEBI FPI Regulations, provided that any QFI or FII who holds a valid certificate of registration shall be deemed to be an FPI until the expiry of the block of three years for which fees have been paid as per the Securities and Exchange Board of India(Foreign Institutional Investors) Regulations, 1995
FPO's	Farmer Producer Organisation

<b>Abbreviation</b>	<b>Full Form</b>
Foreign Trade Act	Foreign Trade (Development and Regulation) Act, 1992
FVCI	Foreign Venture Capital Investor registered under the FVCI Regulations.
FVCI Regulations	Securities and Exchange Board of India (Foreign Venture Capital Investors) Regulations, 2000.
GDP	Gross Domestic Product
GFCE	Government Final Consumption Expenditure
GFCF	Gross Fixed Capital Formation
GM	Genetically Modified
GSFC	Gujarat State Fertilisers Corporation Ltd.
GST	Goods and Services Tax
GoI or Government of India or Central Government	The Government of India.
GVA	Gross Value Added
HNI	High Net worth Individual
HRA	House Rent Allowance
HUF	Hindu Undivided Family.
Haryana VAT Act	Haryana Value Added Tax Act, 2003, as amended
Hazardous Waste Rules	Hazardous Waste Management and Handling Rules, 2008
IARI	Indian Agricultural Research Institute
ICAI	The Institute of Chartered Accountants of India
ICRA	ICRA Limited
IFA	International Fertiliser Association
IFRS	International Financial Reporting Standards.
IISS	Indian Institute of Soil Science
ILC	Inland Letter of Credit
Ind AS	Indian Accounting Standards notified under the Companies (Indian Accounting Standards) Rules, 2015
Indian GAAP	Generally accepted accounting principles in India.
IPL	Indian Potash Ltd.
IPO	Initial Public Offering
IPM	Integrated Pest Management
IRDA	Insurance Regulatory and Development Authority.
IT	Information Technology
IT Act/ Income Tax Act	Income Tax Act, 1961.
IT Department	Income Tax Department, GoI.
Jharkhand VAT Act	Jharkhand Value Added Tax Act, 2005
Karnataka Professional Tax Act	Karnataka Tax on Professions, Trades, Callings and Employments Act, 1976
Karnataka Shops and Establishments Act	Karnataka Shops and Commercial Establishments Act, 1961
Karnataka VAT Act	Karnataka Value Added Tax Act, 2003
Kerala VAT Act and Rules	Kerala Value Added Tax Act, 2003 and Kerala Value Added Tax Rules, 2005
Ltd.	Limited.
LAB	Linear Alkyl Benzene
LABSA	Linear Alkyl Benzene Sulphonic Acid
MCLR	Marginal cost of funds based lending rate
MES	Methyl Ester Sulphonate
Mha	Million Hectares
MMT	Million Metric Ton
MRP	Maximum Retail Price
MSP	Minimum Support Price
Mutual Funds	Mutual funds registered with the SEBI under the Securities and Exchange Board of India (Mutual Funds) Regulations, 1996.
MOP	Muriate of Potash
MPC	Monetary Policy Committee
MP Shops and Establishment Act, 1958	Madhya Pradesh Shops and Establishment Act, 1958

<b>Abbreviation</b>	<b>Full Form</b>
MP VAT Act	Madhya Pradesh Value Added Tax Act, 2002
MSMED Act	Micro, Small & Medium Enterprises Development Act, 2006
MT	Millions Tones
MTPA	Metric Tons Per Annum
MVAT Act	Maharashtra Value Added Tax Act, 2002
NACH	National Automated Clearing House
NAV	Net Asset Value
NBS	Nutrient Based Subsidy
NBS Policy	Nutrient Based Subsidy Policy
NECS	National Electronic Clearing Services
NEFT	National Electronic Funds Transfer.
NFCL	Nagarjuna Fertilisers & Chemicals Ltd.
NIF	National Investment Fund set up by resolution no. F. No. 2/3/2005-DDII dated November 23, 2005 of the Government of India.
No.	Number.
NPK	Nitrogen, Phosphorous, and Potash (Potassium)
NR or Non Resident	A person resident outside India, as defined under FEMA, including an Eligible NRI and FII.
NRE Account	Non-Resident External Account.
NRI	A person resident outside India, as defined under FEMA and who is a citizen of India or a person of Indian origin, such term as defined under the Foreign Exchange Management (Deposit) Regulations, 2000.
NRO Account	Non-Resident Ordinary Account.
NSDL	National Securities Depository Limited
NSE	The National Stock Exchange of India Limited
OCC	Open Cash Credit
p.a.	Per annum.
P/E Ratio	Price/Earnings Ratio
PAC	Pesticides and Agrochemicals
PAN	Permanent Account Number
PAT	Profit After Tax
PBT	Profit Before Tax
PCB	Pollution Control Board.
PFCE	Private Final Consumption Expenditure
Petroleum Act and Rules	Petroleum Act, 1934 and Petroleum Rules, 2002
PPL	Paradeep Phosphates Ltd.
Punjab VAT Act	Punjab Value Added Tax Act, 2005, as amended
RBI	Reserve Bank of India.
RTGS	Real Time Gross Settlement
SARFAESI	Securitisation and Reconstruction of Financial Assets and Enforcement of Security Interest Act, 2002.
SBA	Special Banking Arrangements
SCRA	Securities Contracts (Regulation) Act, 1956.
SCRR	Securities Contracts (Regulation) Rules, 1957.
SEBI	Securities and Exchange Board of India constituted under the SEBI Act
SEBI Act	The Securities and Exchange Board of India Act, 1992.
SEBI ICDR Regulations	The Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009.
SEBI Listing Regulations	The Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015
SEBI AIF Regulations	Securities and Exchange Board of India (Alternative Investments Funds) Regulations, 2012
Securities Act	U.S. Securities Act of 1933.
SICA	Sick Industrial Companies (Special Provisions) Act, 1985.
Sq. ft./ Sft/ sqft	Square foot
Sq. mt.	Square meter.
SRR	Seed Replacement Rate
SSP	Single Super Phosphate

<b>Abbreviation</b>	<b>Full Form</b>
Sub-Account	Sub-accounts registered with SEBI under the Securities and Exchange Board of India (Foreign Institutional Investor) Regulations, 1995, other than sub-accounts which are foreign corporates or foreign individuals.
Takeover Code	The Securities and Exchange Board of India (Substantial Acquisition of Shares and Takeovers) Regulations, 2011.
TAN	Tax Deduction Account Number allotted under the Income Tax Act, 1961.
TCL	Tata Chemicals Limited
TCP	Tri Calcium Phosphate
TDMS	Technical Di-Methyl Sulphate
TDS	Tax Deducted at Source
TIM	Technical Indigenous Manufacturing
TL	Term loan
TN VAT Act	Tamil Nadu Value Added Tax Act, 2006
TN Industrial Establishment (N&F Holidays) Act	Tamil Nadu Industrial Establishment (National and Festival Holidays) Act, 1958
TP	Term Premia
TPA	Tons Per Annum
TPD	Tons Per Day
Telangana Professional Tax Act	Telangana Tax on Profession Trade, Calling and Employment Act, 1987
TRIPS	Trade-Related aspects of Intellectual Property Rights
Water and Air Rules	Water (Prevention and Control of Pollution) Rules, 1994 and Air (Prevention and Control of Pollution) Rules, 1994
U.S. or US or U.S.A or United States	The United States of America, together with its territories and possessions.
US\$ or USD	United States Dollar, the official currency of the United States of America
VCFs	Venture Capital Funds as defined and registered with SEBI under the Securities and Exchange Board of India (Venture Capital Fund) Regulations, 1996.
Water Act	The Water (Prevention and Control of Pollution) Act, 1974.
WPI	Wholesale Price Index
WTO	World Trade Organization
Y-O-Y	Year-over-Year

The words and expressions used but not defined herein shall have the same meaning as is assigned to such terms under the Companies Act, the SEBI Act, the SCRA, the Depositories Act and the rules and regulations made there under.

Notwithstanding the foregoing, terms in the section titled “**Main Provisions of the Articles of Association**” on pages 556 and chapters titled “**Statement of Tax Benefits**” and “**Financial Statements**” on pages 98 and 223, respectively of this Draft Red Herring Prospectus, shall have the meanings given to such terms in such section and chapters.

## PRESENTATION OF FINANCIAL, INDUSTRY AND MARKET DATA

### Certain Conventions

All references to “India” contained in this Draft Red Herring Prospectus are to the Republic of India. In this Draft Red Herring Prospectus, unless otherwise stated, our Company has presented numerical information in “million” units. One million represents 1,000,000.

### Financial Data

Unless stated otherwise the financial data in this Draft Red Herring Prospectus is derived from our consolidated and standalone restated financial statements of our Company as at and for the Fiscal 2013, 2014, 2015, 2016, 2017 and nine months ended December 31, 2017 prepared in accordance with Indian GAAP, the Companies Act, 2013, the SEBI ICDR Regulations and the guidance notes issued by ICAI, which are included in this Draft Red Herring Prospectus, and as set out in the section titled “*Financial Information*” on page 223 of this Draft Red Herring Prospectus. Certain other financial information pertaining to our Group Entities is derived from their respective financial statements. Our Financial Year commences on April 1 and ends on March 31 of the next year. Unless stated otherwise, all references to a particular Financial Year are to the 12-month period ended on March 31 of that year.

There are significant differences between the Indian GAAP, Ind AS, the International Financial Reporting Standards (“**IFRS**”) and the Generally Accepted Accounting Principles in the United States of America (“**U.S. GAAP**”). The reconciliation of the financial information to Ind AS, IFRS or US GAAP has not been provided. Our Company has not attempted to explain those differences or quantify their impact on the financial data included in this Draft Red Herring Prospectus and we urge investors to consult their advisors regarding such differences and their impact on our Company’s financial data. Further, for details of significant differences between Indian GAAP and Ind AS, see “*Summary of Significant Differences between Indian GAAP and Ind AS*” on page 382 of this Draft Red Herring Prospectus. Accordingly, the degree to which the financial statements included in this Draft Red Herring Prospectus will provide meaningful information is entirely dependent on the reader’s level of familiarity with Indian accounting practices. Any reliance by persons not familiar with Indian accounting practices, Indian GAAP, Ind AS, the Companies Act and the SEBI ICDR Regulations on the financial disclosures presented in this Draft Red Herring Prospectus should accordingly be limited.

Certain figures contained in this Draft Red Herring Prospectus, including financial information, have been subject to rounding adjustments. All decimals have been rounded off to two decimal points. In certain instances, (i) the sum or percentage change of such numbers may not conform exactly to the total figure given; and (ii) the sum of the numbers in a column or row in certain tables may not conform exactly to the total figure given for that column or row. However, where any figures that may have been sourced from third-party industry sources are rounded off to other than two decimal points in their respective sources, such figures appear in this Draft Red Herring Prospectus as rounded-off to such number of decimal points as provided in such respective sources.

Unless the context otherwise indicates, any percentage amounts, relating to the financial information of our Company in the section titled “*Risk Factors*” on page 16 and chapters titled “*Our Business*” and “*Management’s Discussion and Analysis of Financial Conditional and Results of Operations*” on pages 152 and 386, respectively, and elsewhere in this Draft Red Herring Prospectus have been calculated on the basis of our restated financial statements.

### Currency and Unit of presentation

All references to “Rupees” or “₹” are to Indian Rupees, the currency of the Republic of India. All references to “US\$” or “U.S. Dollars” are to United States Dollars, the currency of the United States of America.

Our Company has presented certain numerical information in this Draft Red Herring Prospectus in “lac”, “Million” and “crores” units. One lac represents 100,000, one million represents 1,000,000 and one crore represents 10,000,000. All the numbers in the document have been presented in million or in whole numbers where the numbers have been too small to present in million.

### Exchange Rates

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

The following table sets forth, for the periods indicated, information with respect to the exchange rate between the Rupee and the US\$ (in Rupees per US\$):

(in ₹)						
Currency	As on December 31, 2017	As on March 31, 2017	As on March 31, 2016	As on March 31, 2015	As on March 31, 2014	As on March 31, 2013
US\$	63.9273	64.8386	66.3329	62.5908	60.0998	54.3893

**Notes:**

1. Nine months period ended for December 31, 2017 taken as on December 29, 2017 as data is not available for December 30, 2017 and December 31, 2017 as these were non-trading days.
2. Period ended for Fiscal 2014 taken on March 28, 2014 as data is not available for March 29, 2014, March 30, 2014 and March 31, 2014 as these were non-trading days.
3. Period ended for Fiscal 2013 taken on March 28, 2013 as data is not available for March 29, 2013, March 30, 2013 and March 31, 2013 as these were non-trading days.

**Market and Industry Data**

Unless stated otherwise, industry and market data used in this Draft Red Herring Prospectus has been obtained and derived from the report titled “Indian Fertiliser & Agri- Inputs Sector: January 2018”, by ICRA.

Industry publications generally state that information contained in those publications has been obtained from sources believed to be reliable but that their accuracy and completeness are not guaranteed and their reliability cannot be assured. Accordingly, no investment decision should be made on the basis of such information. Although we believe that industry data used in this Draft Red Herring Prospectus is reliable, it has not been independently verified by the BRLM or our Company, the Selling Shareholders or any of their affiliates or advisors. Such data involves risks, uncertainties and numerous assumptions and is subject to change based on various factors, including those discussed in the section titled “**Risk Factors**” on page 16 of this Draft Red Herring Prospectus. Accordingly, investment decisions should not be based solely on such information.

Certain information in the chapter titled “**Summary of Industry**”, “**Summary of our Business**”, “**Industry Overview**” and “**Our Business**” on pages 42, 46, 100 and 152, respectively of this Draft Red Herring Prospectus has been obtained from ICRA Report which has issued the following disclaimer:

*“All information contained herein has been obtained by ICRA from sources believed by it to be accurate and reliable. Although reasonable care has been taken to ensure that the information herein is true, such information is provided 'as is' without any warranty of any kind, and ICRA in particular, makes no representation or warranty, express or implied, as to the accuracy, timeliness or completeness of any such information. Also, ICRA or any of its group companies, while publishing or otherwise disseminating other reports may have presented data, analyses and/or opinions that may be inconsistent with the data, analyses and/or opinions presented in this publication. All information contained herein must be construed solely as statements of opinion, and ICRA shall not be liable for any losses incurred by users from any use of this publication or its contents”.*

In accordance with the SEBI ICDR Regulations, the chapter titled “**Basis for Issue Price**” on page 94 of this Draft Red Herring Prospectus includes information relating to our peer group companies. Such information has been derived from publicly available sources, and neither we, nor the BRLM have independently verified such information.

Further, in accordance with Regulation 51A of the SEBI ICDR Regulations, our Company may be required to undertake an annual updation of the disclosures made in this Draft Red Herring Prospectus and make it publicly available in the manner specified by SEBI.

## FORWARD-LOOKING STATEMENTS

This Draft Red Herring Prospectus contains certain “forward looking statements”. All statements regarding our expected financial condition and results of operations, business, plans and prospects are forward-looking statements. These forward-looking statements include statements with respect to our business strategy, our revenue and profitability, our projects and other matters discussed in this Draft Red Herring Prospectus regarding matters that are not historical facts. These forward looking statements can generally be identified by words or phrases such as “will”, “aim”, “will likely result”, “believe”, “expect”, “will continue”, “anticipate”, “estimate”, “intend”, “plan”, “contemplate”, “seek to”, “future”, “objective”, “goal”, “project”, “should”, “will pursue” and similar expressions or variations of such expressions. Similarly, statements that describe our objectives, strategies, plans or goals are also forward looking statements. All forward looking statements are subject to risks, uncertainties and assumptions about us that could cause our actual results to differ materially from those contemplated by the relevant forward looking statement. Similarly, statements that describe our strategies, objectives, plans or goals are also forward-looking statements.

Important factors that could cause actual results to differ materially from our expectations include, among others:

- Our ability to maintain our market position;
- Significant change in the Government’s economic liberalization and deregulation policies;
- Seasonal and cyclical nature of the agricultural industry and unfavourable climatic conditions;
- Introduction of alternative crop protection measures such as biotechnology products, pest resistant seeds or genetically modified crops
- Fluctuation of price of our raw materials and our reliance on third party suppliers for our raw materials and on the demand for our products;
- The impact of climate change and other environmental factors;
- Occurrence of a natural disaster like floods etc.;
- Changes in the legal, regulatory and political environment in India;
- Our inability to implement our expansion plans in a timely and efficient manner due to factors beyond our control;and
- Our ability to successfully implement our strategy.

For a further discussion of factors that could cause our actual results to differ, refer to the section titled “**Risk Factors**” on page 16 and chapters titled “**Our Business**” and “**Management’s Discussion and Analysis of Financial Condition and Results of Operation**” on pages 152 and 386 respectively. 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.

Forward looking statements reflects the current views of our Company only as of the date of this Draft Red Herring Prospectus and are not a guarantee of future performance. Our Company shall update this Draft Red Herring Prospectus on annual basis from the date of filing of the Red Herring Prospectus with the RoC. Except for such annual update, none of our Company, the Selling Shareholders, (in respect of its own information and information relating to the respective Equity Shares being Offered for Sale by the Selling Shareholders included in this Draft Red Herring Prospectus), our Directors, our officers, any Underwriter, or any of their respective affiliates or associates has any obligation to update or otherwise revise any statement 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. Our Company, the Selling Shareholders (in respect of its own information and information relating to the respective Equity Shares being Offered for Sale by the Selling Shareholders included in this Draft Red Herring Prospectus) and the BRLM will ensure that investors in India are informed of material developments until the commencement of listing and trading of the Equity Shares pursuant to the Issue.



## SECTION II: RISK FACTORS

An investment in Equity Shares involves a high degree of risk. You should carefully consider all the information in this Draft Red Herring Prospectus, including the risks and uncertainties described below, before making an investment in our Equity Shares. The risks described below are not the only ones relevant to us or our Equity Shares, the industry and segments in which we currently operate or propose to operate. Additional risks and uncertainties, not presently known to us or that we currently deem immaterial may also impair our businesses, results of operations, financial condition and cash flows. If any of the following risks, or other risks that are not currently known or are currently deemed immaterial, actually occur, our businesses, results of operations, financial condition and cash flows could suffer, the trading price of our Equity Shares could decline, and you may lose all or part of your investment.

To obtain a better understanding of our business, you should read this section in conjunction with other sections of this Draft Red Herring Prospectus, including the section titled “**Financial Information**” on page 223 and chapters titled “**Our Business**” and “**Management’s Discussion and Analysis of Financial Condition and Results of Operations**” on pages 152 and 386 respectively of this Draft Red Herring Prospectus, together with all other financial information contained in this Draft Red Herring Prospectus. In making an investment decision, prospective investors must rely on their own examination of us and the terms of the Issue including the merits and risks involved.

You should consult your tax, financial and legal advisors about the particular consequences to you of an investment in our Equity Shares. Prospective investors should pay particular attention to the fact that our Company is incorporated under the laws of India and is subject to a legal and regulatory environment, which may differ in certain respects from that of other countries. This Draft Red Herring Prospectus also contains forward-looking statements that involve risks, assumptions, estimates and uncertainties. Our actual results could differ materially from those anticipated in these forward-looking statements as a result of certain factors, including the considerations described below and elsewhere in this Prospectus. For details, see “**Forward-Looking Statements**” on page 15 of the Draft Red Herring Prospectus.

Unless specified or quantified in the relevant risk factors below, we are not in a position to quantify the financial or other implications of any of the risks described in this section. Unless the context requires otherwise, the financial information of our Company has been derived from the Restated Financial Statements.

### Internal Risk Factors

#### 1. **Our Company, Promoters, Directors are involved in certain legal proceedings. An adverse outcome in such proceedings may have a material adverse effect on our business, results of operations and financial condition.**

We are currently involved in a number of legal proceedings. These proceedings are pending in various courts and authorities at different levels of adjudication. The amounts claimed in these proceedings have been disclosed to the extent ascertainable, excluding contingent liabilities but including amounts claimed jointly and severally from us and other parties.

Mentioned below are the details of the total number of proceedings pending against and by our Company, Promoters and Directors as on the date of this Draft Red Herring Prospectus along with the amount involved, to the extent quantifiable, have been set out below:

A summary of pending legal proceedings and other material litigations involving our Company is provided below:

#### A. Litigation against our Company, Promoters, Directors, Group Entities and Subsidiary

<i>(₹ in million approximately)</i>		
Type of proceedings	Number of cases	Amount to the extent ascertainable
<b>Cases filed against our Company</b>		
Criminal cases	15	Not ascertainable
Civil cases	2	10.00
Compounding proceedings	2	Not ascertainable
<b>Total</b>	<b>19</b>	<b>10.00</b>
<b>Cases filed against our Promoters and Directors</b>		
Criminal cases	3	38.86
<b>Cases filed against our Group Entities</b>		

Type of proceedings	Number of cases	Amount to the extent ascertainable
NIL		
<b>Cases filed against our Subsidiary</b>		
Criminal cases	1	Not ascertainable

B. Litigation by our Company, Promoters, Directors, Group Entities and Subsidiary

(₹ in million approximately)

Type of proceedings	Number of cases	Amount to the extent ascertainable
<b>Cases filed by our Company</b>		
Criminal cases	163	60.43
Civil cases	4	Not ascertainable
<b>Total</b>	<b>167</b>	<b>60.43</b>
<b>Cases filed by our Promoters and Directors</b>		
NIL		
<b>Cases filed by our Group Entities</b>		
NIL		
<b>Cases filed by our Subsidiary</b>		
Criminal cases	3	0.20

C. Tax Litigation involving our Company, Promoters, Directors, Group Entities and Subsidiary

i. Direct Tax proceedings

(₹ in million approximately)

Period	Pending before	Number of cases	Amount to the extent ascertainable
<b>Our Company</b>			
AY 2012-13	Commissioner of Income Tax (Appeals)	1	1.33
AY 2013-14	Commissioner of Income Tax (Appeals)	1	12.72
AY 2014-15	Commissioner of Income Tax (Appeals)	1	48.13
<b>Total</b>		<b>3</b>	<b>62.18</b>
<b>Our Promoters and Directors</b>			
NIL			
<b>Our Group Entities</b>			
NIL			
<b>Our Subsidiary</b>			
NIL			

i. In-direct Tax proceedings

(₹ in million approximately)

Type of proceedings	Period	Pending before	Number of cases	Amount to the extent ascertainable
<b>Our Company</b>				
<b>Sales Tax</b>	Fiscal 2012-13 and Fiscal 2013-14	Commissioner of commercial tax Odisha, Cuttack	1	1.55
<b>Total</b>			<b>1</b>	<b>1.55</b>
<b>Central Excise</b>				
Cenvat Goods	on Capital October, 2008 to April 2010	CESTAT, Bangalore	1	6.48
Cenvat Goods	on Capital 2009 to 2011	CESTAT, Bangalore	1	0.28
Cenvat Goods	on Capital July, 2009 to April, 2012	Customs, Central Excise & Service Tax( Appeals), Visakhapatnam	1	0.45
Misclassification of DCP	October 2009 to January, 2011	CESTAT, Bangalore	1	20.57

Type of proceedings	Period	Pending before	Number of cases	Amount to the extent ascertainable
Misclassification of DCP	February, 2011 to January, 2012	CESTAT, Bangalore	1	19.70
Misclassification of DCP	February, 2012 to October, 2012	CESTAT, Bangalore	1	23.16
Misclassification of DCP	November, 2012 to April, 2013	CESTAT, Bangalore	1	22.83
Misclassification of DCP	May, 2013 to October, 2013	CESTAT, Bangalore	1	21.67
Misclassification of DCP	November, 2013 to September, 2014	CESTAT, Hyderabad	1	40.23
Duty on Micronutrients	April, 2007 to January, 2011	CESTAT, Bangalore	1	12.35
Duty on Micronutrients	February, 2011 to January, 2012	Customs ,Central Excise & Service Tax( Appeals), Visakhapatnam	1	2.45
Duty on Micronutrients	February, 2012 to January, 2013	Customs ,Central Excise & Service Tax( Appeals), Visakhapatnam	1	1.94
Duty on Micronutrients	February, 2013 to October, 2013	CESTAT, Bangalore	1	0.67
Duty on Micronutrients	November, 2013 to September, 2014	CESTAT, Hyderabad	1	0.53
Misclassification of Bio-Fertilisers	April, 2010 to February, 2011	CESTAT, Visakhapatnam	1	2.60
Misclassification of Bio-Fertilisers	March, 2011 to February, 2012	Customs ,Central Excise & Service Tax( Appeals), Visakhapatnam	1	4.38
Misclassification of Bio-Fertilisers	March 2012 to February 2013	Commisioner of Central Excise,Customs & Service Tax,Visakhapatnam-II	1	3.71
Misclassification of Bio-Fertilisers	March, 2013 to October, 2013	Commisioner of Central Excise,Customs & Service Tax,Visakhapatnam-II	1	1.96
Misclassification of Bio-Fertilisers	November, 2013 to September, 2014	Commisioner of Central Excise,Customs & Service Tax,Visakhapatnam-II	1	2.27
Misclassification of Bio-Fertilisers	October, 2014 to August, 2015	Commisioner of Central Excise& Service Tax, Kakinada	1	4.39
<b>Total</b>			<b>20</b>	<b>192.62</b>
<b>TOTAL</b>			<b>21</b>	<b>194.16</b>
<b>Our Group Entities</b>				
<b>NIL</b>				
<b>Our Subsidiary</b>				

Type of proceedings	Period	Pending before	Number of cases	Amount to the extent ascertainable
NIL				

There can be no assurance that these legal proceedings will be decided in our favour and consequently it may divert the attention of our management and Promoters which may lead us to incur significant expenses in such proceedings. Further, we may have to make provisions in our financial statements, which could increase our expenses and liabilities and any adverse judgment in some of these proceedings could have an adverse impact on our business, financial condition and results of operations. For details in relation to certain material litigations, refer to the chapter titled “*Outstanding Litigations and Material Developments*” on page 411 of this Draft Red Herring Prospectus.

2. *Our Company has sought compounding of certain offences under provisions of the Companies Act. While our Company has filed the aforesaid compounding applications, the concerned authorities may not accept our application to compound the offence, may levy applicable penalty and also initiate other appropriate actions under the Companies Act.*

We have filed compounding applications before the Regional Director South East, Hyderabad and National Company Law Tribunal, Hyderabad, under Section 621A of the Companies Act in connection with compounding of the following irregularity/default under the Companies Act:

Sr. No.	Violation of which the application was made	Period	Forum
1.	Contravention of sub section 2A of section 205 of the Companies Act, 1956 for payment of dividend exceeding 10% without transferring a percentage of its profit.	Fiscal 2011-2012	Regional Director South East, Hyderabad
2.	Contravention of section 292A of the Companies Act, 1956 for composition of Audit Committee.	2008 to 2015	National Company Law Tribunal, Hyderabad

Our Company has sought to address abovementioned non-compliance of the Companies Act by filing the aforesaid compounding applications. However, our compounding applications are pending before the Regional Director South East and National Company Law Tribunal at Hyderabad respectively. The National Company Law Tribunal, Hyderabad and Regional Director South East, Hyderabad may not accept our application to compound the offence and/or may levy applicable penalty and may also initiate other appropriate actions under the Companies Act. Any subsisting non-compliance by our Company may individually, or in the aggregate, have a material adverse effect on our business, financial condition or results of operations. For details in relation to certain material litigations, refer to the chapter titled “*Outstanding Litigations and Material Developments*” on page 411 of this Draft Red Herring Prospectus.

3. *We have high working capital requirements and if we are unable to secure financing for our working capital requirements, there may be an adverse effect on our business, growth prospects and results of operations.*

Our business requires a significant infusion of working capital. In certain cases, significant amounts of working capital are required to finance the purchase of raw materials, the operation of our manufacturing facility, selling and distribution and other works before payments are received from our customers. All of these factors may result in an increase in our working capital needs. As on December 31, 2017, our Company’s outstanding borrowing (on consolidated basis) is ₹ 5141.26 million, comprising of fund based borrowing of ₹ 3,543.02 million, non-fund based borrowing of ₹ 1511.96 million, vehicle loans of ₹ 1.86 million and unsecured loan of ₹ 87.52 million.

Our accounts receivable collection cycle is relatively long as a result of the nature of our business and operations, which makes our business susceptible to market downturns and client credit risk. Our average collection period for the Fiscal 2017, Fiscal 2016 and Fiscal 2015 are 154 days, 161 days and 158 days respectively on a consolidated restated basis. This may also affect our profitability and liquidity and decrease the capital resources that are otherwise available for other uses including payables to our suppliers, which may further result in reduced availability of raw materials and/or increased raw material costs. Additionally, the failure of our clients to make timely payments could require us to write off accounts and make provisions against receivables or increase our working capital requirements, which could have a material adverse effect on our business growth and prospects, financial condition and results of operations. Further, if we are unable to provide sufficient collateral to secure the working capital facilities obtained by our Company, we may not be able to obtain the working capital facilities which may affect our business and growth prospects.

**4. One of our Group Entities K.P.R. Industries (India) Limited and some of our Promoters, being guarantors, have received notices under section 13(2) of the SARFAESI Act, 2002.**

One of our Group Entities, K.P.R. Industries (India) Limited and some of our Promoters, being guarantors, have received notices, between April 1, 2017 to September 22, 2017, from lenders namely Bank of India, Central Bank of India, Indian Overseas Bank, State Bank of India, Syndicate Bank, Vijaya Bank and United Bank of India (collectively the “**Banks**”) for defaulting in repayment of loans granted by the Banks. The notices have been issued under section 13(2) of the SARFAESI, seeking repayment of outstanding sums aggregating to ₹3,807.27million. *Vide* the said notices, each of the Banks have declared and classified the accounts held by K.P.R. Industries (India) Limited as non-performing assets and have stated that unless the outstanding amount of ₹ 3,807.27million is paid, the security provided by K.P.R. Industries (India) Limited and the personal guarantee issued by some of our Promoters, shall be enforced. K.P.R. Industries (India) Limited has replied to the said notices, denying all the allegations and providing factual disclosures to counter the said demand. As on the date of this Draft Red Herring Prospectus, there has been no further communication from the Banks in this regard.

**5. Some of our Promoters have provided personal guarantees for a significant portion of borrowings taken by Group Entities to secure certain loans.**

Some of our Promoters have provided personal guarantees as collateral for a significant portion of borrowings made by some of our Group Entities. If any of these Group Entities default on its repayment obligations, the guarantees extended by such promoters may be invoked and such lenders may require such promoters to discharge the balance liability of such Group Entity, if any, and the lenders may recover the dues from personal assets of such promoters, including shares held by such promoters in our Company. In such eventuality, the prospects of our Company may be adversely affected.

**6. Any delays and/or defaults in payments from our customers could result in increase of working capital investment and/or reduction of our profits, thereby affecting our operation and financial condition. Further, our accounts receivable collection cycle is relatively long, which exposes us to higher client credit risk.**

We are exposed to payment delays and/or defaults in payments by our customers and our financial position and financial performance are dependent on the creditworthiness of our customers. As per our business network model, we supply our products to our dealers/distributors without taking full payment or security deposit against the orders placed by them. Any delays in payments may require us to make a working capital investment. Further, we cannot assure that payments from all or any of our customers will be received in a timely manner or to that extent will be received at all. If a customer defaults in making his payments on an order on which we have devoted significant resources, or if an order in which we have invested significant resources is delayed, cancelled or does not proceed to completion, it could have a material adverse effect on our Company’s results of operations and financial condition. Our accounts receivable collection cycle is relatively long as a result of the nature of our business and operations, which makes our business susceptible to market downturns and client credit risk. Our credit terms vary according to local market practice and typically, the credit period ranges between 120 days to 180 days. If any of our customers fail to make payments to us or become insolvent, we would suffer losses and our financial condition and results of operations could be adversely affected. For the Fiscal ending March 31, 2017, 2016, 2015, 2014 and 2013 our trade receivables were ₹ 2,559.44 million, ₹ 2,375.91 million, ₹ 2,734.39 million, ₹ 2,445.41 million and ₹ 1,996.15 million respectively and ₹ 2.91 million, ₹ 2.89 million, ₹ 10.83 million, ₹ 7.32 million and Nil as provision towards doubtful debts for Fiscal 2017, 2016, 2015, 2014 and 2013 respectively on a consolidated restated basis. Further, for Fiscal 2015, 2014 and 2013, our Company had written off ₹ 0.77 million, ₹ 2.74 million and ₹ 0.47 million as Bad Debts respectively on a consolidated restated basis. For details with regard to trade receivables, bad debts and provision for doubtful debts, please refer to the chapter titled “**Financial Statements**” on page 223 of this Draft Red Herring Prospectus.

Moreover, sales of our products are not supported by letters of credit or bank guarantee. In case of any disputes or differences or default with regard to our payments, we would have to initiate appropriate recovery proceedings which may be costly and time consuming. There is no guarantee on the timelines of all or any part of our customers’ payments and whether they will be able to fulfil their obligations, which may arise from their financial difficulties, cash flow difficulties, deterioration in their business performance, or a downturn in the global economy. If such events or circumstances occur, our financial performance and our operating cash flows may be adversely affected.

**7. We primarily focus on manufacturing of agri input products catering primarily to the agricultural industry, which is seasonal and cyclical in nature. Accordingly, if the agricultural industry in the regions**

***in which we operate is adversely affected by unfavourable climatic conditions, the demand for our products in such region could be adversely affected.***

We primarily focus on manufacturing of various agri input products primarily catering to the agricultural industry. Agricultural sector is inherently seasonal and is subject to soil and climatic conditions, rainfall, seasonal and other weather factors, which make the performance of the agricultural sector as a whole or the levels of production of a particular crop relatively unpredictable. In particular, the Indian agricultural sector is dependent on monsoon, which is unpredictable.

As a result, our quarterly results of operations may fluctuate significantly due to the seasonal nature of the agricultural sector. As a result, our financial statements for consecutive quarters may not be directly comparable with each other. Moreover, any significant disruption in our operations or other factors that result in a significant shortfall compared with our expectations, may result in a significant shortfall in sales and operating cash flows for the full year. Accordingly, if the agricultural sector in the regions where we operate, and particularly the crops to which we cater to are adversely affected by unfavourable soil or climatic conditions, poor rainfall, seasonal fluctuations, commodity crop price fluctuations or any other extraneous events, the demand for our products may decrease, which may adversely affect our business, cash flows and results of operations.

Considering the seasonality of most of our products which are dependent on external factors like climatic conditions, we are required to make production decisions well in advance of sales and accordingly procure and warehouse raw materials for our production activities through the remainder of the year. The amounts of raw materials procured are based on internal management estimates for our annual production targets. We monitor our inventory levels based on internal management estimates of future demand. Further, the shortage of raw material would require purchase of additional raw materials at a comparatively higher price. In case our production varies significantly from our raw material procurement estimates, there could be a material adverse effect on our business growth and prospects, financial condition and results of operations, due to unavailability or surplus of products. Further, unavailability of our products in high demand could depress sales volumes and adversely affect customer relationships. Conversely, inaccurate forecast resulting in oversupply of products could negatively impact our cash flows, reduce the quality of our product inventory and increase inventory management costs and erode margins substantially. In the event of suppressed demand of our products due to various reasons, we may have to resort to high incentives for our marketing channels including providing higher commissions, selling of products at lower costs (which may also include selling at cost price) which may lead to further erosion of our margins.

***8. We do not currently have long term contracts or exclusive supply arrangements with any of suppliers for supply of raw material. Any major disruption in the timely and adequate supplies of our raw materials or an increase in raw material costs or other input costs could adversely affect our business, results of operations and financial condition.***

Our business is dependent on various suppliers for the supply of raw materials required for manufacturing our products. For Fiscals 2017, 2016 and 2015, our cost of material consumed as a percentage of total revenue was 50.17%, 65.24% and 65.47% respectively, on restated consolidated basis. Typically, we do not enter into long term contracts with our suppliers and prices for raw materials are normally based on the quotes we receive from various suppliers. Raw materials are subject to supply disruptions and price volatility caused by various factors, including market fluctuations of urea, sulphur, rock phosphate etc., the quality and availability of supply, currency fluctuations, consumer demand, changes in government programs and regulatory sanctions. Fluctuations in the price, availability and quality of urea, sulphur, rock phosphate, granules, emulsifiers, solvents or other raw materials used in our manufactured products could have a material adverse effect on cost of sales or our ability to meet customer demands. The price and availability of the raw materials may fluctuate significantly, depending on many factors. There can be no assurance that we will always be successful in our efforts to protect our business from the volatility of the market price of raw materials, and our business can be affected by dramatic movements in prices of raw materials. Discontinuation of production by these suppliers or a failure of these suppliers to adhere to the delivery schedule or the required quality could hamper our production schedule. There can be no assurance that strong demand, capacity limitations or other problems experienced by our suppliers will not result in occasional shortages or delays in their supply of raw materials to us.

Further, we cannot assure that our suppliers will continue to be associated with us on reasonable terms, or at all. Since these suppliers are not contractually bound to deal with us exclusively, we may face the risk of our competitors offering better terms to such suppliers, which may cause them to cater to our competitors alongside, or even instead of us. In the event that we fail to secure sufficient quantities of such raw materials from our suppliers at acceptable quality and prices in a timely manner, our business, financial performance and cash flows may be adversely affected. Further should there be any significant increases in prices of the raw materials used, and we are unable to secure adequate supplies of raw materials or find alternative suppliers/sources of direct

materials who are able to supply us the raw materials at competitive prices or to pass on such increases in prices to our customers, our business and financial performance will be adversely affected.

**9. *Agrochemical business is subject to extensive regulations, environmental and health and safety laws and regulations, which may subject us to increased compliance costs. If we fail to comply with the regulations prescribed by the authorities of the jurisdictions in which we operate, our business, results of operations, cash flows and financial condition could be adversely affected.***

We operate in a highly regulated industry and our operations are subject to extensive regulation in which we do business. We are required to obtain specific registration for our products from the authorities in each jurisdiction in which we manufacture our products and the procedural and regulatory requirements to obtain such registrations differ in each jurisdiction. The business of our Company is subject to compliance of various regulations including but not limited to the Fertilizer (Control) Order, 1985, the Insecticides Act, 1968 and Insecticides Rules, 1971, the Drugs and Cosmetics Act, 1940 and Drugs and Cosmetics Rules, 1945, the Essential Commodities Act, 1955, the Seeds (Control) Order, 1983, the Seeds Act, 1966, the Seeds Rules, 1968, etc. Most of the applicable regulations are stringent and they may continue to be stricter in the future. Applicable regulations have become increasingly stringent, a trend which may continue in the future. For example certificate of registration of insecticides is subject to strict compliance of various provisions of the Insecticides Act, 1968, and the Insecticides Rules, 1971 framed thereunder and amendments, bylaws, notifications, issued from time to time. The Department of Agriculture, for the respective states where we have our manufacturing units, have conducted inspections of the manufacturing units of our Company on regular intervals under the Insecticides Act, 1968, Fertilizer (Control) Order, 1985, Legal Metrology Act, 2009, Legal Metrology (Packaged Commodities) Rules, 2011 and has performed regular tests of the Company's products. In the past five years pursuant to the inspections carried out by the respective authorities, certain deficiencies in the products of the Company have been noticed such as net content not declared on the package and retail sale price and month and year are not legible; short weightment; non-declaration of minimum retail price and month & year of manufacturing and retail price on the products; non Declaration of name & address of the manufacturer; non declaration of customer care number on the product; error in net quantity of the products as declared on the packages. For such deficiencies, the relevant authorities have imposed certain fines on the Company and/or Company has paid compounding fees towards settling of such deficiencies. For details relating to pending legal proceedings involving findings and the subsequent action taken by any government authority against our Company, please refer to the chapter titled "***Outstanding Litigations and Material Developments***" on page 411 of this Draft Red Herring Prospectus. Any violation of the conditions of the registrations will attract the penal provisions under the Insecticides Act, 1968, apart from suspension, revocation and cancellation of registration. The penalties for non-compliance with these regulations can be severe, including the revocation or suspension of our business licence, imposition of fines and criminal sanctions in those jurisdictions.

As of December 31, 2017, we had 158 registrations for our pesticides formulation with the CIB from Commissioner and Director of Agriculture, Andhra Pradesh. We have, in the past, and will, in the future, continue to focus on seeking registrations for formulations. The legal and procedural requirements for seeking registration are fairly complex, stringent and time consuming. The quality of formulations is open to verification by the regulatory agencies in India. These regulatory agencies carry out quality inspections of formulations. Further, price of the fertilisers is regulated by the Government of India. Our growth fluctuates due to a change in the policy of the Government of India – NBS Policy; under which our Company was allowed to sell fertilizers at price determined by the Government of India. Any adverse changes in the NBS Policy by the Government of India may have an adverse effect on our profitability and financial condition of our Company.

We also require environmental clearances and other approvals including under the Factories Act, 1948, Water Act and the Air Act for setting up and commencing operations. There can be no assurance that these approvals will be obtained within the scheduled time anticipated by us, or at all. Any delay or inability in obtaining these approvals could have a material adverse effect on our proposed strategies and business prospects.

**10. *Changes in safety, health and environmental laws and regulations may require additional costs and as such this may adversely affect our results of operations and financial condition.***

We are required to comply with the safety, health and environmental laws and regulations in the areas in which we operate, which includes the disposal and storage of raw materials, air and water discharges, to manage the storage, use and disposal of the chemical used by us, employee exposure to hazardous materials and other aspects of our operations. Non-compliance with the limits prescribed by the relevant laws and regulations may lead to the suspension of our manufacturing licences, which will halt production and adversely affect our business operations. Further, compliance with any changes in these laws may increase our costs and as such adversely affect our results of operations and financial condition.

Agrichem business is subject to various Laws and rules and regulations framed by the various authorities viz. Local Authorities, State Government Authorities and Central Government Authorities. Various Laws and regulations govern the environmental and safety measures and compliance is required with the various Laws relating to the Labour and their safety too. This requires additional cost to be incurred and to that extent it will adversely affect our results of operations and financial condition.

***11. Any change in the government policies vis-à-vis expenditure, subsidies and incentives etc. in agriculture sector or failure of farmers to realize expected prices for their crops could affect their ability to spend on agro input products, thereby affecting our business and profitability. Further, the government policies for the subsidies and incentives are subject to strict terms and conditions. For instance, in Fiscal 2014, the government had disallowed the subsidy of ₹ 17.87 million on the sale of SSP as our Company could not qualify for subsidy due to production criteria for the period of October, 2009 to December, 2009. Any failure to meet such terms and conditions, may disqualify us for such government subsidies and incentives. Any failure to meet such terms and conditions, may disqualify us for such government subsidies and incentives.***

Any changes in government policies relating to the agriculture sector such as reduction of government expenditure, withdrawal or changes in incentives and subsidy systems, export restrictions on crops, or adverse changes in commodity prices and/or minimum support prices could have an adverse effect on the ability of farmers to spend on agri - input products. Our ability to freely set prices for pesticides may be restricted by the government and our profits may reduce. Governments and end users of our agri - input products may seek to find ways to reduce or contain agriculture related costs. We cannot predict the nature of the measures that may be adopted by governments or private organisations or their impact on our revenues.

In the event such measures result in increased costs for farmers to undertake agriculture, their demand for some or all of our products may reduce, which could reduce our sales and cash flows and affect our profitability. Also, if agriculture related legislation or due to third party players' influence, prices of our products are lowered, our overall revenues may decrease and our cash flows and profits could be adversely affected even in cases where the demand for our products increases.

Further, the government policy for the subsidies and incentives are subject to strict norms. For availing subsidies on sale of some of our products we have to comply with prescribed provisions or norms of the Government. In the event of non-compliance, we may have to forgo the subsidies provided, which may affect our financial conditions and profitability.

***12. If more stringent labour laws or other industry standards in India become applicable to us, our profitability may be adversely affected.***

We are subject to a number of stringent labour laws. India has stringent labour legislation that protects the interests of workers, including legislation that sets forth detailed procedures for dispute resolution and employee removal and legislation that imposes financial obligations on employers upon retrenchment. We are also subject to international, federal, state and local laws and regulations, in all jurisdictions where we have operations, governing our relationships with our employees, including those relating to minimum wage, overtime, working conditions, hiring and firing, non-discrimination, work permits and employee benefits.

Further, in order to retain flexibility and control costs, we appoint independent contractors who, in turn, engage on-site contract labour to perform certain operations. Although we do not engage these labourers directly, in the event of default by any independent contractor, we may be held responsible for any wage payments that must be made to such labourers. If we are required to pay the wages of the contracted employees, our results of operations and financial condition could be adversely affected.

If labour laws become more stringent or are more strictly enforced, it may become difficult for us to maintain flexible human resource policies, discharge employees or downsize, any of which could have an adverse effect on our business, results of operations, financial condition and cash flows.

Our Company has not created an approved gratuity fund nor taken an insurance policy for payment of gratuity to the employees. According to the provisions of The Payment of Gratuity Act, 1972, where an employer fails to make any payment by way of premium to the insurance or by way of contribution to an approved gratuity fund, he shall be liable to pay the amount of gratuity due including interest forthwith to the controlling authority. Due to this, we may be faced with imprisonment, for a term of six months which may extend to two years unless the Court trying the offence is of opinion that a lesser term of imprisonment or the imposition of a fine would meet the ends of justice.



**13. In the past, certain survey operations were carried out by the Income Tax Department under section 133A of the IT Act against our Company, pursuant to which, certain appeals are pending before the Commissioner of Income Tax (A)-2, Visakhapatnam. Any adverse determination by the tax authorities in this matter could increase our tax liability.**

Survey operations were carried out by the Income Tax Department on March 19, 2015, at various premises of our Company, under section 133A of the IT Act with respect to assessment years 2009-2010 to 2014 – 2015. During the course of the survey operations, the income tax authorities impounded the books of accounts and documents and stock inventories and other items. Our Company has filed a revised return for the assessment years 2009-2010 to 2012 – 2013 under section 143(3) read with section 147 of the IT Act, with the additional tax liability of ₹48.94 million. Our Company has discharged its entire liability by paying the additional liability in various instalments.

Further, for assessment years 2013-14 and 2014-15, an additional demand of ₹ 12.72 million and ₹ 48.13 million respectively was raised by way of disallowance of depreciation, exemption under section 80IA and addition under section 14A of the IT Act. Our Company has discharged its entire liability by paying the additional demand in various instalments. However, our Company has also filled an appeal before the CIT(A)-2, Vishakhapatnam against the above disallowances and additions made for the assessment years 2013-14 and 2014-

15. There can be no assurance that the appeal filed by our Company will be decided in its favour and hence there can be no assurance that no penalty will be imposed by the Tax authorities. Any adverse determination in such proceedings may have a material adverse effect on our financial condition and cash flows. For details, please see chapter titled “*Outstanding Litigations and Material Developments*” on page 411 of this Draft Red Herring Prospectus.

**14. We are exposed to foreign currency exchange rate fluctuations, which may impact our results of operations and cause our results to fluctuate. Foreign Currency exchange rate fluctuations resulted in a profit/ (loss) was ₹ 14.86 million, ₹ 56.76 million, ₹ (27.39) million, ₹ (13.00) million, ₹ (67.25) million and ₹ (453.55) million for the nine months period ending December 2017, Fiscal 2017, Fiscal 2016, Fiscal 2015, Fiscal 2014 and Fiscal 2013 respectively on a consolidated basis. Our inability to manage our foreign currency risk may harm our results of operations and cause our results to fluctuate and/or decline.**

Our financial statements are presented in Indian Rupees. However, our expenses to some extent are influenced by the currencies of those countries from where we procure some of our raw materials. We are importing our major raw materials and technicals from Jordan, Egypt, Middle East Countries and China. For Fiscal 2017, our total CIF value of imports of raw materials, traded goods and capital goods constituted ₹ 1,135.06 million which was 19.22% of our total revenues. We face an exchange rate risk primarily arising from our foreign currency payables. The exchange rate between the Indian Rupee and these currencies, primarily the U.S. dollar, has fluctuated in the past and our results of operations have been impacted by such fluctuations in the past and may be impacted by such fluctuations in the future. Further, due to the time gap between the accounting of purchases and actual payments, the foreign exchange rate at which the purchase is recorded in the books of accounts may vary with the foreign exchange rate at which the payment is made, thereby benefiting or affecting us, depending on the appreciation or depreciation of Rupee.

As of March 31, 2017 and December 31, 2017, unhedged foreign exchange exposure on consolidated basis aggregated to ₹ 1,068.55 million and ₹ 1,127.43 million. We may, therefore, be exposed to risks arising from exchange rate fluctuations, suffer losses on account of foreign currency fluctuations for our raw material procurement and we may not be able to pass on all losses on account of foreign currency fluctuations to our customers. As on date of this Draft Red Herring Prospectus, we do not have any hedging policy to mitigate the losses on account of foreign currency fluctuations. There is no guarantee that we may be able to manage our foreign currency risk effectively or mitigate exchange exposures, at all times and our inability may harm our results of operations and cause our results to fluctuate and/or decline.

**15. Our Promoters and Directors have pecuniary or equity interests in certain of our Group Entities, which may under their constitution be allowed to enter into similar businesses as our Company, which may create a conflict of interest. Further, we do not enjoy contractual protection by way of a non-compete or other agreement or arrangement with such Group Entities.**

K. P. R. Industries (India) Limited, pursuant to its Memorandum of Association is authorised to carry out common business objects with our Company. K. P. R. Industries (India) Limited is proposing to engage in the business of manufacturing and sale of caustic soda, caustic potash and hydro chloric acid with co-generation of power. However, as on the date of this Draft Red Herring Prospectus, the manufacturing unit of K. P. R. Industries (India) Limited is yet to be completed. Further, Adithya Vardhana Seeds Private Limited is also enabled by the main object clause of its memorandum of association to carry on activities which may be similar to that of our Subsidiary Company.

As these entities do not have any non-compete agreements in place amongst themselves, there is a conflict of interest between our Company and the said Group Entities. For further details please refer to the chapter titled “**Our Promoters, Promoter Group and Group Entities**” on page 206 of the Draft Red Herring Prospectus. As a result of commonality in business between our Company and the group entities stated above, there could be possibilities where business opportunities which could be available to us may be directed to these affiliated companies instead. Thus, all these may be a potential source of conflict of interest for us and may have an adverse effect on our operations.

**16. We have certain contingent liabilities and our financial condition and profitability may be adversely affected if any of these contingent liabilities materialize.**

As of December 31, 2017, our contingent liabilities and commitments (to the extent not provided for) as disclosed in the notes to our restated consolidated financial information is as follows:

		(₹ in million)
A. Particulars	Amount	
I. Unexpired guarantees issued on behalf of the company by Banks for which the Company has provided counter guarantee	6.02	
II. Bills discounted with banks which have not matured	Nil	
III. Corporate Guarantees issued by Company on behalf of others to Commercial Banks & Financial Institutions	Nil	
IV. Collateral Securities offered to Banks for the limit Sanctioned to others	Nil	
V. Legal Undertakings given to Customs Authorities for clearing the imports	Nil	
VI. Claims against the company not acknowledged as debts:		
i. Excise	192.62	
ii. Sales Tax	1.55	
iii. Service Tax	Nil	
iv. Income Tax	62.18	
v. Civil Proceedings	10.00	
vi. Company Law Matters	Unascertainable	
vii. Criminal Proceedings	Unascertainable	
viii. Others	Nil	
VII. Estimated amounts of contracts remaining to be executed on Capital Account and not provided for	Nil	

In the event that any of our contingent liabilities become actual liabilities, our business, financial condition and results of operations may be adversely affected. Furthermore, there can be no assurance that we will not incur similar or increased levels of contingent liabilities in the current fiscal year or in the future.

**17. Some of our Group Entities have incurred losses in the last three financial years.**

Certain Group Entities have incurred losses in the last Fiscal. The profit/ (loss) figures for the preceding three financial years of such Group Entities are as follows:

Name of loss making Group Entities	(₹ in million)		
	<u>Profit/(Loss) after tax for the Fiscal</u>		
	2017	2016	2015
K.P.R. Infraprojects Private Limited	(4.36)	(6.92)	(9.60)
K.P.R. Universal Holdings Private Limited	(0.43)	(0.54)	(0.69)
K.P.R. Rice Mills	(12.69)	2.17	2.77
Adithya Vardhana Seeds Private Limited	(0.05)	-	-
K.P.R. India Private Limited	(6.51)	(2.14)	(2.52)

We cannot assure that our Group Entities will not incur losses in the future. For further details of our Group Entities, see paragraph “**Our Group Entities**” under chapter titled “**Our Promoters, Promoter Group and Group Entities**” on page 206 of this Draft Red Herring Prospectus.

**18. We have unsecured loans that may be recalled by the lenders at any time and we may not have adequate fund flows to make timely payments or at all.**

We have availed unsecured loans which may be recalled by the lenders at any time. As of December 31, 2017, we have availed unsecured loans amounting to ₹ 87.52 million including ₹ 20.55 million from our Promoter,

Rajasekhar Reddy Kovvuri which is repayable on demand. Further, as on December 31, 2017, we have advanced interest free loans of ₹ 7.40 million to Surya Jyothi Seeds Private Limited. In the event that any lender seeks a repayment of any such loan, we would need to find alternative sources of financing, which may not be available on commercially reasonable terms, or at all. As a result, any such demand may materially and adversely affect our cash flows and results of operations. For further details of unsecured loans, please see the chapter titled “**Financial Statements**” on page 223 of this Draft Red Herring Prospectus.

**19. Our business is dependent on our manufacturing facilities and we are subject to certain risks in our manufacturing process. A shutdown or significant disruption at any of our manufacturing facilities may adversely affect our production schedules, costs, sales and ability to meet customer demand which could have a material adverse effect on our business growth and prospects, financial condition and results of operations.**

We presently operate manufacturing facilities viz one each at Balabhadrapuram and Biccavolu in East Godavari district of Andhra Pradesh, one in Koppal district, Karnataka and our seed processing unit located in Warangal district, Telangana which is operated under our wholly-owned subsidiary Sri Sai Swarupa Seeds Private Limited. Our business involves manufacturing processes of chemicals that can be dangerous to our employees. We are into manufacturing of sulphuric acid and other sulphuric acid based chemicals like DMS, LABSA and oleum which involve complex manufacturing processes that can be dangerous to our employees. Although, we strive to employ safety procedures in the operation of our manufacturing facilities, there is a risk that an accident may occur in our manufacturing facilities. Although we employ safety procedures in the operation of our facilities and maintain what we believe to be adequate insurance, there is a risk that an accident or death may occur in one of our facilities. An accident may result in destruction of property or equipment, environmental damage, manufacturing or delivery delays, or may lead to suspension of our operations and/or imposition of liabilities. Any such accident may result in litigations, the outcome of which is difficult to assess or quantify, and the cost to defend litigations can be significant. As a result, the costs to defend any action or the potential liability resulting from any such accident or death or arising out of any other litigations, and any negative publicity associated therewith, may have a negative effect on our business, financial condition, results of operations and prospects.

Further, if operations at our manufacturing facilities were to be disrupted as a result of any significant workplace accident, equipment failure, natural disaster, power outage, fire, explosion, adverse weather conditions, labor dispute, obsolescence or other reasons, our financial performance may be adversely affected as a result of our inability to meet customer demand or committed delivery schedules for our products. Interruptions in production may also increase our costs and reduce our sales, and may require us to make substantial capital expenditures to remedy the situation or to defend litigations that we may become involved in as a result, which may negatively affect our profitability, business, financial condition, results of operations and prospects.

**20. The loss, shutdown or slowdown of operations at any of our manufacturing facilities or underutilization of our manufacturing capacities may have a material adverse effect on our results of operations.**

Our Company operates from three manufacturing facilities owned by our Company and one seed processing unit operated by our wholly-owned subsidiary Sri Sai Swarupa Seeds Private Limited for manufacturing of our products. Our manufacturing facilities and the processing unit of our Subsidiary are subject to various operating risks, including the breakdown or failure of equipment, performance below expected levels of output or efficiency, facility obsolescence or disrepair, labour disputes, natural disasters and industrial accidents.

Although, we take precautions to minimize the risk of any significant operational issues at our manufacturing facilities, the occurrence of any of these risks could adversely affect our operations by causing production at one or more of our facilities to cease or slow down. Utilization rates at our manufacturing facilities are subject to various factors including availability of raw materials, power, water, efficient working of machinery and equipment and optimal production planning and capacity utilization. An inability to utilize our manufacturing facilities to their full or optimal capacity or non-utilization of such capacities may adversely affect our business, results of operations and financial condition.

**21. Information relating to the historical utilized capacity of our processing facilities included in this DRHP is based on various assumptions and estimates and future production and capacity may vary.**

Information relating to the historical utilized capacity of our processing facilities included in this DRHP is based on various assumptions and estimates of our management, including proposed operations, assumptions relating to availability and quality of raw materials and assumptions relating to potential utilisation levels and operational efficiencies. Actual production levels and rates may differ significantly from the estimated production capacities or historical estimated capacity information of our facilities. Undue reliance should therefore not be placed on our historical capacity information for our existing facilities included in this Draft Red Herring Prospectus.

**22. Our Company has, in the past, delayed payments of statutory dues (tax deducted at source, provident fund, professional tax, value added tax and service tax. Any concerned regulatory authority or department may take appropriate remedial action against our Company for such delays.**

Our Company has, in the past, delayed payments of statutory dues tax deducted at source, provident fund, professional tax, value added tax, and service tax. Details of the delays by our Company for the Fiscal 2017 are as follows:

Sl. No.	Tax Particulars	Average period of delay (in days) For Fiscal 2017
1	Income Tax (Tax Deducted at Source)	12
2	Provident Fund	3
3	Employees State Insurance	3
4	Professional Tax	1
5	Value Added Tax	3
6	Service Tax	6

Any concerned regulatory authority or department may take appropriate remedial action against our Company pursuant to such delays. There is no assurance that our Company will not make such delays in the payment of such statutory dues in the future and such delays, if any, may be construed as a default of our Company and concerned regulatory authority or department may take appropriate remedial action against our Company.

**23. Any defect in our products, may result in our manufacturing license being withdrawn and we could become liable to customers, suffer adverse publicity and incur substantial costs which in turn could adversely affect the value of our brand, and our sales could diminish if we are associated with negative publicity. Further any alleged claims relating defect in our products could materially and adversely affect our business, financial conditions and results of operations.**

Any defect in our products could result in withdrawal of our license for manufacturing, storing and selling the products. Further, deficiency in our products could result in a claim against us for damages, regardless of our responsibility for such a failure or defect. We currently carry no products liability insurance with respect to our products. Although we attempt to maintain quality standards and accredited with International Quality Standards such as ISO 9001:2015, OHSAS 18001:2007, ISO 14001:2004 and licenses as per IS 5470:2002 and IS1664:2002, we cannot assure that all our products would be of uniform quality. Any defect in our products and claims by our customers against our products could adversely affect the value of our brand, and our sales could diminish. Further, our business is dependent on trust our customers have in the quality of our products. Any negative publicity regarding our Company, brand, or products, including those arising from a drop in quality of merchandise from our vendors, mishaps resulting from the use of our products, or any other unforeseen events could affect our reputation and our results from operations. In the event the products sold by us are defective or substandard for any reason, including due to human errors at any stage of manufacturing, our clients may pursue claims or actions against us, which if ruled against us could materially and adversely affect our business, financial conditions and results of operations.

**24. We require certain approvals and licenses in the ordinary course of business and are required to comply with certain rules and regulations to operate our business, and the failure to obtain, retain and renew such approvals and licences or comply with such rules and regulations, and the failure to obtain or retain them in a timely manner or at all may adversely affect our operations.**

We require several statutory and regulatory permits, licenses and approvals to operate our business. Many of these approvals are granted for fixed period of time and need renewal from time to time. Non-renewal of the said permits and licenses would adversely affect our Company's operations, thereby having a material adverse effect on our business, results of operations and financial condition. There can be no assurance that the relevant authorities will issue any of such permits or approvals in the time-frame anticipated by us or at all. Further, some of our permits, licenses and approvals are subject to several conditions and we cannot provide any assurance that we will be able to continuously meet such conditions or be able to comply with such conditions, which may lead to the cancellation, revocation or suspension of relevant permits, licenses or approvals. Any failure by us to apply in time, to renew, maintain or obtain the required permits, licenses or approvals, or the cancellation, suspension or revocation of any of the permits, licenses or approvals may result in the interruption of our operations and may have a material adverse effect on the business. If we fail to comply with all applicable regulations or if the regulations governing our business change, we may incur increased costs, be subject to penalties or suffer a disruption in our business activities, any of which could adversely affect our results of operations. For details of

specific licenses/ approvals/ registrations/consents which have been applied for and yet to be received, the ones that are pending renewal and which are required but not yet applied for, please refer to the chapter titled “**Government and Other Approvals**” on page 427 of this Draft Red Herring Prospectus.

Further, the Ministry of Agriculture and Farmers Welfare, Government of India, in exercise of its power has notified the Insecticides (Second Amendment) Rules, 2017 on February 1, 2017 stating that companies holding a valid license to sell, stock, exhibit for sale or distribute insecticides, as on the date of the notification, shall employ a person holding notified qualifications, and such compliance shall be made within a period of 2 years from the date of the said notification.

**25. *Our sales and profitability could be harmed if we are unable to maintain and further build our brands.***

We believe that our future success will be partially influenced by development of the brands under which we market our products, and our ability to communicate effectively about our products to our distributors and farmers through consistent and focused marketing messages. A number of factors, including adverse publicity regarding our brand ambassadors and unsuccessful product introductions, may have a negative effect on our reputation and erode our brand image.

Insufficient investments in marketing and brand building could also erode or impede the development of our brands. Although we have expended, and expect to continue to expend resources on establishing and maintaining our brands, no assurance can be given that our brands will be effective in attracting and growing our customer base or that such efforts will be successful and cost-effective. Any impairment of our reputation or erosion of our brand or failure to optimize our brand in the marketing of our products could have a material adverse effect on our capacity to retain our current customers and attract new customers and therefore on our sales and profitability.

**26. *We are subject to strict quality requirements, regular inspections and audits, and any failure to comply with quality standards may lead to cancellation of existing and future orders and could negatively impact our reputation and our business and results of operations and prospects.***

We are into manufacturing of a wide array of crop yield enhancing and protection products spanning across crop protection, crop nutrients, seeds, veterinary feed supplements, sulphuric acid and sulphuric acid based products. Quality of our products is very important for our customers and the sector in which we operate. Our product goes through various quality checks at various stages including random sampling check and quality check by internal and external agencies. We supply NPK mixtures, SSP, DCP for animal feed and pharma, wide variety of pesticides which have different product specifications. Our manufacturing facilities are ISO 14001:2004, OHSAS 18001:2007 and ISO 9001:2015 certified for the manufacture and supply of pesticides, fertilisers, sulphuric acid, API's and animal nutrients. Further, our manufacturing facilities located at Balabhadrapuram and Biccavolu in East Godavari district of Andhra Pradesh are IS 5470:2002 for manufacture of di calcium phosphate animal feed grade from the Bureau of Indian Standards. Failure of our products to meet prescribed quality standards may result in rejection and reworking of product. This may lead to cancellation of our approvals for manufacturing these products and resultantly cancellation of purchase of our products by our customers.

While we have put in place quality control procedures, we cannot assure that our products will always be able to satisfy our prescribed quality standards. Our quality control procedures may fail to test for all possible conditions of use or identify all defects in the manufacturing our products. Any failure on our part to successfully maintain quality standards for our products may affect our customer demands or preference which may negatively affect our business. Further, we are subject to regular inspection and audit for some of our products to check if they meet the standards. If we fail to satisfy with the quality of our products in any manner, our licenses may be terminated or the penalty may be imposed from the respective authorities. This may have an adverse impact on our business, results of operations and prospects. As of now, there are no instances where the Quality Certificates issued to our Company have been withdrawn or cancelled. However, we cannot assure that such certification will not be cancelled or withdrawn.

**27. *Currently, our operations and revenues are primarily concentrated in the southern regions of India and the inability to retain and grow our business in these regions and also growth in other regions/geographical areas of India may have an adverse effect on our business and prospects.***

Currently, our operations and revenues are primarily concentrated in the southern regions of India, mainly in Andhra Pradesh, Telangana and Karnataka. Further, all of our manufacturing facilities are located in southern India. While our strategic objectives include geographical expansion across various states in India, in the event of a significant drop in our sales from the southern regions of India, our business, financial condition, results of operations and prospects may be adversely affected.

**28. Our business is primarily dependent upon a continuing relationship with dealers/distributors for sales of our products. Any reduction or interruption in the business of these dealers/distributors, or a substantial decrease in orders placed by these dealers/distributors may have an adverse impact on the revenues and operations of our Company. Further, we do not have any long-term or exclusive arrangements with dealers or distributors for selling our products.**


We are primarily dependent on dealers/distributors for our business. We have over the years developed a network of distributors and dealers across India. As at December 31, 2017, our distribution network included over 8,000 dealers/distributors with a pan-India presence. Further, as at December 31, 2017, we have also established 9 depots, across various states in India and also avail services of clearing and forwarding agents, for effective storage and distribution of our products. We intend to grow our business by adding new distributors both in existing as well as in new markets.

Due to the seasonal nature of our business, we do not enter into any long term contracts for the sale of our products. There is no assurance that we will be able to maintain the same levels of business from our existing dealers/distributors or that we will be able to replace our dealers/distributor base in a timely manner or at all in the event our existing dealers/distributors do not continue to purchase the products of our Company. The loss of or interruption of work by, a significant number of dealers may have an adverse effect on our revenues and operations.

While we believe that our relationship with these parties has been satisfactory, there are no long-term or exclusive arrangements that we have entered into with our dealers and distributors, and there is no assurance that they will not place orders with other manufacturers. In addition, our dealers and distributors could change their business practices or seek to modify the contractual terms which we have previously entered into with them, including in relation to their payment terms. Further, the dealers and distributors engaged by our Company are responsible for assessing the demand for our products in the market pursuant to their interaction with retailers and consumers, and placing orders with us subsequently. We use this information as one of the factors in our forecasting process to plan future production and sales levels, which in turn influences our financial forecasts. If we do not receive this information on a timely and accurate basis, our results of operations and financial condition may be adversely impacted. In the event our dealers and distributors are unable to accurately predict the demand for our products or if they experience delays in placing orders with us or if they do not effectively market our products or market the products of our competitors instead, there could be a material adverse effect on our business forecast, business growth and prospects, financial condition and results of operations.

In addition, our dealers and distributors could change their business practices, such as inventory levels or line of businesses. The inability of our dealers/distributors to meet our payment schedules or unexpected changes in inventory levels or other practices by our dealers/distributors could negatively impact our business, operating cash flows and financial condition. Our inability to maintain our existing distribution network of dealers and distributors or to expand it proportionately with the proposed increase in our manufacturing facilities/capacities, could have a material adverse effect on our sales, business growth and prospects, results of operation and financial condition.

**29. We do not own our corporate logo and the trademarks for our products. We have made applications for registration of trademarks for our products and until we receive the registration, the trademarks for our products enjoy limited legal protection and our ability to use the trademarks and logo may be impaired.**

We do not own our corporate logo  and have obtained non-exclusive rights to use it from KPR Foundation, a trust through a Trademark License Agreement dated September 24, 2015 for a royalty of 0.05% of net sale of our Company per annum. KPR Foundation has filed the application for the registration of corporate logo before Registrar of Trademarks, Chennai and the same is pending as on date of this Draft Red Herring Prospectus. This agreement expires on September 23, 2020 and there can be no assurance that we will be able to renew this agreement on the same terms or at all. The current trustees of KPR Foundation are Papa Reddy Kovvuri, Venkata Mukunda Reddy Karri and Rajasekhar Reddy Kovvuri.

Further, our Company has made 88 applications and our Subsidiary has made 11 applications before Registrar of Trademarks, Chennai for registration of trademarks for some of our products. We do not enjoy any statutory protection under the Trade Marks Act, 1999 for the aforesaid trademarks. Failure to protect our intellectual property rights may adversely affect our competitive business position. Our trademark application may not be allowed or competitors may challenge the validity or scope of our intellectual property.

While we endeavour to ensure that we comply with the intellectual property rights of others, there can be no assurance that we will not face any intellectual property infringement claims brought by third parties that may

require us to introduce changes to our operations. Any claims of infringement, regardless of merit or resolution of such claims, could force us to incur significant costs in responding to, defending and resolving such claims, and may divert the efforts and attention of our management and technical personnel away from our business. We could be required to pay third party infringement claims, alter our business methodology, obtain licenses or cease some portions of our operations. The occurrence of any of the foregoing could result in unexpected expenses. In addition, if we are required to cease distribution of affected formulations or active ingredients, our revenue could be materially and adversely affected. Further, if our unregistered trademark is registered by a third party, we may not be able to make use of such trademark in connection with our business and consequently, we may be unable to capitalize on the brand recognition associated with our Company. Until such time that we receive registered trademark, we can only seek relief against “passing off”. Accordingly, we may be required to invest significant resources in developing a new brand.

**30. *We have experienced fluctuating operations / operating revenues and results thereof. If we continue to experience such fluctuations, we may face difficulties in executing our growth strategy which may affect our business prospects and financials.***

We have experienced fluctuating operations, due to a variety of reasons including weather condition/monsoon in India, failure to introduce new products, increased price competition, non-availability of raw materials, non-availability of subsidy by the Government of India, increase in operating costs, foreign exchange rate, restricted distribution network, lack of management availability or a general slowdown in the economy. Failure to sustain our growth in the future may have an adverse effect on our business, results of operations and financial condition.

We believe that our strategies will place significant demands on our management and other resources and will require us to continue developing and improving operational, financial and other internal controls. We cannot assure that our future performance or growth strategy will be successful. We may face difficulties in executing our strategy in a timely manner or at all which may have an adverse effect on our business and financial condition.

**31. *We do not own certain premises used by our Company such as depots, godowns and the premises where we operate our retail chain – Kisan Seva Kendras. Disruption of our rights as licensee/ lessee or termination of the agreements with our licensors/ lessors would adversely impact our operations and, consequently, our business.***

Majority of our premises from which we operate or are used by our Company for the purposes of our depots, godowns and the premises where we operate our retail chain – Kisan Seva Kendras are situated at lease hold premises. As on date of this Draft Red Herring Prospectus, we have 131 Kisan Seva Kendras, retail chain of our products, Company operated 9 depots and also have C & F Agents in 8 locations across India for distributing our products and 3 residential premises used as a guest house, of which 130 Kisan Seva Kendras, 8 depots and 3 residential premises have been taken on the basis of short term or long term lease hold basis from third parties. In the event that we are required to vacate the lease and relocate our abovementioned premises, depots, Kisan Seva Kendras, we will be required to spend time and financial resources to locate suitable place to set up or relocate existing place of business of our Company, which may adversely impact our operations. Also, we may be unable to relocate to an appropriate location in a timely manner, or at all.

If the owner of such premises does not renew the agreement under which we occupy the premises or renew such agreements on terms and conditions that are unfavourable to us or is terminated prior to its tenure, our business may be adversely affected. In addition, any adverse impact on the title and ownership rights of the owners from whose premises we operate or any breach of the contractual terms of such lease or leave and license agreements, may adversely impact us.

**32. *Our pesticide business could be adversely affected by introduction of alternative pest management and crop protection measures such as bio technology products, pest resistant seeds or genetically modified crops.***

We offer diversified range of formulations to protect different kind of crops in the agricultural industry. Our pesticide business may be adversely affected by increased use of biotechnology products, pest resistant seeds, genetically modified crops and other organic crop protection substitutes for agrochemicals. There are various campaigns promoting the organic manures and pesticides regarding the harm caused by chemical fertilizers and therefore the probability of the government policies promoting organic manures and restricting chemical manures may adversely affect the sales of our Company’s products. Any promotion of organic manures and pesticides by the government policies may affect our results, operations and financial conditions. Further, the adoption of the products derived through biotechnology or alternative pest management and crop protection measures could have a negative impact on traditional agrochemicals. Genetically modified (“GM”) crops are likely to have more resistance to pests and disease than non-GM crops and therefore require significantly less agrochemical usage

than non-GM crops. The growth and acceptance of such alternative pest management and crop protection products and measures by consumers may have an adverse effect on sales of our Company's agrochemical products which thereby may affect our financial condition and results of operations.

**33. *Pests may develop immunity to our products in the long term, which may adversely affect our business and results of operation.***

Over a long period of time pests develop immunity to the insecticides used and consequently, towards certain of our products. Further, we may be required to modify the chemical formula of our products and/or develop new products, which may not be as effective against pests, or may require investment in research and development. Any inability to launch new products to overcome such immunity may adversely affect our business and results of operation.

**34. *Our failure to identify and understand evolving industry trends and preferences and develop new products to meet our customers' demands may adversely affect our business. If we are unable to successfully launch our proposed products on account of any delay in or refusal of registration or for any other reason, we may lose out on the market opportunities and/or may fail to recover the costs incurred towards registration and other pre-launch activities.***

As a part of our growth strategy, we propose to launch new agri products from time to time based on evolving industry trends and demands of our customers. Our ability to anticipate changes in agro input industry and regulatory standards and to successfully develop and introduce new and enhanced products on a timely basis is a significant factor in our ability to remain competitive. With respect to any new proposed agri input product, our Company invests time and money *inter alia* on the registration procedures and fees, data generation, trials, various brand building and pre-launch marketing activities. The launch of a product depends upon our ability to obtain registration of the product in a timely manner or at all as well as on other factors. The process for registering any new product is expensive and time consuming. The submission of an application for registration to the relevant regulatory authority does not guarantee that registration will be granted. Accordingly, if we are unable to obtain the necessary regulatory registration / approvals for our products or successfully launch our product in a timely manner or at all, we may not be able to recover the costs incurred towards registration and pre-launch activities in connection with such product. Further, in such a case we may miss out on the market opportunity with respect to such new products, which could adversely affect our growth, profitability, financial condition and market position.

**35. *Our success depends on our senior management and our ability to retain and attract technical personnel and various other professionals. If we are not able to retain them or recruit additional qualified personnel, we may not be able to successfully develop our business. Further, our results of operations could be adversely affected by strikes, work stoppages or increased wage demands by our employees.***

Our experienced Executive Directors and Key Managerial Personnel have had significant contribution to the growth of our business, and our future success is dependent on the continued service of our senior management team. We are assisted by various technical personnel and experienced professionals skilled in several fields including management, product engineering, sales, IT and finance, for all our functions. We benefit from their experience and the loss of their association with us may significantly delay or prevent the development of our business. Competition among agrochemical companies for qualified professionals is intense and the ability to retain or associate with qualified individuals is critical to our success. Furthermore, as we expect to continue to expand our operations, we will need to continue to attract and retain such professionals. Further, as on the date of this Draft Red Herring Prospectus, we do not have key-man insurance policies for any of our Executive Directors and Key Managerial Personnel. In the event we are not able to attract and retain talented employees, as required for conducting our business, or we experience high attrition levels which are largely out of our control, or if we are unable to motivate and retain existing employees, our business, financial condition and operations may be adversely affected.

Further, our manufacturing activities are labour intensive, require our management to undertake significant labour interface, and expose us to the risk of industrial action. Currently, in our facilities (where we do not have any recognized trade unions), we have maintained a generally positive working environment. Although we have not faced work stoppages in the past, we cannot ensure that we will not be subject to work stoppages, strikes or other types of conflicts with our employees or contract workers in the future. Further, we cannot ensure that our employees will not unionize in the future. Any such event, at our current facilities or at any new facilities that we may commission or acquire in the future, may adversely affect our ability to operate our business and serve our customers, which may adversely impact our business and financial condition.



**36. We have entered into and may in the future enter into related party transactions and there is no assurance that our future related party transactions would be on terms favourable to us when compared to similar transactions with unrelated or third parties.**

We have in the past entered into transactions with related parties including purchase and sale of transactions. We have also accepted certain loans and advances from our Promoters and certain Group Entities and certain members of our Promoter Group in the preceding five fiscal years. For the Fiscal ended March 31, 2017, the aggregate amount of related party outstanding on standalone and consolidated basis is as under:

(₹ in millions)

Particulars	Fiscal 2017	
	Standalone	Consolidated
Receivables	37.50	6.62
Payables	26.66	29.44
Investment made by our Company	117.99	105.39

For further details, please refer to the chapter titled “**Related Party Transactions**” on page 221 of this Draft Red Herring Prospectus.

While we believe that all related party transactions entered into are legitimate business transactions conducted on an arms’ length basis, there can be no assurance that it could not have achieved more favourable terms if such transactions had not been entered into with related parties. Furthermore, it is likely that we will continue to 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 business, prospects, results of operations and financial condition, including because of potential conflicts of interest or otherwise. In addition, our business and growth prospects may decline if we cannot benefit from our relationships with them in the future.

**37. Our Company has experienced negative cash flows in some prior periods and may do so in the future, which could have a material adverse effect on our business, prospects, financial condition, cash flows and results of operations.**

Our Company has experienced negative net cash flows (on consolidated basis) in some previous periods, the details of which are provided below:

(₹ in million)

Particulars	For Fiscals				
	2017	2016	2015	2014	2013
Net cash flows generated from/ (used in) operating activities	769.40	1,177.50	721.35	797.87	(198.86)
Net increase / (decrease) in cash and cash equivalents	(28.07)	2.40	8.24	(191.12)	(270.29)

For details on the cash flows for the last five Fiscals, please refer to the chapter titled “**Financial Statements**” on page 223 of this Draft Red Herring Prospectus. We may incur negative cash flows in the future which may have a material adverse effect on our business, prospects, results of operations and financial condition.

**38. Our agreements with various lenders for financial arrangements contain restrictive covenants for certain activities and if we are unable to get their approval, it might restrict our scope of activities and impede our growth plans.**

We have entered into agreements for short term and long term borrowings with certain lenders. These borrowings include secured fund based and non-fund based facilities. These agreements include restrictive covenants which mandate certain restrictions in terms of our business operations such as change in capital structure, formulation of any scheme of amalgamation or reconstruction, declaring dividends, further expansion of business, which require our Company to obtain prior approval of the lenders for any of the above activities. We cannot assure that our lenders will provide us with these approvals in the future. For details of these restrictive covenants, please refer to chapter titled “**Financial Indebtedness**” on page 405 of this Draft Red Herring Prospectus.

A default under one of these financing agreements may also result in cross-defaults under other financing agreements and result in the outstanding amounts under such financing agreements becoming due and payable immediately. Defaults under one or more of our Company’s financing agreements may limit our flexibility in operating our business, which could have an adverse effect on our cash flows, results of operations and financial condition. We believe that our relationships with our lenders are good, and we have in the past obtained consents from them to undertake various actions and have informed them of our corporate activities from time to time.

Compliance with the various terms of such financing arrangements, however, is subject to interpretation and there can be no assurance that we have requested or received all relevant consents from our lenders as contemplated under our financing arrangements. It may be possible for a lender to assert that we have not complied with all applicable terms under our existing financing documents. Further we cannot assure that we will have adequate funds at all times to repay these credit facilities and may also be subject to demands for the payment of penal interest.

**39. *Some of our Promoters have provided personal guarantees for a significant portion of our borrowings and collaterals to secure certain of our loans.***

Some of our Promoters have provided personal guarantees as collateral for a significant portion of our borrowings. If any of these guarantees are revoked or if such collateral is proved insufficient, lenders may require alternative guarantees or collateral or cancellation of such facilities, entailing repayment of amounts outstanding under such facilities. If we are unable to procure alternative guarantees satisfactory to lenders, we may need to seek alternative sources of capital which may not be available to us at commercially reasonable terms or at all, or get compelled to agree to more onerous terms under such financing agreements, which may limit our operational flexibility. Accordingly, our business, financial condition, results of operations and prospects may be adversely affected.

**40. *In addition to our existing indebtedness for our existing operations, we may require further indebtedness during the course of business. We cannot assure that we would be able to service our existing and/ or additional indebtedness. Further, fluctuations in interest rates could adversely affect our results of operations.***

As on December 31, 2017, our Company's total indebtedness (on consolidated basis) is ₹ 5,141.26 million comprising of fund based borrowing of ₹ 3,543.02 million, non-fund based borrowing of ₹ 1,511.96 million, vehicle loans of ₹ 1.86 million and unsecured loan of ₹ 87.52 million. In addition to the indebtedness for our existing operations, we may require further indebtedness during the course of business. There can be no guarantee that we will be able to obtain the new facilities at favourable terms or at all. Increased borrowings, if any, may adversely affect our debt-equity ratio which was 0.57 and 0.59, on consolidated and standalone restated basis, respectively for Fiscal 2017 and our ability to further borrow at competitive rates. Increased borrowings, if any, may adversely affect our debt-equity ratio and our ability to further borrow at competitive rates. Also we cannot assure that the budgeting of our working capital requirements for a particular year will be accurate. There may be situations where we may under-budget for our working capital requirements, in which case there may be delays in arranging the additional working capital requirements which may lead to loss of reputation, levy of liquidated damages and an adverse effect on the cash flows.

Any failure to service our indebtedness or otherwise perform our obligations under our financing agreements which may be entered into with our lenders could lead to a termination of one or more of our credit facilities, trigger cross default provisions, penalties and acceleration of amounts due under such facilities which may adversely affect our business, financial condition and results of operations. For details of our indebtedness, please refer to the chapter titled "**Financial Indebtedness**" on page 405 of this Draft Red Herring Prospectus.

Further, an increase in the interest rates on our existing or future debt will increase the cost of servicing such debt. Further, we have not entered into any interest rate hedging transactions in connection with such debt and we may not be able to minimize our exposure to interest rate fluctuations. We cannot assure that we will be able to service our existing and/ or additional indebtedness on commercially reasonable terms. Any increase in interest expense may have an adverse effect on our business prospects, financial condition and results of operations.

**41. *We have not entered into any arrangements for alternate source of raising the funds. Any shortfall in raising/meeting the same could adversely affect our growth plans, operations and financial performance.***

Our Company has not entered into any arrangement for alternate source of funding and hence any failure or delay on our part to mobilize the required resources or any shortfall in the Issue proceeds can adversely affect our growth plan and profitability. The delay/ shortfall in receiving these proceeds could result in delay in implementing the project and may require us to borrow the funds on unfavourable terms, both of which scenarios may affect the business operation and financial performance of our Company.

**42. *We are dependent on third party transportation providers for delivery of raw materials to us from our suppliers and delivery of our products to our customers and dealers/distributors. Any failure on part of such service providers to meet their obligations could have a material adverse effect on our business and results of operation.***

As a manufacturing business, our success depends on the smooth supply and transportation of the raw materials required for our manufacturing process and transportation of our products from our manufacturing units/depots to our customers and dealers/distributors, both of which are subject to various uncertainties and risks. We use a combination of third party transportation providers and our own fleet for the said transportation purpose. Transportation strikes have had in the past, and could again in the future have, an adverse effect on our supplies and our deliveries to and from our customers and suppliers in a timely and cost efficient manner. In addition, raw materials and products may be lost or damaged in transit for various reasons including occurrence of accidents or natural disasters. Our transportation cost would be primarily consisting of outward freight and expenditure towards repairs and maintenance of vehicles which in aggregate constituted 0.88%, 1.97%, 2.38%, 2.46% and 2.50% of our total revenue from operations for Fiscal 2013, 2014, 2015, 2016 and 2017, respectively on consolidated basis. There may also be delay in delivery of raw materials and products which may also affect our business and our results of operation negatively. A failure to maintain a continuous supply of raw materials or to deliver our products to our customers in an efficient and reliable manner could have a material and adverse effect on our business, financial condition and results of operations.

***43. Our Company is also dependent on contract labour at our manufacturing units. If we are unable to continue to hire skilled contract labour, the quality of our products being manufactured in our units can get affected.***

Our operations are significantly dependent on access to a large pool of contract labour for our manufacturing units. The number of contract labourers employed by us varies from time to time based on the nature and extent of work we are involved in. Our dependence on such contract labour may result in significant risks for our operations, relating to the availability and skill of such contract labourers, as well as contingencies affecting availability of such contract labour during peak periods. There can be no assurance that we will have adequate access to skilled workmen at reasonable rates. As a result, we may be required to incur additional costs to ensure timely execution of order of our products in a timely manner in peak season.

Our Company appoints independent contractors who in turn engage on-site contract labourers for carrying out the manufacturing process. Although our Company does not engage these labourers directly, we may be held responsible for any wage payments to be made to such labourers in the event of default by such independent contractors. Any requirement to fund their wage requirements may have an adverse impact on our results of operations and financial condition. In addition, under the Contract Labour (Regulation and Abolition) Act, 1970, as amended, we may be required to absorb a number of such contract labourers as permanent workmen. Thus, any such order from a regulatory body or court may have an adverse effect on our business, results of operations and financial condition.

Also, on an application made by contract labourers, an Industrial court or Tribunal may direct that the contract labourers are required to be regularized or absorbed by our Company. Further, the State Government may prohibit employment of contract labour. If either of the above should occur, we may be required to induct such labourers on our payroll, as employees which may result in increased expenses. Further, even though we have obtained all necessary approvals as required under the statutes there can be no assurance that we may continue to hold such permits, licenses or approvals in the time-frame anticipated by it or at all. Such non-issuance or non-renewal may result in the interruption of our operations and may have a material adverse effect on our business, financial condition and future results of operations.

***44. Our inability to procure and/or maintain adequate insurance cover in connection with our business may adversely affect our operations and profitability.***

Our operations are subject to inherent risks and hazards which may adversely impact our profitability, such as breakdown, malfunctions, sub-standard performance or failures of manufacturing equipment, fire, loss-in-transit for our products, accidents and natural disasters. At present our insurance policies provide for coverage against risk including loss of money, fire, damage, worker welfare, etc. however, there can be no assurance that any claim under the insurance policies maintained by us will be honoured fully or in part or on time.

While we believe we maintain insurance coverage in amounts consistent with industry norms, there can be no assurance that our insurance policies will be adequate to cover all risks or the losses in respect of which the insurance had 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. We are currently not covered by insurance for any product liability claims and hence any such liability could have an adverse impact on our results of operations. Further, there is no assurance that the insurance premium payable by us will be commercially viable or justifiable.

**45. *We operate in a competitive business environment. Competition from existing players and new entrants and consequent pricing pressures could have a material adverse effect on our business growth and prospects, financial condition and results of operations.***

The agri - input product industry is rapidly changing due to constant evaluation of agricultural sector and incentives of Government of India through various policies and is highly competitive. The fertilizer industry is evolving due to incentives of Government of India through NBS Policy and is highly competitive. We expect that competition will continue to intensify both through the entry of new players and consolidation of existing players. Our competitors may succeed in developing products that are more effective, more popular or cheaper than any we may develop, which may render our products obsolete or uncompetitive and adversely affect our business and financial results. Some of our competitors may have greater financial resources, better distribution network, technical and marketing resources and generate greater revenues, and therefore may be able to respond better to market changes than we can. We believe that our ability to compete depends on a number of factors beyond our control, including the ability of our competitors to attract, train, motivate and retain highly skilled technical employees, the price at which our competitors offer comparable products and the extent of our competitor's responsiveness to dealer needs. Our inability to adequately address competitive pressures may have a material adverse effect on our business, prospects, financial condition and results of operations.

**46. *We may not be able to sell our inventories through our existing distribution network or Kisan Seva Kendras and such inventory may be subject to mark downs which may impact our results of operations and financial conditions.***

Since our products are based on seasons, our Company faces the risk of not being able to sell its inventory through the existing distribution network or Kisan Seva Kendras and such unsold inventory, including return of stock from its trade partners may be subject to mark downs and inventory being sold by our Company at heavily discounted rates. In case we sell any of our products at a lower price than the rates normally charged, it may impact our results of operations and financial conditions.

**47. *Our failure to accurately forecast demand or any cancellation of orders, could result in higher inventory, which could adversely affect our operations and profitability.***

We maintain an inventory of products as well as raw materials in our manufacturing facilities based on demand trends to meet seasonal demand. We monitor such inventory levels based on our own projections of future demand. In the past, we have experienced high levels of inventory of ₹ 3,237.92 million and ₹ 2634.43 million as on March 31, 2017 and March 31, 2016, respectively (on consolidated basis), to meet seasonal demand.

The volume and timing of sales to our distributors and customers may vary due to variation in demand for our products, external factors including inclement weather conditions, drought, and macroeconomic factors affecting the economy in general and our customers in particular. Our inability to forecast the level of customer demand for our products and process innovation as well as inability to accurately schedule our raw material purchases and production and manage our inventory may adversely affect our business and cash flows from operations. If we are unable to appropriately estimate the demand for our products and raw materials for any reason, it could result in surplus of inventory levels, if any, of these factors materialize, it could have an adverse effect on our operations and profitability.

**48. *Availability and cost of raw materials, power and fuel may adversely affect our business, financial condition, results of operations and prospects.***

Our business, financial condition, results of operations and prospects are significantly impacted by the availability and cost of raw materials, particularly agrochemicals, rock phosphate, sulphur, power and fuel. While we are not significantly dependent on any single raw material supplier, raw material supply and pricing can be volatile due to a number of factors beyond our control, including global demand and supply, general economic and political conditions, transportation and labour costs, labour unrest, natural disasters, competition, import duties, tariffs and currency exchange rates, and there are uncertainties inherent in estimating such variables, regardless of the methodologies and assumptions that we may use. This volatility in commodity prices can significantly affect our raw material costs.

Further, we depend on a steady supply of power for our manufacturing operations for which we primarily rely on the state grids. India suffers from significant energy shortages and power outages, particularly during the summer months, which has resulted in increased power costs in recent years. In the event of unavailability of constant power supply, we will be dependent on our backup power supply, which may not be adequate to operate our facilities at full capacity. Further, the cost of backup power may increase in the event of such unavailability of power.

To the extent that we are unable to secure adequate supplies of raw materials and power on commercially reasonable terms or to pass on price increases to our customers, our profitability may be impaired.

**49. *We rely on third party and farmers for seed production of our Subsidiary and any discontinuation of services of such third party and farmers may affect our profitability.***

Seed production in our Subsidiary, is generally undertaken by seed growers/arrangers on our behalf, who are third parties, being independent contractors during every crop season. We provide these seed growers/arrangers with the biological material including parent seed and closely monitor their activities during all stages of seed production. However, our arrangements with these seed growers/arrangers carry risks that they may have economic or other interests that are inconsistent with our interests. They may take actions that are contrary to our instructions or requests, or may be unable or unwilling to fulfil their obligations, especially those that relate to timely delivery of the produce. Any failure by us to monitor closely the activities of seed growers/arrangers could affect the quality of our seeds. While we have had long-term relationships with several of seed growers/arrangers, we do not have long-term contracts with seed growers/arrangers and cannot assure that such seedgrowers/arrangers will continue to work with us on expiry of the relevant contract period.

**50. *Some agreements entered into by our Company with various parties are not adequately stamped. The said agreements may not be admissible as evidence in a court of law, until the relevant stamp duties are paid and the relevant registration, if required, is done.***

Some of the leave and license and lease deeds/agreements entered into by our Company with various parties for our leasehold properties are not adequately stamped. The potential consequence of this could be that the said agreements may not be admissible as evidence in a court of law, until the relevant stamp duties are paid, if required, and the required registration is done. As on the date of this Draft Red Herring Prospectus, our Company has not initiated / been party to any litigations in this regard. Any claim or adverse order / finding in connection with these agreements could adversely affect the operations of our Company. In case disputes arise in respect of the same which require us to approach judicial or alternative dispute resolution fora, the costs of dispute resolution could be extremely or prohibitively high.

**51. *A portion of the proceeds from this Issue will not be available to us.***

This Issue includes an Offer for Sale of Equity Shares by the Selling Shareholders. Certain Promoter Group individuals are the Selling Shareholders and will receive proceeds from the Issue for upto 12,000,000 Equity Shares to be offered by them in the Issue. Accordingly, the proceeds from the Offer for Sale will be remitted to the respective Selling Shareholders and our Company will not benefit from such proceeds.

**52. *Our ability to pay dividends in the future may be affected by any material adverse effect on our future earnings, financial condition or cash flows.***

We have paid ₹ 42.73 million and ₹ 42.73 million for the Fiscal 2016 and Fiscal 2015 respectively as dividend to our shareholders. The declaration and payment of dividends depends on a number of factors, including but not limited to our earnings, revenues, profit, general financial condition (including capital position), results of operations, cash flow and overall financial position, capital expenditure, Articles of Association, and other factors.

Our business is working capital intensive and we are required to obtain consents from certain of our lenders prior to the declaration of dividend as per the terms of the agreements executed with them. We may be unable to pay dividends in the near or medium term, and our future dividend policy will depend on our capital requirements and financing arrangements in respect of our operations, financial condition and results of operations. There can be no assurance that our Company will declare dividends in the future. The amounts paid as dividends in the past are not necessarily indicative of our Company's dividend policy or dividend amounts, if any, in the future. For further details, please refer to the chapter titled "Dividend Policy" on page 222, of this Draft Red Herring Prospectus.

**53. *The Promoters and Promoter Group will continue to exercise control post completion of the Issue and will have considerable influence over the outcome of matters.***

Upon completion of this Issue, our Promoters and Promoter Group will continue to own a majority of our Equity Shares, approximately [●] % of our Company's post Issue outstanding Equity Shares. As a result, our Promoters will have the ability to exercise significant influence over all matters requiring shareholders' approval. Accordingly, our Promoters will continue to retain a significant control, including being able to control the composition of our Board of Directors, determine decisions requiring simple or special majority voting of shareholders, relating to any sale of all or substantially all of our assets, timing and distribution of dividends and

termination of appointment of our officers, and our other shareholders may be unable to affect the outcome of such voting. There can be no assurance that our Promoters will exercise their rights as shareholders to the benefit and best interests of our Company. Further, such control could delay, defer or prevent a change in control of our Company, impede a merger, consolidation, takeover or other business combination involving our Company, or discourage a potential acquirer from making a tender offer or otherwise attempting to obtain control of our Company even if it is in our Company's best interest. The interests of our Promoters could conflict with the interests of our other equity shareholders, and the Promoters could make decisions that materially and adversely affect your investment in the Equity Shares.

***54. Some of our Promoters and Directors may have interests in us other than reimbursement of expenses incurred or normal remuneration or benefits.***

Some of our Promoters and Directors are interested in us to the extent of their shareholding in our Company and the dividend entitlements from it. In addition to the remuneration paid for services and reimbursement of expenses to our Directors for services rendered as our Directors, our Promoters and Directors may also be interested to the extent of any transaction entered into by us with any other company or firm or trust in which they are interested. For example, we have entered into a Trademark License Agreement dated September 24, 2015 with KPR Foundation, a trust in which our Promoters and Directors, Papa Reddy Kovvuri, Venkata Mukunda Reddy Karri and Rajasekhar Reddy Kovvuri are trustees, for use of our corporate logo for a royalty of 0.05% of net sale of our Company per annum.

***55. Statutory auditors of our Company have included certain matters in their Annexure to the Auditor's report on other legal and regulatory requirements of our Company's standalone and consolidated financial statements.***

Statutory auditors of our Company have included certain matters in Annexure to the Auditor's report on other legal and regulatory requirements of our Company under the Companies (Auditor's Report) Order, 2003, Companies (Auditor's Report) Order, 2015 and Companies (Auditor's Report) Order, 2016, as applicable, which are discussed in our restated standalone and consolidated financial information. Accordingly, investors should read our restated standalone and consolidated financial information mentioned in chapter titled "*Financial Statements*" on page 223 of this Draft Red Herring Prospectus.

## **External Risks**

***56. Economic or other factors that are beyond our control may have an adverse impact on our business, financial condition, results of operations and prospects.***

We are incorporated in India, and all of our assets and employees are located in India. As a result, we are dependent on prevailing economic conditions in India and our results of operations are significantly affected by factors influencing the Indian economy. A slowdown in the Indian economy could adversely affect our business, including our ability to grow our assets, the quality of our assets, and our ability to implement our strategy. Factors that may adversely affect the Indian economy, and hence our results of operations, may include:

- any increase in interest rates may adversely impact our access to capital and increase our borrowing costs;
- any downgrade of India's sovereign rating by international credit rating agencies;
- seasonal and cyclical nature of the agricultural industry and unfavourable climatic conditions;
- political instability, resulting from a change in government or in economic and fiscal policies;
- any natural calamities such as earthquakes, tsunamis, floods and droughts;
- any civil unrest, acts of violence, terrorist attacks, regional conflicts or situations; and
- other significant regulatory or economic developments in or affecting India

Any slowdown in the Indian economy or in the growth of the sectors we participate in or future volatility in global commodity prices could adversely affect our borrowers and contractual counterparties. This in turn could adversely affect our business and financial performance and the price of our Equity Shares.

***57. Significant differences exist between Indian GAAP and other accounting principles, such as US GAAP and IFRS, which may be material to investors' assessments of our financial condition. Our failure to successfully adopt IND(AS) may have an adverse effect on the price of our Equity Shares.***

Our financial statements, including the Restated Financial Statements provided in this Draft Red Herring Prospectus, are prepared in accordance with Indian GAAP. We have not attempted to quantify the impact of IFRS or U.S. GAAP on the financial data included in this Draft Red Herring Prospectus, nor do we provide a reconciliation of our financial statements to those of U.S. GAAP or IFRS. U.S. GAAP and IFRS differ in

significant respects from Indian GAAP. For details, please refer “*Presentation of Financial, Industry and Market Data*” on page 13 of this Draft Red Herring Prospectus.

There are significant differences between Indian GAAP, Ind AS, US GAAP and IFRS. Accordingly, the degree to which the financial statements included in this Draft Red Herring Prospectus will provide meaningful information is entirely dependent on the reader’s level of familiarity with Indian GAAP and Ind AS. Persons not familiar with Indian GAAP and Ind AS should limit their reliance on the financial disclosures presented in this Draft Red Herring Prospectus.

If our financial statements were to be prepared in accordance with such other accounting principles, our results of operations, cash flows and financial position may be substantially different. Prospective investors should review the accounting policies applied in the preparation of our financial statements, and consult their own professional advisers for an understanding of the differences between these accounting principles and those with which they may be more familiar. Any reliance by persons not familiar with Indian accounting practices on the financial disclosures presented in this Draft Red Herring Prospectus should accordingly be limited. In making an investment decision, investors must rely upon their own examination of us, the terms of this Offer and the financial information contained in this Draft Red Herring Prospectus.

***58. The preparation requirement and presentation format of financial statements of our Company subsequent to the listing of its Equity Shares will not be in the same manner and same format as being prepared and presented for this Draft Red Herring Prospectus.***

Our historical audited financial statements have been prepared in accordance with the Companies Act and Indian GAAP, while the Restated Financial Statements included in this Draft Red Herring Prospectus are prepared in accordance with the Companies Act, Indian GAAP, SEBI Regulations and the circulars issued by SEBI from time to time. In accordance with the revised roadmap for the implementation of Ind AS (on a voluntary as well as mandatory basis) for companies other than banking companies, insurance companies and non-banking finance announced by the Ministry of Corporate Affairs, Government of India (the “MCA”) through its press release dated January 2, 2015, we will be required to prepare and present our audited financial statements for Fiscal 2018 in accordance with the Companies Act and Ind AS. Further, if our Equity Shares are listed successfully on the Stock Exchanges, we will be required to prepare and present our annual and interim financial information in accordance with the Companies Act, Ind AS, SEBI Listing Regulations and the circulars issued by SEBI from time to time. The preparation requirement and the presentation format prescribed under the SEBI Regulations for our Restated Financial Statements differs in certain respects from the preparation requirements and presentation formats that we will be required to comply with post-listing of the Equity Shares, being the Companies Act, Ind AS, SEBI Listing Regulations and the circulars issued by SEBI from time to time. Accordingly, the preparation and presentation of our financial statements post-listing of the Equity Shares may be not be comparable with, or may be substantially different from, the Restated Financial Statements included in this Draft Red Herring Prospectus.

***59. QIBs and Non-Institutional Investors are not permitted to withdraw or lower their Bids (in terms of quantity of Equity Shares or the Bid Amount) at any stage after submitting a Bid.***

Pursuant to the SEBI ICDR Regulations, QIBs and Non-Institutional Investors are not permitted to withdraw or lower their Bids (in terms of quantity of Equity Shares or the Bid Amount) at any stage after submitting a Bid and are required to pay the Bid Amount upon submission of the Bid. Events affecting the Bidders’ decision to invest in the Equity Shares, including material adverse changes in international or national monetary policy, financial, political or economic conditions, our business and results of operations or financial condition may arise between the date of submission of the Bid and Allotment. However, our Company may complete the Allotment of the Equity Shares even if such events occur, and QIBs and Non-Institutional Investors would not be able to withdraw or lower their Bids at any stage after submitting a Bid.

***60. Our future fund requirements, in the form of further 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 further issue of Equity 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 or preference shares, then it may substantially increase our fixed interest/dividend burden and decrease our cash flows, thus adversely affecting our business, results of operations and financial condition.

**61. *Increases in interest rates may materially impact our results of operations.***

Interest rates for borrowings have been volatile in India in recent periods. Our operations are funded to a significant extent by debt and increases in interest expense may have an adverse effect on our results of operations and financial condition. Although we may exercise any right available to us under our financing arrangements to terminate the existing debt financing arrangement on the respective reset dates and enter into new financing arrangements, there can be no assurance that we will be able to do so on commercially reasonable terms, that our counterparties will perform their obligations, or that these agreements, if entered into, will protect us adequately against interest rate risks.

**Risk Factors Related to our Equity Shares**

**62. *There is no existing market for our Equity Shares, and we do not know if one will develop to provide you with adequate liquidity. Further, an active trading market for the Equity Shares may not develop and the price of the Equity Shares may be volatile.***

An active public trading market for the Equity Shares may not develop or, if it develops, may not be maintained after the Issue. Our Company and the Selling Shareholders, in consultation with the Book Running Lead Manager, will determine the Issue Price. The Issue Price may be higher than the trading price of our Equity Shares following this Issue. As a result, investors may not be able to sell their Equity Shares at or above the Issue Price or at the time that they would like to sell. The trading price of the Equity Shares after the Issue may be subject to significant fluctuations in response to factors such as, variations in our results of operations, market conditions specific to the sectors in which we operate, economic conditions of India and volatility of the BSE, NSE and securities markets elsewhere in the world.

**63. *The price of the Equity Shares may be highly volatile after the Issue.***

The price of the Equity Shares on the Indian stock exchanges may fluctuate after this Issue as a result of several factors, including: volatility in the Indian and global securities market; our operations and performance; performance of our competitors and the perception in the market about investments in the agro inputs industry; adverse media reports on us or the Indian agro input industry; changes in the estimates of our performance or recommendations by financial analysts; significant developments in India's economic liberalization and deregulation policies; and significant developments in India's fiscal and environmental regulations. There can be no assurance that the prices at which the Equity Shares are initially traded will correspond to the prices at which the Equity Shares will trade in the market subsequently.

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

Subsequent to listing, our Company will be subject to a daily circuit breaker imposed on listed companies by all stock exchanges in India which does not allow transactions beyond certain volatility in the price of the Equity Shares. This circuit breaker operates independently of the index-based market-wide circuit breakers generally imposed by SEBI on Indian stock exchanges. The percentage limit on our Company's circuit breaker is set by the stock exchanges based on the historical volatility in the price and trading volume of the Equity Shares. The stock exchanges are not required to inform our Company of the percentage limit of the circuit breaker from time to time, and may change it without its knowledge. This circuit breaker would effectively limit the upward and downward movements in the price of the Equity Shares. As a result of this circuit breaker, there can be no assurance regarding the ability of shareholders to sell the Equity Shares or the price at which shareholders may be able to sell their Equity Shares.

**65. *Under Indian law, foreign investors are subject to investment restrictions that limit our ability to attract foreign investors, which may adversely impact the trading 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 valuation and reporting requirements specified by the RBI. If a transfer of shares is not in compliance with such valuation and reporting requirements or falls under any of the specified exceptions, then prior approval of the RBI will be required. In addition, 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 or tax clearance certificate from the Indian income tax authority. We cannot assure that any required approval from the RBI or any other Government agency can be obtained on any particular terms or at all.



**66. Rights of shareholders under Indian law may differ or may be more limited than under the laws of other jurisdictions.**

The Companies Act and rules made thereunder, the rules and regulations issued by SEBI and other regulatory authorities, the Memorandum of Association, and the Articles of Association govern the corporate affairs of the Company. Indian legal principles relating to these matters and the validity of corporate procedures, directors' fiduciary duties and liabilities, and shareholders' rights may differ from those that would apply to a company in another jurisdiction. Shareholders' rights under Indian law may not be as extensive as shareholders' rights under the laws of other countries or jurisdictions. Investors may have more difficulty in asserting their rights as a shareholder in India than as a shareholder of a corporation in another jurisdiction.

**67. Investors may be subject to Indian taxes arising out of capital gains on sale of Equity Shares.**

Under current Indian tax laws and regulations, capital gains arising from the sale of shares in an Indian company are generally taxable in India. Any gain realised on the sale of listed equity shares on a stock exchange held for more than 12 months will not be subject to capital gains tax in India if Securities Transaction Tax ("STT") has been paid on the transaction. STT will be levied on and collected by a domestic stock exchange on which the Equity Shares are sold. Any gain realised on the sale of equity shares held for more than 12 months to an Indian resident, which are sold other than on a recognised stock exchange and on 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 listed equity shares held for a period of 12 months or less will be subject to short term capital gains tax in India. However, Finance Bill, 2018, proposes to tax such long term capital gains exceeding ₹ 0.1 million arising from sale of Equity Shares on or after April 1, 2018. Accordingly, you may be subject to payment of long-term capital gains tax in India, in addition to payment of STT, on the sale of any Equity Shares held for more than 12 months. STT will be levied on and collected by a domestic stock exchange on which the Equity Shares are sold. Capital gains arising from the sale of the Equity Shares will be exempt from taxation in India in cases where the exemption from taxation in India is provided under a treaty between India and the country of which the seller is resident. Generally, Indian tax treaties do not limit India's ability to impose tax on capital gains. As a result, residents of other countries may be liable for tax in India as well as in their own jurisdiction on a gain upon the sale of the Equity Shares.

**Prominent Notes**

1. Investors may contact the Book Running Lead Manager for any complaint, information or clarification pertaining to the Issue. All grievances relating to ASBA may be addressed to the Registrar to the Issue, with a copy to the relevant SCSBs, giving full details such as name, address of the Bidder, number of Equity Shares for which the Bidder has applied, Bid Amounts blocked, ASBA Account number and the Designated Branch of the SCSBs where the ASBA Form has been submitted by the ASBA Bidder. All grievances relating to the non-ASBA process must be addressed to the Registrar to the Issue quoting the full details of the sole or First Bidder, Bid cum Application Form number, Bidders' DP ID, Client ID, PAN, number of Equity Shares applied for, date of Bid cum Application Form, name and address of the Syndicate Member or the Designated Intermediary where the Bid was submitted and payment details thereof. For contact details of the Book Running Lead Manager and the Company Secretary and Compliance Officer of our Company, please refer to the chapter titled "**General Information**" on page 60 of this Draft Red Herring Prospectus
2. Our Company's net worth as at December 31, 2017, as per our restated financial information on standalone and consolidated basis was ₹ 2,106.38 million and ₹ 2,168.83 million, respectively. For further details, please refer to the section titled "**Financial Information**" on page 223 of this Draft Red Herring Prospectus.
3. Public Issue of [●] Equity Shares of face value of ₹ 10 each for cash at a price of ₹ [●] per Equity Share including a Share Premium of ₹ [●] per Equity Share, aggregating up to ₹ [●] million. The Issue comprising of a Fresh Issue of [●] Equity Shares by our Company aggregating up to ₹ 2,100 million and an Offer for Sale of up to 12,000,000 equity shares by the Selling Shareholders aggregating up to ₹ [●] million. The Issue comprises a Net Issue to the public of [●] Equity Shares and a Reservation of [●] Equity Shares aggregating up to ₹ [●] million for subscription by Eligible Employees, not exceeding 5% of our post-Issue paid-up Equity Share capital. The Issue and the Net Issue to the Public would constitute [●]% and [●]% respectively, of our post-Issue paid-up Equity Share capital.
4. The average cost of acquisition per Equity Share by our Promoters is set forth in the table below:

(In ₹)

Sr. No.	Name of Promoter	Number of Equity Shares held	Average cost of acquisition
1.	Papa Reddy Kovvuri	336,840	1.90

2.	Venkata Mukunda Reddy Karri	566,260	2.59
3.	Rajasekhar Reddy Kovvuri	556,240	2.48
4.	Satyanarayana Reddy Kovvuri (S/o. Ramachandra Reddy Kovvuri)	3,507,960	1.73
5.	Satyanarayana Reddy Kovvuri(S/o.Veera Raghava Reddy Kovvuri)	3,321,060	2.67
6.	Cresco Technology LLP	16,200,000	9.38
	Total	24,488,360	

For further details pertaining to the allotment of Equity Shares to our Promoters, please refer to the chapter titled “**Capital Structure**” on page 68 this Draft Red Herring Prospectus.

5. Our Company was incorporated as “*K.P.R. Fertilisers Private Limited*” on January 2, 2007 as a private limited company under the Companies Act, 1956 with the Registrar of Companies, Andhra Pradesh. Our Company was converted into a public limited company and the name of our Company was changed to “*K.P.R. Fertilisers Limited*” pursuant to fresh certificate of incorporation consequent upon change of name on conversion to public limited company dated December 19, 2008 issued by the Registrar of Companies, Andhra Pradesh. The name of our Company was then changed to “*K.P.R. Agrochem Limited*” vide Certificate of Incorporation pursuant to change of name dated September 21, 2015 was issued by the Registrar of Companies, Hyderabad. The changes to the name of our Company were undertaken upon conversion of our Company from a private limited company to a public limited company and subsequently to align the name of our Company with the variety of products manufactured by our Company. For further details pertaining to change in name of our Company and changes in objects clause of the Memorandum of Association of our Company, please refer to the chapter titled “**History and Certain Corporate Matters**” on page 183 of this Draft Red Herring Prospectus.
6. For details of related party transactions entered into by our Company with our Promoters, Group Entities and Subsidiary in the last Fiscal, including nature and cumulative value of the transactions, see “**Related Party Transactions**” on page 221 of this Draft Red Herring Prospectus.
7. Except as disclosed in chapter titled “**Related Party Transactions**”, “**Capital Structure**”, “**Our Promoters and Promoter Group and Group Entities**” on pages 221, 68 and 206 respectively of this Draft Red Herring Prospectus, none of our Promoters, Directors, Key Managerial Personnel or Group Entities have any business or other interest, other than to the extent of Equity Shares held by them and to the extent of the benefits arising out of such shareholding.
8. The NAV/book value per Equity Share as per the restated standalone and consolidated financial information as at December 31, 2017 is ₹ 24.65 and ₹ 25.38 respectively.
9. There has been no financing arrangement whereby the Promoter Group, our Directors and their relatives have financed the purchase of Equity Shares of our Company, by any other person, during the period of six months immediately preceding the date of this Draft Red Herring Prospectus.

## SECTION III: INTRODUCTION

### SUMMARY OF INDUSTRY

*Unless noted otherwise, the information in this section is derived from —Industry Report on “Indian Fertiliser & Agri-Inputs Sector: January 2018” issued by ICRA Limited (“ICRA Report”). Our Company, the BRLM and any other person connected with the Issue has not independently verified this information. Industry sources and publications generally state that the information contained therein has been obtained from sources believed to be reliable, but their accuracy, completeness and underlying assumptions are not guaranteed and their reliability cannot be assured. Industry sources and publications are also prepared based on information as of specific dates and may no longer be current or reflect current trends. Accordingly, investors should not place undue reliance on, or base their investment decision on this information.*

**Overall Economic Outlook:** After slowing down gradually from 3.4% in 2013 to 2.4% in 2016, global economic growth, is expected to firm up to 2.7% in 2017, and is expected to further improve to 2.90% in FY2018, as per the Global Economic Prospects published by the World Bank Group in June 2017. India’s GDP (at constant 2011-12 prices) growth, slowed down to 7.1% in FY 2017 as compared to 8.0% in FY 2016 as per the provisional estimates released by the Central Statistics Office (CSO). India’s GDP growth is expected to maintain similar growth trend in FY2018 at 7.1% though it will outpace the expansion by most countries with a comparable size.

**Overview of Global Agriculture and Food Industry:** Worldwide cereal (including wheat, rice and coarse grains) production grew at a compounded annual growth rate (“CAGR”) of 2.1% during CY2007-17 with record production achieved in CY 2013-17 with exception to CY 2015 driven by improving productivity. Further, worldwide cereal production is, expected to witness a marginal growth of ~0.22% in CY 2017 to 2613 million tonnes from 2607 million tonnes in CY 2016 largely due to higher coarse seed production though this will be offset to a large extent by lower wheat production. The world cereal consumption grew at a CAGR of 2.1% during CY2007-17 owing to increasing population, rising per capita income in developing countries and use of grains for industrial and feed purpose.

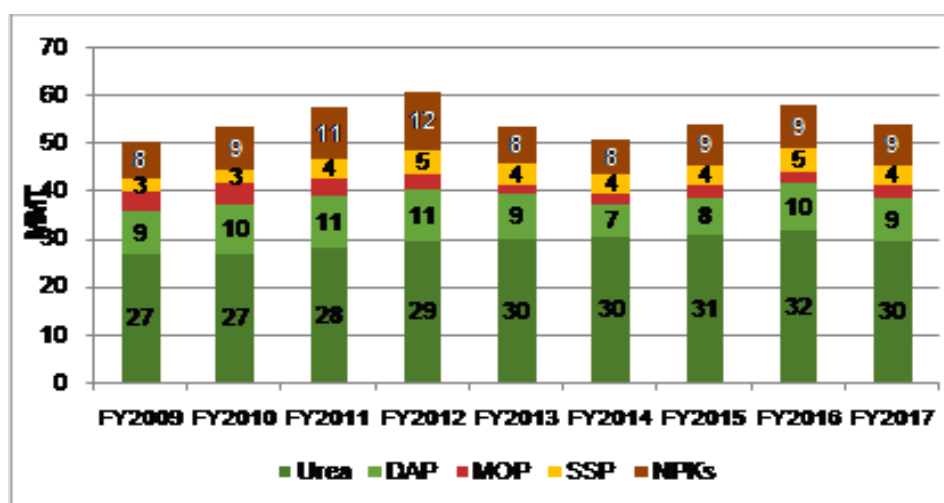
**Overview of the Indian Agriculture and Food Industry:** With only about ~2.3% share in world’s total landmass and ~4% of its water resources, India has to support about ~17.5% of the world’s human population and ~15% of the livestock. Agriculture has played an important role in the economic development of India which is an agrarian society with ~15% of Gross Value Added (GVA) and >55% of the population depending on it. According to the World Bank, India has the largest area of arable and permanently cropped land in the world, estimated at 156 million hectares (Mha) in 2014 (~11% of the total land area), followed by the United States of America at 155 Mha. However, being a highly populated country, land resources on a per capita basis in India stands at ~0.12 hectare (declined from 0.5 hectare in 1951) which is lower than the world average of ~0.20 hectare. Indian agriculture is still heavily dependent on rainfall with just 52% of the total land area used for foodgrains (including wheat, rice, coarse grains and pulses) being irrigated.

Despite a marginal decrease in acreage (0.11% decrease from 122.78 million hectares in 2001-02 to 122.65 million hectares in 2015-16), all India food grain production has increased by ~18% and at a CAGR of 1.20% from 212.9 million tonnes in 2001-02 to 251.6 million tonnes in 2015-16 driven by improvement in agriculture productivity. Rice and wheat are the primary food grain produced by the country with cumulative contribution hovering at ~75-80% over the period. India is the second largest producer of wheat and rice in the world and is the largest producer and the second largest exporter of cotton in the world. In line with the production levels, rice has also been the most consumed cereal in India with a per capita consumption of 67.9 kg/annum in 2015 followed by wheat (61.3 kg/annum). All India horticulture production has increased at a much higher rate of ~98% and at a CAGR of 5.40% from 144.4 million tonnes in 2002-03 to 286.2 million tonnes in 2015-16 driven by higher acreage (16.3 million hectare in 2002-03 to 24.47 million hectare in 2015-16) coupled with improved productivity (8.9 MT/Ha in 2002-03 to 11.7 MT/Ha in 2015-16).

**Fertilisers:** Urea is the key fertiliser consumed within the nitrogenous fertilisers segment and accounts for almost 55-60% of all fertiliser consumed in India. Phosphatic fertilisers are consumed in the form of complex fertilisers with varying levels of NP [including Di Ammonium Phosphate or (DAP), which is the major phosphatic fertiliser used in India] and NPK and Single Super Phosphate (SSP). Potassic fertilisers mainly comprise of Muriate of Potash (MOP). The ideal ratio for application of primary nutrients in the Indian soil is estimated to be N:P:K = 4:2:1. However, the proportion of usage of N:P:K nutrients was estimated to have deteriorated to 7.2:2.9:1 from 4.3:2:1 in FY2010, i.e. post the implementation of nutrient-based subsidy (NBS). The imbalanced usage of the fertilisers leads to lower average yield per hectare in India (2984 kg in 2014) vis-a-vis world average (3907 kg) and other countries (China 5886 kg, USA 7638 kg, Indonesia 5096 kg, Brazil 4640 kg). This provides high potential for increase in the fertiliser consumption.

The fertiliser industry has been heavily regulated for decades by the Government of India (GoI) as the products are politically sensitive in nature. The governmental regulations have covered, inter-alia, the farm gate price (FGP), types of fertilisers eligible for subsidy, distribution pattern and the extent of profitability that can be earned by the manufacturers. Nevertheless, the P&K sector was partially decontrolled during 2010 with the introduction of nutrient-based subsidy (NBS), following which the players are able to alter the retail prices of the fertilisers as per their cost structure and market prices, although the GoI continues to monitor the prices of subsidised P&K fertilisers to a large extent.

As a major part of the cost is recovered by way of subsidy from the Government, timely receipt of subsidy from the Government remains critical for the companies for managing their working capital. Due to fiscal pressure, there has been inadequate subsidy budgeting leading to delay in the subsidy payments, more so in the second half of the financial year. This leads to cash flow mismatches for the players, leading to an increase in the working capital borrowings – an increase in gearing levels – and a corresponding increase in interest charges leading to reduction in profitability to that extent.



**Exhibit 1 – Consumption of Various Fertilisers in India**  
(Source: DoF, ICRA Research)

Overall fertiliser sales in India have increased at 2% CAGR from 45MMT in FY2007 to 54MMT in FY2017. While fertiliser sales witnessed healthy growth in FY2016 rising to 58MMT owing to expectations of a healthy monsoon after two continuous drought years, FY2017 witnessed decline in primary sales due to high systemic inventories at the beginning of the year and erratic monsoon during Kharif season.

- ❑ **Urea:** Urea consumption has grown at a CAGR of 2% from 24 MMT in FY2007 to 29.6 MMT in FY2017 while production capacity has increased only by 1% CAGR over the period due to debottlenecking projects undertaken by various players. As a result, a significant supply deficit results in material reliance on imports. Urea imports as a proportion of total consumption has increased from 17% in FY2007 to as high as 27% in FY2015 before declining to 19% in FY2017. The urea sales are expected to grow at a stable growth rate of 2-3% in the medium term, driven by farmer preference for urea and retail price differential with other fertilisers.
- ❑ **P&K Fertilisers:** With the introduction of NBS scheme from April 1, 2010 for various P&K fertilisers, prices of these fertilisers have increased due to lower subsidy. Higher prices along with difficult agro-climatic scenario, forex fluctuations and inventory build-up in the market had led to subdued performance of the P&K segment in recent years: DAP consumption has declined to 8.9 MMT in FY2017 from 10.5 MMT in FY2010 (nearly 15% decline), the year before implementation of NBS for P&K fertilisers.

In FY2017, the P&K fertiliser sales declined nearly 6% owing to high systemic inventories at the beginning of the year and weak monsoon in southern states which are major consumers of P&K fertilisers. In 7M FY2018, P&K sales have grown nearly 5% with DAP and MOP sales driving growth. Domestic P&K production has witnessed growth in FY2016 and FY2017 owing to decline in key raw material prices, resulting in lower imports. However, import dependence, forex fluctuations, agro-climatic risks and retail price differential of P&K fertilisers vis-a-vis urea continue to pose significant challenges for the industry, given that Indian soil is significantly deficient in these nutrients. However, there exists a significant long-term growth potential for P&K fertilisers in India as

application of N nutrient has exceeded P and K nutrients due to lack of awareness and demand-supply related issues.

- ❑ **SSP:** SSP is the oldest chemical fertiliser manufactured in India and meets around 10% of total P<sub>2</sub>O<sub>5</sub> requirement of the country. SSP is a low priced and multi nutrient fertiliser, as it contains P<sub>2</sub>O<sub>5</sub> as primary nutrient, while sulphur & calcium as secondary nutrient, along with micro nutrients such as magnesium, zinc, boron, manganese, copper etc. SSP production is entirely domestically concentrated with SSP being produced by 105 manufacturing plants in the country with an installed capacity of 11.3 MMT. However, most of these players are small in size and are unable to enjoy economies of scale. The capacity utilisation has been low, 38% in FY2016. Several large fertilizer manufacturers have forayed into manufacturing of SSP through significant capacity additions. Entry of large players should increase the market size for the product, which should help all the players in general. However, there is moderate risk of overcapacity over the medium term, despite expected growth in demand. Nevertheless, the projected surplus capacity could help in substituting DAP imports and hence SSP has significant potential in gaining higher share of phosphate demand over the medium to long term.

**Crop protection chemicals:** Crop protection chemicals are primarily divided into insecticides, herbicides / weedicides, fungicides, bio-pesticides, plant growth regulators and other agrochemicals. India is an important player in the global agrochemicals industry, being fourth largest manufacturer in the world and one of the largest exporters of crop protection chemicals globally. The global crop protection chemicals market reached a size of ~USD 61 billion in CY2017 and is projected to reach ~USD 70 billion by CY2019 from ~USD 56 billion in CY2014 – a CAGR of 4.2%. The size of the Indian crop protection industry is estimated to be around USD 4.9 billion (~Rs. 315 billion) in FY2017. India has the advantages of being a low cost manufacturing hub with technical competence and the world. The domestic industry is highly fragmented with over 900 players, although the top ten players control ~80% of the market share. Most of the domestic players are formulators, while MNCs focus on high-end specialty products.

Per capita consumption remains low in India vis-a-vis other geographies, although the domestic market size is large. While usage of herbicides is the largest amongst PAC segments globally, insecticides dominate consumption in India. The industry is highly regulated due to the hazardous nature of the products. Further, it faces moderate threat of lower usage due to genetically modified (GM) crops and integrated pest management techniques. The industry has grown at 8-9% over the last 5 years, driven in a large part by exports, which currently contribute ~50% of the revenues and has enabled most players to grow despite the intense competition. The industry is expected to grow by 12-15% per annum to reach around USD 7.5 billion by FY2019 with domestic demand growing at 8-9% and exports growing at 11-12%.

**Other Related Agri-Inputs / By-products:** The other related products include:

- ❑ **Seeds:** Seed is the basic and most critical input for sustainable agriculture. The response of other agricultural inputs depends on the quality of seeds used to a large extent. The Indian seeds industry can broadly be classified into three segments (i) Open / Self-pollinating certified seeds, (ii) Hybrid seeds and (iii) Genetically Modified (GM) seeds. Although the Indian seed market is one of the largest, it is almost exclusively supplied by locally produced seeds. The composition of the seed industry, by volume of turnover, is estimated to have reached a ratio of 60:40 between the public and private sectors. In recent years, the seed market, especially the hybrid seed market has grown at CAGR of ~18-20% with increased seed replacement rate. For FY2018, ICRA expects the profitability to be better on expectation of increased production and strong demand for seeds in the market. It is estimated that the Indian seed industry will grow twice the average for the rest of the world for the years to come.
- ❑ **Di-Calcium Phosphate:** Feed phosphate is an important ingredient that is combined with basic feed mix to provide essential nutrition to animals and improve their overall growth. It is prepared by the reaction of phosphate with phosphoric acid. Dicalcium phosphate (DCP) is mainly used as a dietary supplement in prepared breakfast cereals, dog treats, enriched flour, and noodle products. It is also used as a tablet agent in some pharmaceutical preparations and is used as a feed for poultry. Animal feed grade DCP has two types, namely granular and powder. The feed phosphate market is growing at a healthy rate and the market is expected to grow in the future due to the increasing demand for meat, pork and poultry around the globe. It is projected to reach US\$ 75.17 billion by 2021.
- ❑ **Sulphuric Acid:** Sulphuric acid is one of the largest-volume industrial chemicals produced in the world and has large-scale industrial uses. Its major user is the phosphate fertilizer industry. Other important applications are in petroleum refining, steel pickling, rayon & staple fiber, alum, explosives, detergents, plastics and fibers etc. Europe is the leading sulphuric acid exporter, while Asia is a market leader in terms of imports. In India, there were about 140 Sulphuric Acid Plants with annual installed capacity of about 12 Million MT. The

current annual production of Sulphuric Acid is 5.5-6.0 MMT as some of the plants have been closed down due to various reasons. The global market is expected to reach US\$87.5 billion by CY2023 growing at a CAGR of 2.9% from CY2016-23.

- ❑ **Oleum:** Oleum is manufactured through contact process wherein key raw material being concentrated sulphuric acid. Sulphuric acid is also regenerated by diluting part of oleum.
- ❑ **Di Methyl Sulphate (DMS):** Di Methyl Sulphate (DMS) is an important raw material for the dyestuff, pharmaceuticals as bulk drug intermediate and aromatics industry. It is also used in medical laboratories for chemical cleavage of DNA. It is one of the most efficient methylating agents for many organic chemicals. Compared to other methylating agents, it is preferred by the industry because of its low cost and high reactivity. For the players producing DMS as API and supplying to the pharma industry, demand is expected to be favourable due to factors such as an increased focus on generics adoption globally, rising number of patent expiries in advanced markets like US and Europe, demand for new bio-generic drugs and constant demand for reduction in manufacturing costs.
- ❑ **Linear Alkyl Benzene Sulphonic Acid (LABSA):** Linear Alkyl Benzene Sulphonic Acid (“LABSA”) is one of the major active ingredients for the production of detergents powders and liquids, emulsifiers and herbicides etc. The low technological and capital intensive process for production of LABSA (90%) has resulted in a fragmented industry with large number of players. Thus, the margins of LABSA producers remain overall low due to lower value addition and fragmented nature of industry. The prices of LABSA have a close correlation with crude oil prices as Linear alkyl Benzene (LAB), a key raw material for manufacturing of LABSA, is a crude oil derivative and declined sharply in FY2016 & FY2017 while some recovery has been witnessed in YTD FY2018 due to implementation of anti-Dumping duty on LAB. For players manufacturing LABSA 90%, the demand is expected to witness growth in-line with the growth in detergents in India driven by rising disposable incomes and changing consumer behaviour.
- ❑ **Outlook:** With limited land availability, productivity growth has remained an important driver for India in achieving growth in the foodgrain production. Although India ranks first in productivity of grapes, banana, cassava, peas, and papaya, the productivity levels of Indian agriculture particularly in key food grains is way below global standards. Constraints on procuring additional farmland make it critical for the farmers to use high-quality inputs, fertilisers and crop protection chemicals to improve productivity and yield, which would be the major focus area going forward. Further, demand for agro commodities are increasing due to increasing population, improved prosperity and increasing Minimum Support Price (MSPs) to make farming more lucrative opens up opportunities for Indian agri-input manufacturers. Hence, the demand outlook for agri-input producers remains favourable over the medium term to long term.

## SUMMARY OF OUR BUSINESS

### Overview

We are an agri-input Company focused on manufacturing, distribution and retailing of a wide range of crop yield enhancing and protection products. Our product portfolio includes crop protection, crop nutrients, seeds, veterinary feed supplements. Further, in order to secure supply of sulphuric acid, one of our key ingredients, we also ventured into manufacturing of sulphuric acid. We produce sulphuric acid as well as other sulphuric acid based chemicals like LABSA and oleum that have wider applications across industries like agrochemicals, veterinary feed supplements, pharmaceuticals, synthetic detergents etc. Our range of product encompasses products across the agri-value chain viz., from seeds to crop nutrients products to crop protection products and also veterinary feed supplements.

Majority of our sales is from branded products like “FAST” (application has been made for trademark registration), “MOTOX - 10G” (trademark registered), “SAMRAT ATRAZINE 50% WP” (application has been made for trademark registration) and “MEGA IMIDA” (application has been made for trademark registration) brands for crop protection; “AJAY (14-35-14)” (trademark registered) and “AJAY (20-20-0)” (trademark registered) for NPK mixture crop nutrient products; “ANNADATA SINGLE SUPER PHOSPHATE” for single super phosphate; “ABHAYA CAL MIX” (trademark registered) for di-calcium phosphate and “APURVA SEEDS” (application has been made for trademark registration) for seeds. For complete details of brands/trademarks registered by our Company, please refer chapter titled “*Government and Other Approvals*” on page 427 of this Draft Red Herring Prospectus. To ensure timely supply and availability of our products as well as achieve last mile connectivity with the farmers, we have set-up Company operated depots at 9 locations across India that are established based on the agricultural belts and / or having ease of connectivity with our dealer network. We have also appointed C & F Agents in 8 locations. Our products are distributed from our depots / manufacturing location based warehouses/C & F Agents to a network of approximately 8,000 dealers spread across various states in India. Further, our Company has also set-up a chain of company operated retail outlets known as Kisan Seva Kendras in the East and West Godavari, Vizianagaram, Srikakulam, Visakhapatnam and Krishna districts of Andhra Pradesh; Warangal district of Telangana; and Koppal, Raichur, Bellary and Gadag districts of Karnataka where our primary manufacturing operations are conducted as a channel of direct sales to our end customers.

Our Company is a part of the K.P.R. group based out of East Godavari district of Andhra Pradesh. The group has interests in agri-inputs, chemicals, rice mills and poultry. One of our Promoters, Rajasekhar Reddy Kovvuri along with other partners entered into business of agrochemicals and fertilisers through a partnership firm M/s. Mega Chemicals and Fertilisers on January 17, 2000. Pursuant to a Partnership Deed – Change in Constitution dated March 1, 2003, our Promoters Venkata Mukunda Reddy Karri and Papa Reddy Kovvuri also became partners amongst other partners of M/s. Mega Chemicals and Fertilisers. Post incorporation of our Company in the year 2007, the assets and liabilities of M/s. Mega Chemicals & Fertilisers were transferred to our Company. For further details, see the chapter titled “*History and Certain Corporate Matters*” on page 171 of this Draft Red Herring Prospectus. Over the years, we have focused on organic growth by investing to increase our production capacities and diversify our product range from being only a crop protection product company to wide product portfolio based agri-input company.

As on January 31, 2018, we have a wide product portfolio across the agri-value chain as noted below –

- Crop Protection Products – registrations of 156 formulations from CIB;
- Crop Nutrient Products - single super phosphate, 11 grades of NPK mixture fertilizers, micro nutrients and bio products;
- Seeds – 83 variety of seeds spanning various field and vegetable crops for which we have received centralised seed license certification for marketing and/or research and trial marketing;
- Veterinary Feed Supplements– di-calcium phosphate for animal feed and also for use in pharmaceutical industry; and
- Sulphuric Acid – production of sulphuric acid and sulphuric acid based chemicals like LABSA and oleum for variety of industrial applications including agrochemicals, pharmaceuticals, etc.

We operate three manufacturing facilities viz one each at Balabhadrapuram and Biccavolu in East Godavari district of Andhra Pradesh and one in Koppal district, Karnataka and our seed processing unit is located in Warangal district, Telangana which is operated under our wholly-owned subsidiary Sri Sai Swarupa Seeds Private

Limited. We have an installed capacity of 555,000 MTPA of crop nutrient products, 21,560 MTPA of crop protection products, 32,400 MTPA for veterinary feed supplements, 162,600 MTPA for chemicals and the installed capacity of our seed processing unit is 15,000 MTPA. We have also set-up a waste heat recovery plant at our manufacturing facility at Biccavolu, East Godavari as well as Koppal, Karnataka to generate power in order to optimally use the steam produced during the manufacturing of sulphuric acid. The aggregate capacity of our waste heat recovery power plants is 2.5 MW (1.5 MW at Biccavolu, Andhra Pradesh and 1 MW at Koppal, Karnataka) which caters to our captive power requirements at our manufacturing facilities.

We have a quality control laboratory at (i) Biccavolu facility, Andhra Pradesh, (ii) Balabhadrapuram facility, Andhra Pradesh; (iii) Warangal facility, Telangana; and (iv) Koppal facility, Karnataka, which primarily monitors the quality of our major raw materials and finished goods. Further, we have received quality control certifications relating to our products and manufacturing facilities including ISO 14001:2004 certificate for operating as environmental management system for our manufacturing facilities located at Biccavolu and Balabhadrapuram, Andhra Pradesh and Koppal, Karnataka having scope of manufacturing and supply of pesticides, fertilizers, chemicals, API's and animal nutrients; OHSAS 18001:2007 certificate for operating as occupational health and safety management system for Biccavolu facility and Balabhadrapuram facility, Andhra Pradesh and Koppal facility, Karnataka having scope of manufacturing and supply of pesticides, fertilizers, chemicals, API's and animal nutrients; ISO 9001:2015 certificate for operating as quality management system for manufacturing facilities at Balabhadrapuram and Biccavolu, Andhra Pradesh having scope of manufacturing & supply of pesticides, fertilizers, chemicals, bulk drugs and animal nutrients; license as per IS 5470:2002 for the product dicalcium phosphate animal feed grade for manufacturing facility at Biccavolu, Andhra Pradesh and license as per IS 1664:2002 for the product mineral mixture supplementing cattle feed type 1 and 2 for manufacturing facility at Biccavolu, Andhra Pradesh. For further details please refer to our chapter titled "**Key Regulations and Policies**" appearing on page 171 of this Draft Red Herring Prospectus.

As on January 31, 2018, we had a total workforce of 1,517 (including 61 contract labourers).

The table below provides information regarding total revenue from operations (net of excise duty) on consolidated basis, including subsidy from the government relating to various business verticals for the last three Fiscals:

(Unless stated otherwise, ₹ in million)

Segments	Fiscal 2015		Fiscal 2016		Fiscal 2017	
	Net Sales	% of revenue from operations	Net Sales	% of revenue from operations	Net Sales	% of revenue from operations
<b>Fertilisers*</b>	3,971.88	66.48	4,075.05	70.25	4,102.28	70.28
<b>Chemicals</b>	600.01	10.04	450.97	7.77	445.55	7.63
<b>Pesticides</b>	1,166.38	19.52	1,003.18	17.29	1,017.01	17.42
<b>Seeds</b>	236.11	3.95	271.66	4.68	272.54	4.67
<b>Total</b>	<b>5,974.38</b>	<b>100.00</b>	<b>5,800.87</b>	<b>100.00</b>	<b>5,837.38</b>	<b>100.00</b>

\*including veterinary feed supplements and trading in fertilisers

## OUR STRENGTHS

We believe that the following are our key competitive strengths:

### 1. *Wide agri-input product portfolio with presence across the agri-value chain enabling diversification of revenue risk*

Over the years, we have grown significantly on account of diversification of our product range from being only a crop protection product company in the year 2007 to a wide agri-input product portfolio company. Our range of product encompasses products across the agri-value chain viz., from seeds to crop nutrients products to crop protection products and also veterinary feeds supplements. Today, we have a diversified portfolio including (i) registrations of 156 formulations in the crop protection products from CIB; (ii) Single super phosphate fertilizer, 11 grades of NPK mixture fertilizers, micro nutrients and bio products under crop nutrient products; (iii) 83 variety of seeds; (iv) Di-calcium phosphate which is used for veterinary feed supplements and also for use in the pharmaceuticals industry; and (v) sulphuric acid and sulphuric acid based chemicals like DMS, LABSA and oleum for variety of industrial applications including agrochemicals, pharmaceuticals, etc.

Further, we believe our continued engagement with the dealers and wide reach to the farmers has helped us to understand the specific product requirements of end customers thereby enabling us to identify new product opportunities from time to time. This along with our objective of being present across the agri-value chain and meet the growing needs of farmers has enabled us to widen our product portfolio which has also helped us to de-risk our revenues.



## **2. *Strong and growing distribution network***

In order to ensure timely supply and availability of our products as well as achieve last mile connectivity with the farmers, we have set-up company operated depots at 9 locations and also have C & F Agents at 8 locations across India that are established based on the location of the agricultural belts and / or for having ease of connectivity with our dealer network. Our products are distributed from our depots, C & F Agents and manufacturing location based warehouses to a network of approximately 8,000 dealers/distributors spread across various states in India. Further, as on January 31, 2018, our Company has also set-up a chain of 131 Company operated retail outlets known as Kisan Seva Kendras in the East and West Godavari districts; Srikakulam, Vizianagaram, Visakhapatnam and Krishna district of Andhra Pradesh; Warangal district of Telangana as well as Koppal, Raichur, Bellary and Gadag districts of Karnataka, where our primary manufacturing operations are conducted as a channel of direct sales to our end customers, which also enables us to showcase our variety of products. We believe, our growing distribution network facilitates efficient sales and brand visibility of our products in the markets where we operate.

We have a strong marketing team of 162 people as on January 31, 2018, who are in touch with our dealer network on a regular basis to understand demand patterns and also offer them various incentive structures, payment patterns, etc. in order to push our product sales. Further, our sales personnel visit various villages on periodic basis to conduct camps to educate farmers and dealers on the various products of our Company, application procedures and the related benefits. In order to provide support services to our end customers and dealers, we have also set-up a dedicated toll-free helpline for delivering product information, technical details, etc. This has helped us to reach and establish connectivity with our end customers. Further, we believe our strong relationship with our dealers and our chain of company operated stores has enabled us to introduce new products in our existing markets network within a short time frame.

## **3. *Material sourcing capabilities***

We believe that the availability of multiple raw material providers across various jurisdictions for our varied range of products helps us in not being dependent on a single or limited number of suppliers. We source our technicals, chemicals, urea, DAP, MOP and other generic active ingredients in their finished form from third party manufacturers, domestically as well as internationally depending on the availability and pricing dynamics. We continue to develop and maintain our relationship with the third party suppliers to ensure timely delivery of raw materials.

Further, our Company is registered with Department of Fertilisers as a certified importer of P&K fertilisers, which we import and process into various grades of NPK mixtures and then subsequently sell them under our brand. Further, our Company is also licensed to import some technical products which are primary raw materials for some of our crop protection products. We do not have to depend on third party for sourcing these materials. Our ability to directly source raw materials enables us to plan our production and allocate resources effectively.

## **4. *Certified manufacturing facilities***

Our Company operates three manufacturing facilities viz one each at Balabhadrapuram and Biccavolu in East Godavari district of Andhra Pradesh and one in Koppal district, Karnataka and our seed processing unit is located in Warangal district, Telangana which is operated under our wholly-owned subsidiary Sri Sai Swarupa Seeds Private Limited. We have an installed capacity of 555,000 MTPA of crop nutrient products, 21,560 MTPA of crop protection products, 32,400 MTPA for veterinary feed supplements, 162,600 MTPA for chemicals and the installed capacities of our seed processing unit is 15,000 MTPA. Our combined installed capacities for production of sulphuric acid is 420 TPD used for both captive consumption as well as external sales. We have also set-up a waste heat recovery plant at our manufacturing facility at Biccavolu, East Godavari as well as Koppal, Karnataka to generate power in order to optimally use the steam produced during the manufacturing of sulphuric acid. The aggregate capacities of our waste heat recovery power plants is 2.5 MW (1.5 MW at Biccavolu, Andhra Pradesh and 1 MW at Koppal, Karnataka) which caters to our captive power requirements at our manufacturing facilities.

We have a quality control laboratory at (i) Biccavolu facility, Andhra Pradesh, (ii) Balabhadrapuram facility, Andhra Pradesh; (iii) Warangal facility, Telangana; and (iv) Koppal facility, Karnataka, which primarily monitors the quality of our major raw materials. Further, we have received quality control certifications relating to our products and manufacturing facilities including ISO 14001:2004 certificate for operating as environmental management system for our manufacturing facilities located at Biccavolu, Balabhadrapuram and Koppal having scope of manufacturing and supply of pesticides, fertilizers, chemicals, APIs and animal nutrients; OHSAS 18001:2007 certificate for operating as occupational health and safety management system for our manufacturing

facilities located at Balabhadrapuram and Koppal having scope of manufacturing and supply of pesticides, fertilizers, chemicals, API's and animal nutrients; ISO 9001:2015 certificate for operating as quality management system for our manufacturing facilities located at Biccavolu and Balabhadrapuram having scope of manufacturing and supply of pesticides, fertilizers, chemicals, bulk drugs and animal nutrients; license as per IS 5470:2002 for the product di-calcium phosphate animal feed grade for our Biccavolu facility and license as per IS 1664:2002 for the product mineral mixture supplementing cattle feed type 1 and 2 for our manufacturing facility located at Biccavolu. For further details, please refer to our chapter titled "**Government and Other Approvals**" appearing on page 427 of this Draft Red Herring Prospectus.

## **5. Experienced Promoters and management team**

Our Promoters have played a key role in developing our business and we benefit from their significant experience in the agri-input industry. Our individual promoters traditionally were into the business of rice mills and poultry farming. For details in relation to our Promoters and the experience of our Key Managerial Personnel, see "**Our Promoters, Promoter Group and Group Entities**" and "**Our Management**" on pages 206 and 191, respectively of this Draft Red Herring Prospectus. We believe that the domain knowledge and experience of our Promoters and our management team provides us with an advantage as we seek to grow in our existing markets and enter new geographies. We believe that our management team's industry experience, knowledge and relationships with suppliers and customers have led to growth in the past. Our management's ability to identify new avenues of growth and implement our business strategies in efficient manner has being one of the important factors towards our Company's growth.

### **Business Strategy**

#### **1. Enhance product offering**

We will continue to identify related product opportunities based on market trends and intelligence, feedback from our dealer network and identify opportunities in the off-patent chemistry products.

#### **2. Geographical expansion**

Currently, our products are marketed in Andhra Pradesh, Telangana, Maharashtra, Odisha, Rajasthan, Bihar, Tamil Nadu, Kerala, Karnataka, Punjab, Haryana, Jharkhand and Madhya Pradesh. We intend to expand our reach in these states by appointing more dealers. We also intend to market our products in other parts of India, namely, Uttar Pradesh, Himachal Pradesh, Chhattisgarh and West Bengal thereby increasing our footprint.

#### **3. Increase our market penetration**

To further strengthen our timely supply and availability of our products as well as achieve last mile connectivity with the farmers around our manufacturing facilities, our Company has set up Kisan Seva Kendras – Company Operated retail stores. Currently, our Company has these stores in and around the districts of Andhra Pradesh including Srikakulam, Vizianagaram, Vishakhapatnam, East and West Godavari and Krishna; in Karnataka around Koppal, Gadag, Bellary and Raichur districts and in Warangal district of Telangana which are closer to our manufacturing units. Further, to deepen our connectivity as well as expand our reach, our Company will explore the possibility to increase the dealer network across various states in India.

## SUMMARY OF FINANCIAL INFORMATION

The following tables set forth the summary of our standalone and consolidated restated financial information for and as of Fiscals 2013, 2014, 2015, 2016, 2017 and nine months period ended December 31, 2017. These financial statements have been prepared in accordance with Indian GAAP and the Companies Act and restated in accordance with the Companies Act and the SEBI ICDR Regulations and are presented in the chapter titled “*Financial Statements*” on page 223 of this Draft Red Herring Prospectus. The summary financial statements presented below should be read in conjunction with our Restated Financial Statements, the notes and annexure thereto and the chapter titled “*Management’s Discussion and Analysis of Financial Condition and Results of Operations*” on page 386 of this Draft Red Herring Prospectus.

### RESTATED STANDALONE SUMMARY STATEMENT OF ASSETS AND LIABILITIES

(₹ in Millions)

PARTICULARS	As at					
	31st December, 2017	31st March, 2017	31st March, 2016	31st March, 2015	31st March, 2014	31st March, 2013
<b>I EQUITY AND LIABILITIES</b>						
<b>A Shareholders' Funds</b>						
Share Capital	854.64	854.64	854.64	854.64	854.64	142.44
Reserves and Surplus	1251.74	1,048.73	830.46	647.27	423.85	890.53
	<b>2,106.38</b>	<b>1,903.37</b>	<b>1,685.10</b>	<b>1,501.91</b>	<b>1,278.49</b>	<b>1,032.97</b>
<b>B Non - Current Liabilities</b>						
Long Term Borrowings	788.61	520.72	672.05	1093.22	1,440.47	1,462.11
Deferred Tax Liability (Net)	307.35	314.93	325.61	302.26	276.90	252.86
Long Term Provisions	14.31	13.58	11.45	6.81	2.79	2.13
	<b>1,110.27</b>	<b>849.23</b>	<b>1,009.11</b>	<b>1,402.29</b>	<b>1,720.16</b>	<b>1,717.10</b>
<b>C Current Liabilities</b>						
Short Term Borrowings	2,280.23	2,631.30	2,508.15	2368.23	2,050.86	2,472.55
Trade Payables	2,266.70	2,736.40	2,035.89	1398.04	1,527.07	1,656.72
Other Current Liabilities	587.87	357.86	574.56	440.61	333.70	336.98
Short Term Provisions	145.69	100.39	162.23	189.36	196.33	130.96
	<b>5,280.49</b>	<b>5,825.95</b>	<b>5,280.83</b>	<b>4,396.24</b>	<b>4,107.69</b>	<b>4,597.21</b>
<b>TOTAL (A+B+C)</b>	<b>8,497.14</b>	<b>8,578.55</b>	<b>7,975.04</b>	<b>7,300.44</b>	<b>7,106.61</b>	<b>7347.28</b>
<b>II ASSETS</b>						
<b>A Non - Current Assets</b>						
<b>Fixed Assets</b>						
Tangible Assets	2,330.99	2,425.31	2,431.29	2,166.35	2,132.59	2333.64
Intangible Assets	0.50	0.55	0.61	-	-	-
Capital Work -in-Progress	1.43	1.43	4.38	35.76	40.35	2.00
Non-Current Investments	117.99	117.99	117.99	117.99	127.15	117.04
Long Term Loans and Advances	126.43	111.86	71.97	14.48	41.62	38.71
	<b>2,577.34</b>	<b>2,657.14</b>	<b>2,626.24</b>	<b>2,334.58</b>	<b>2,341.71</b>	<b>2,491.39</b>
<b>B Current Assets</b>						
Inventories	2,924.81	3,142.49	2,527.21	1,891.78	2,050.95	2,422.98
Trade Receivables	2,729.39	2,492.00	2,317.36	2,685.00	2,411.19	1,996.15
Cash and Bank Balances	171.19	158.06	185.68	183.04	175.92	368.15
Short term loans and advances	74.79	106.25	291.59	199.62	124.11	62.18
Other Current Assets	19.62	22.61	26.96	6.42	2.73	6.43
	<b>5,919.80</b>	<b>5,921.41</b>	<b>5,349.80</b>	<b>4,965.86</b>	<b>4,764.90</b>	<b>4,855.89</b>
<b>TOTAL (A+B)</b>	<b>8,497.14</b>	<b>8578.55</b>	<b>7,975.04</b>	<b>7,300.44</b>	<b>7,106.61</b>	<b>7347.28</b>

**Note:**

The above statement should necessarily be read with the basis of preparation and significant accounting policies appearing in Annexure 4 to the Restated Standalone Financial Information and Statement of adjustments to audited standalone financial statements appearing in Annexure 5. This is the restated standalone summary statement of Assets and Liabilities, referred to in our report of even date.

## RESTATED STANDALONE SUMMARY STATEMENT OF PROFIT AND LOSS

(₹ in Millions)

PARTICULARS	31st December, 2017	31st March, 2017	31st March, 2016	31st March, 2015	31st March, 2014	31st March, 2013
<b>I</b> Revenue from Operations	4247.17	5,564.84	5,529.20	5,738.27	5,929.47	5,621.31
<b>II</b> Other Income	24.43	75.33	15.70	31.30	29.50	56.63
<b>III Total Revenue (I+II)</b>	<b>4,271.60</b>	<b>5,640.17</b>	<b>5,544.90</b>	<b>5,769.57</b>	<b>5,958.97</b>	<b>5,677.94</b>
<b>IV Expenses:</b>						
Cost of Materials Consumed	2,811.31	2,748.65	3,598.70	3,797.64	3,571.01	2,377.32
Purchases of Stock in Trade	76.63	986.87	227.65	2.64	415.29	1379.10
Changes in inventories of Finished Goods, Work in progress and Stock in Trade	38.57	86.55	(134.32)	163.65	175.86	222.40
Employee Benefit Expense	234.44	331.53	281.86	206.48	147.02	99.22
Finance Cost	351.09	538.66	497.60	484.15	496.17	473.93
Depreciation and Amortisation Expense	153.71	196.17	172.68	140.36	129.88	111.29
Other Expenses	334.49	487.34	550.88	590.93	566.90	791.79
<b>Total Expenses</b>	<b>4,000.24</b>	<b>5,375.77</b>	<b>5,195.05</b>	<b>5,385.85</b>	<b>5,502.13</b>	<b>5,455.05</b>
<b>V Profit before exceptional items and Taxes, as restated (III-IV)</b>	<b>271.36</b>	<b>264.40</b>	<b>349.85</b>	<b>383.72</b>	<b>456.84</b>	<b>222.89</b>
<b>VI Less: Exceptional Items</b>	-	-	-	6.64	47.71	-
<b>VII Profit Before Tax as restated (V-VI)</b>	<b>271.36</b>	<b>264.40</b>	<b>349.85</b>	<b>377.08</b>	<b>409.13</b>	<b>222.89</b>
<b>VIII Less: Tax Expense</b>						
Current Tax	75.93	56.81	91.88	81.25	117.38	44.55
Income Tax of earlier years						
Deferred Tax Charge/(Credit)	(7.58)	(10.68)	23.35	25.36	24.04	35.90
<b>IX Profit or (Loss) for the period from Continuing Operations as restated (VII- VIII)</b>	<b>203.01</b>	<b>218.27</b>	<b>234.62</b>	<b>270.47</b>	<b>267.71</b>	<b>142.44</b>
<b>X Profit or (Loss) for the period from discontinuing Operations</b>	-	-	-	-	3.73	(0.25)
<b>XI Less: Tax Expenses of discontinuing operations</b>	-	-	-	-	1.27	-
<b>XII Profit or (Loss) for the period from discontinuing Operations after Tax (X- XI) (as per Audited Accounts)</b>	-	-	-	-	2.46	(0.25)
<b>XIII Profit or (Loss) for the period as restated (IX+XII)</b>	<b>203.01</b>	<b>218.27</b>	<b>234.62</b>	<b>270.47</b>	<b>270.17</b>	<b>142.19</b>
<b>XV Earnings Per Equity Share</b>						
(1) Basic	2.38	2.55	2.75	3.16	3.16	9.99
(2) Diluted	2.38	2.55	2.75	3.16	3.16	9.99

**Note:**

*The above statement should necessarily be read with the basis of preparation and significant accounting policies appearing in Annexure 4 to the Restated Standalone Financial Information and Statement of adjustments to audited standalone financial statements appearing in Annexure 5.*

*This is the restated standalone summary statement of Profit and Loss, referred to in our report of even date*

## RESTATED STANDALONE CASH FLOW STATEMENT

(₹ in Millions)

PARTICULARS	For the Year/Period ended					
	31st December, 2017	31st March, 2017	31st March, 2016	31st March, 2015	31st March, 2014	31st March, 2013
<b>A Cash Flow from Operating Activities</b>						
<b>Profit/(Loss) Before Tax, as restated</b>	<b>271.36</b>	<b>264.40</b>	<b>349.85</b>	<b>377.08</b>	<b>412.86</b>	<b>222.64</b>
<b>Adjustments for :</b>						
Depreciation and Amortisation Expense	153.71	196.17	172.68	140.36	129.88	120.44
(Profit)/Loss on Sale of Fixed Assets (\$)	0.72	0.78	0.14	0.85	45.88	0.38
(Profit)/Loss on Sale/Written off of Investments	-	-	-	6.64	2.49	-
Provision for Doubtful debts	2.51	2.91	2.70	10.83	7.32	-
Finance Costs	351.09	538.66	497.60	484.15	507.17	485.82
Interest Income	(9.34)	(13.26)	(14.40)	(12.55)	(15.39)	(29.35)
<b>Operating Profit/(Loss) before Working Capital Adjustments</b>	<b>770.05</b>	<b>989.66</b>	<b>1,008.57</b>	<b>1,007.36</b>	<b>1,090.21</b>	<b>799.93</b>
<b>Adjustments for :</b>						
(Increase)/ Decrease in Inventories	217.68	(615.28)	(635.43)	159.17	372.03	(119.68)
(Increase)/ Decrease in Trade receivables	(237.39)	(174.61)	364.94	(277.32)	(422.36)	461.06
(Increase)/ Decrease in Short Term Loans and Advances	24.52	132.88	(117.85)	(12.59)	(61.93)	86.73
(Increase)/ Decrease in Long Term Loans & Advances	(14.57)	(39.89)	(57.49)	27.14	(2.91)	(27.46)
(Increase)/ Decrease in Other Current Assets	2.99	4.35	(20.54)	(3.69)	7.40	40.40
Increase/ (Decrease) in Trade Payables	(469.70)	700.51	637.85	(129.03)	(129.65)	(1,368.29)
Increase/ (Decrease) in Other Current Liabilities	221.02	(231.43)	131.18	109.14	(9.23)	54.56
Increase/ (Decrease) in Short Term Provisions	4.10	7.08	5.62	0.71	0.43	0.71
Increase/ (Decrease) in Long Term Provisions	0.73	2.13	4.64	4.02	0.66	1.20
<b>Cash Generated from/(Used in) Operations</b>	<b>519.43</b>	<b>775.40</b>	<b>1,321.49</b>	<b>884.91</b>	<b>844.65</b>	<b>(70.84)</b>
Direct Taxes Paid	(28.19)	(21.84)	(97.98)	(185.95)	(45.03)	(127.98)
<b>Net Cash Flow from/(Used in) Operating Activities (A)</b>	<b>491.24</b>	<b>753.56</b>	<b>1,223.51</b>	<b>698.96</b>	<b>799.62</b>	<b>(198.82)</b>
<b>B Cash Flow from Investing Activities</b>						
Purchase of Fixed Assets	(60.66)	(188.88)	(407.24)	(171.19)	(112.57)	(175.60)
Sale of Fixed Assets	0.58	0.91	0.89	0.83	99.50	0.10
(Investments in)/Sale of Investments in Subsidiaries and Associates	-	-	-	2.52	(12.60)	-
Interest Income	7.25	10.33	13.00	16.24	11.69	9.15
Investment Subsidy Received	-	-	-	4.38	-	1.47
<b>Net Cash Flow from/(Used in) Investing Activities (B)</b>	<b>(52.83)</b>	<b>(177.64)</b>	<b>(393.35)</b>	<b>(147.22)</b>	<b>(13.98)</b>	<b>(164.88)</b>
<b>C Cash Flow from Financing Activities</b>						
Refund of Share Application Money	-	-	-	-	-	-
Proceeds from/(Repayment of) Long Term Borrowings from Banks & Financial Institutions	267.89	(151.33)	(421.17)	(347.25)	(21.64)	487.65
Proceeds/(Repayments) from Short Term Borrowings	(351.07)	123.15	139.92	317.37	(421.69)	129.68
Dividends Paid (Including Tax thereon)	-	(51.43)	(51.43)	(24.65)	(33.33)	(41.39)
Interest Paid	(342.10)	(523.93)	(494.84)	(490.09)	(501.21)	(482.49)
<b>Net Cash Flow from/(Used in) Financing Activities (C)</b>	<b>(425.28)</b>	<b>(603.54)</b>	<b>(827.52)</b>	<b>(544.62)</b>	<b>(977.87)</b>	<b>93.45</b>
<b>Net Increase/(Decrease) in Cash and Cash Equivalents (A+B+C)</b>	<b>13.13</b>	<b>(27.62)</b>	<b>2.64</b>	<b>7.12</b>	<b>(192.23)</b>	<b>(270.25)</b>
Cash and Cash Equivalents at the Beginning of the Period/Year	158.06	185.68	183.04	175.92	368.15	638.40
<b>Cash and Cash Equivalents at the End of the Period/Year*</b>	<b>171.19</b>	<b>158.06</b>	<b>185.68</b>	<b>183.04</b>	<b>175.92</b>	<b>368.15</b>

PARTICULARS	For the Year/Period ended					
	31st December, 2017	31st March, 2017	31st March, 2016	31st March, 2015	31st March, 2014	31st March, 2013
*Cash and Cash Equivalents at the End of the Period/Year						
Cash On Hand	5.40	4.10	3.45	3.97	1.92	1.71
Balances with banks						
Current Accounts	6.13	5.59	29.87	59.91	21.52	101.20
Balances held as Margin Money against Bank Guarantees	159.66	148.37	152.36	119.16	152.48	265.24
	<b>171.19</b>	<b>158.06</b>	<b>185.68</b>	<b>183.04</b>	<b>175.92</b>	<b>368.15</b>

**Note:**

*The above statement should necessarily be read with the basis of preparation and significant accounting policies appearing in Annexure 4, to the Restated Standalone Financial Information and Statement of adjustments to audited financial statements appearing in Annexure 5.*

**RESTATED CONSOLIDATED SUMMARY STATEMENT OF ASSETS AND LIABILITIES**
*(₹ in Millions)*

PARTICULARS	As at					
	31st December, 2017	31st March, 2017	31st March, 2016	31st March, 2015	31st March, 2014	31st March, 2013
<b>I EQUITY AND LIABILITIES</b>						
<b>A Shareholders' Funds</b>						
Share Capital	854.64	854.64	854.64	854.64	854.64	142.44
Reserves and Surplus	1,314.19	1,102.18	873.57	682.40	447.30	887.76
<b>Share Application Money ding allotment</b>	-	-	-	-	1.84	-
	<b>2,168.83</b>	<b>1,956.82</b>	<b>1,728.21</b>	<b>1,537.04</b>	<b>1,303.78</b>	<b>1,030.20</b>
<b>C Non - Current Liabilities</b>						
Long Term Borrowings	789.04	520.72	672.05	1093.43	1441.15	1,462.11
Deferred Tax Liability ( Net)	311.34	318.91	329.60	306.01	280.17	252.86
Long Term Provisions	14.60	13.86	11.76	7.02	2.86	2.13
	<b>1,114.98</b>	<b>853.49</b>	<b>1,013.41</b>	<b>1,406.46</b>	<b>1,724.18</b>	<b>1,717.10</b>
<b>D Current Liabilities</b>						
Short Term Borrowings	2,363.21	2,712.20	2,588.15	2,388.14	2,083.59	2,472.55
Trade Payables	2,285.17	2,741.71	2,042.05	1,415.42	1,526.76	1,656.72
Other Current Liabilities	596.95	371.31	596.22	465.78	353.89	336.98
Short Term Provisions	148.91	103.57	166.54	195.36	200.30	130.96
	<b>5,394.24</b>	<b>5,928.79</b>	<b>5,392.96</b>	<b>4,464.70</b>	<b>4,164.54</b>	<b>4,597.21</b>
<b>TOTAL (A+B+C+D)</b>	<b>8,678.05</b>	<b>8,739.10</b>	<b>8,134.58</b>	<b>7,408.20</b>	<b>7,192.50</b>	<b>7,344.51</b>
<b>I ASSETS</b>						
<b>A Non - Current Assets</b>						
<b>Fixed Assets</b>						
Tangible Assets	2,362.85	2,458.27	2,466.98	2,204.35	2,170.64	2,333.64
Intangible Assets	4.10	4.15	4.21	3.60	3.60	-
Capital Work -in-Progress	1.43	1.43	4.38	35.76	40.35	2.00
Non-Current Investments	105.39	105.39	105.39	105.39	114.55	114.55
Long Term Loans and Advances	126.78	112.19	72.65	14.67	42.18	38.70
	<b>2,600.55</b>	<b>2,681.43</b>	<b>2,653.41</b>	<b>2,363.77</b>	<b>2,371.32</b>	<b>2,488.89</b>
<b>B Current Assets</b>						
Inventories	3,021.20	3,237.92	2,634.43	1,965.01	2,090.59	2,422.98
Trade Receivables	2,817.01	2,559.44	2,375.91	2,734.39	2,445.41	1,996.15
Cash and Bank Balances	171.80	159.60	187.67	185.27	177.03	368.15
Short term loans and advances	47.87	78.08	256.20	153.33	105.42	61.91
Other Current Assets	19.62	22.63	26.96	6.43	2.73	6.43
	<b>6,077.50</b>	<b>6,057.67</b>	<b>5,481.17</b>	<b>5,044.43</b>	<b>4,821.18</b>	<b>4,855.62</b>
<b>TOTAL (A+B)</b>	<b>8,678.05</b>	<b>8,739.10</b>	<b>8,134.58</b>	<b>7,408.20</b>	<b>7,192.50</b>	<b>7,344.51</b>

**Note:**

The above statement should necessarily be read with the basis of preparation and significant accounting policies appearing in Annexure 4 to the Restated Consolidated Financial Information and Statement of adjustments to audited consolidated financial statements appearing in Annexure 5

This is the restated consolidated summary statement of Assets and Liabilities, referred to in our report of even date.

**RESTATED CONSOLIDATED SUMMARY STATEMENT OF PROFIT AND LOSS**

(₹ in Millions)

		For the Year ended					
PARTICULARS		31st December, 2017	31st March, 2017	31st March, 2016	31st March, 2015	31st March, 2014	31st March, 2013
<b>I</b>	Revenue from Operations	4,456.22	5,837.38	5,800.87	5,974.38	6,129.30	5,621.31
<b>II</b>	Other Income	20.80	69.57	13.20	31.31	29.80	56.63
<b>III</b>	<b>Total Revenue (I+II)</b>	<b>4,477.02</b>	<b>5,906.95</b>	<b>5,814.07</b>	<b>6,005.69</b>	<b>6,159.10</b>	<b>5,677.94</b>
<b>IV</b>	<b>Expenses:</b>						
	Cost of Materials Consumed	2,985.47	2,963.47	3,793.12	3,932.07	3,693.70	2,377.32
	Purchases of Stock in Trade	53.79	971.80	233.91	20.56	456.30	1,379.10
	Changes in inventories of Finished Goods, Work in progress and Stock in Trade	40.04	85.15	(140.57)	176.91	159.28	222.40
	Employee Benefit Expense	238.18	337.03	290.14	216.21	152.92	99.22
	Finance Cost	360.26	550.05	508.72	487.65	499.41	473.94
	Depreciation and Amortisation Expense	155.77	198.95	175.48	143.05	131.73	111.29
	Other Expenses	360.23	523.47	590.38	627.06	589.08	791.79
	<b>Total Expenses</b>	<b>4,193.74</b>	<b>5,629.92</b>	<b>5,451.18</b>	<b>5,603.51</b>	<b>5,682.42</b>	<b>5,455.06</b>
<b>V</b>	<b>Profit before exceptional items and Taxes, as restated (III-IV)</b>	<b>283.28</b>	<b>277.03</b>	<b>362.89</b>	<b>402.18</b>	<b>476.68</b>	<b>222.88</b>
<b>VI</b>	Less: Exceptional Items	-	-	-	6.64	47.71	-
<b>VII</b>	<b>Profit Before Tax as restated (V-VI)</b>	<b>283.28</b>	<b>277.03</b>	<b>362.89</b>	<b>395.54</b>	<b>428.97</b>	<b>222.88</b>
<b>VII</b>	<b>I Less: Tax Expense</b>						
	Current Tax	78.76	59.61	96.19	87.31	121.35	44.55
	Income Tax of earlier years	-	-	-	-	(2.42)	-
	Deferred Tax Charge/(Credit)	(7.57)	(10.69)	23.59	25.84	24.84	35.90
<b>IX</b>	<b>Profit or (Loss) for the period from Continuing Operations as restated (VII-VIII)</b>	<b>212.09</b>	<b>228.11</b>	<b>243.11</b>	<b>282.39</b>	<b>285.20</b>	<b>142.43</b>
<b>X</b>	<b>Profit or (Loss) for the period from discontinuing Operations</b>	-	-	-	-	3.73	(0.25)
<b>XI</b>	<b>Less: Tax Expenses of discontinuing operations</b>	-	-	-	-	1.27	-
<b>XII</b>	<b>Profit or (Loss) for the period from discontinuing Operations after Tax (X-XI) (as per Audited Accounts)</b>	-	-	-	-	<b>2.46</b>	<b>(0.25)</b>
<b>XII</b>	<b>Profit or (Loss) for the period as restated (IX+XII)</b>	<b>212.09</b>	<b>228.11</b>	<b>243.11</b>	<b>282.39</b>	<b>287.66</b>	<b>142.18</b>
<b>XV</b>	<b>Earnings Per Equity Share</b>						
	(1) Basic	2.48	2.67	2.84	3.30	3.37	1.66
	(2) Diluted	2.48	2.67	2.84	3.30	3.37	1.66

**Note:**

The above statement should necessarily be read with the basis of preparation and significant accounting policies appearing in Annexure 4 to the Restated Consolidated Financial Information and Statement of adjustments to audited consolidated financial statements appearing in Annexure 5.

This is the restated consolidated summary statement of Profit and Loss, referred to in our report of even date



**RESTATED CONSOLIDATED CASH FLOW STATEMENT**
*(₹ in Millions)*

PARTICULARS	For the Year/Period ended					
	31st December, 2017	31st March, 2017	31st March, 2016	31st March, 2015	31st March, 2014	31st March, 2013
<b>A Cash Flow from Operating Activities</b>						
<b>Profit/(Loss) Before Tax, as restated</b>	<b>283.28</b>	<b>277.03</b>	<b>362.89</b>	<b>395.54</b>	<b>432.70</b>	<b>222.63</b>
<b>Adjustments for :</b>						
Depreciation and Amortisation Expense	155.77	198.95	175.48	143.05	131.73	120.44
Mat Credit Entitlement	-	-	-	-	2.42	-
(Profit)/Loss on Sale of Fixed Assets (\$)	0.75	0.78	0.14	0.85	45.88	0.38
(Profit)/Loss on Sale/Written off of Investments	-	-	-	6.64	2.49	-
Provision for Doubtful debts	2.51	2.91	2.89	10.83	7.32	-
Unrealised gain on stocks related to consolidation	(0.08)	0.50	(0.51)	(0.24)	-	-
Finance Costs	360.26	550.05	508.72	487.65	510.41	485.82
Interest Income	(5.71)	(7.50)	(11.90)	(12.56)	(15.62)	(29.35)
<b>Operating Profit/(Loss) before Working Capital Adjustments</b>	<b>796.78</b>	<b>1,022.72</b>	<b>1,037.71</b>	<b>1,031.76</b>	<b>1,117.33</b>	<b>799.92</b>
<b>Adjustments for :</b>						
(Increase)/ Decrease in Inventories	216.72	(603.49)	(669.42)	125.58	359.58	(119.68)
(Increase)/ Decrease in Trade receivables	(260.08)	(186.44)	355.59	(299.81)	(458.41)	458.39
(Increase)/ Decrease in Short Term Loans and Advances	30.21	178.12	(102.87)	(47.91)	(9.15)	86.73
(Increase)/ Decrease in Long Term Loans & Advances	(21.53)	(92.21)	(86.17)	89.80	(4.10)	(27.45)
(Increase)/ Decrease in Other Current Assets	5.10	7.22	(19.14)	-7.40	3.70	40.40
Increase/ (Decrease) in Trade Payables	(456.54)	699.66	626.63	(111.32)	(160.47)	(1,368.30)
Increase/ (Decrease) in Other Current Liabilities	216.65	(239.64)	127.68	117.83	(9.24)	54.56
Increase/ (Decrease) in Short Term Provisions	4.12	7.29	5.25	1.23	0.43	0.71
Increase/ (Decrease) in Long Term Provisions	0.74	2.10	4.74	4.16	0.66	1.20
<b>Cash Generated from/(Used in) Operations</b>	<b>532.17</b>	<b>795.33</b>	<b>1,280.00</b>	<b>903.92</b>	<b>840.33</b>	<b>(73.52)</b>
Direct Taxes Paid	(30.57)	(25.93)	(102.50)	(182.57)	(42.46)	(125.34)
<b>Net Cash Flow from/(Used in) Operating Activities (A)</b>	<b>501.60</b>	<b>769.40</b>	<b>1,177.50</b>	<b>721.35</b>	<b>797.87</b>	<b>(198.86)</b>
<b>B Cash Flow from Investing Activities</b>						
Purchase of Fixed Assets	(61.68)	(188.94)	(407.72)	(173.85)	(120.91)	(175.60)
Sale of Fixed Assets	0.62	0.91	0.89	0.83	99.51	0.10
Purchase of Investments	-	-	-	-	(12.60)	-
(Investments in)/Sale of Investments in Subsidiaries and Associates	-	-	-	2.52	-	-
Interest Income	3.60	4.59	10.49	16.26	11.92	9.15
Investment Subsidy Received	-	-	-	4.38	2.50	1.47
<b>Net Cash Flow from/(Used in) Investing Activities (B)</b>	<b>(57.46)</b>	<b>(183.44)</b>	<b>(396.34)</b>	<b>(149.86)</b>	<b>(19.58)</b>	<b>(164.88)</b>
<b>C Cash Flow from Financing Activities</b>						
Refund of Share Application Money	-	-	-	(1.84)	-	-
Proceeds from/(Repayment of) Long Term Borrowings from Banks & Financial Institutions	268.32	(151.33)	(421.38)	(347.72)	(23.78)	487.65
Proceeds/(Repayments) from Short Term Borrowings	(348.99)	124.05	200.01	304.55	(421.69)	129.68
Long Term Borrowings Received/ (Repaid) to Related Party	-	-	-	-	13.84	-
Dividends Paid (Including Tax thereon)	-	(51.43)	(51.43)	(24.65)	(33.33)	(41.39)
Interest Paid	(351.27)	(535.32)	(505.96)	(493.59)	(504.45)	(482.49)
<b>Net Cash Flow from/(Used in) Financing Activities (C)</b>	<b>(431.94)</b>	<b>(614.03)</b>	<b>(778.76)</b>	<b>(563.25)</b>	<b>(969.41)</b>	<b>93.45</b>
<b>Net Increase/(Decrease) in Cash and Cash Equivalents (A+B+C)</b>	<b>12.20</b>	<b>(28.07)</b>	<b>2.40</b>	<b>8.24</b>	<b>(191.12)</b>	<b>(270.29)</b>
Cash and Cash Equivalents at the Beginning of the Period/Year	159.60	187.67	185.27	177.03	368.15	638.44
<b>Cash and Cash Equivalents at the End of the Period/Year*</b>	<b>171.80</b>	<b>159.60</b>	<b>187.67</b>	<b>185.27</b>	<b>177.03</b>	<b>368.15</b>
*Cash and Cash Equivalents at the End of the Period/Year						

Cash On Hand	5.72	5.11	4.53	4.74	2.09	1.71
Balances with banks						
Current Accounts	6.42	6.12	30.78	60.11	22.46	101.20
Balances held as Margin Money against						
Bank						
Guarantees	159.66	148.37	152.36	120.42	152.48	265.24
	<b>171.80</b>	<b>159.60</b>	<b>187.67</b>	<b>185.27</b>	<b>177.03</b>	<b>368.15</b>

*Note: The above statement should necessarily be read with the basis of preparation and significant accounting policies appearing in Annexure 4, to the Restated Consolidated Financial Information and Statement of adjustments to audited financial statements appearing in Annexure 5.*

## THE ISSUE

The following table summarizes the Issue details:

<b>Issue<sup>(1)</sup></b>	[●] Equity Shares aggregating up to ₹[●]million
<i>Consisting of:</i>	
Fresh Issue <sup>(1)</sup>	[●] Equity Shares aggregating up to ₹ 2,100million
Offer for Sale <sup>(2)</sup>	Up to 12,000,000 Equity Shares aggregating up to ₹ [●] million
<i>of which:</i>	
Employee Reservation Portion <sup>(4)</sup>	Up to [●] Equity Shares aggregating up to ₹ [●] million
<i>Net Issue to the Public</i>	Up to [●] Equity Shares aggregating up to ₹ [●] million
<i>Of which:</i>	
<b>QIB Portion<sup>(3)</sup></b>	Up to [●] Equity Shares
<i>Of which:</i>	
Anchor Investor Portion <sup>(3)</sup>	Up to [●] Equity Shares
<b>Net QIB Portion</b> (assuming Anchor Investor Portion is fully subscribed)	Up to [●] Equity Shares
<i>Of which:</i>	
Available for allocation to Mutual Fund only (5.00% of the Net QIB Portion (excluding Anchor Investor Portion))	[●] Equity Shares
Balance for all QIBs including Mutual Funds	[●] Equity Shares
<b>Non-Institutional Portion</b>	Not less than [●] Equity Shares
<b>Retail Portion<sup>(4)</sup></b>	Not less than [●] Equity Shares
<b>Pre and post-Issue Equity Shares</b>	
Equity Shares outstanding prior to the Issue	85,464,000 Equity Shares
Equity Shares outstanding after the Issue	[●] Equity Shares
<b>Use of proceeds of this Issue</b>	See the chapter titled “ <i>Objects of the Issue</i> ” on page 86 of this Draft Red Herring Prospectus. Our Company will not receive any proceeds from the Offer for Sale.

1) The Fresh Issue has been authorised by a resolution of the Board of Directors, dated November 10, 2017 and by a resolution of the shareholders of our Company in the EGM held on January 20, 2018.

2) The details of the Selling Shareholders are given in the table below:

Sr. No.	Name of Selling Shareholder	Authorisation letter dated	Number of shares tendered for OFS
1	Vanaja Tetala	January 18, 2018	Upto 1,234,500
2	Naveen Reddy Tetala	January 18, 2018	Upto 1,183,500
3	Venkata Dhana Reddy Karri	January 18, 2018	Upto 763,000
4	Venkata Dhanasekhar Reddy Karri	January 18, 2018	Upto 763,000
5	Mahalakshmi Kovvuri	January 18, 2018	Upto 577,000
6	Sridevi Kovvuri	January 18, 2018	Upto 635,000
7	Basivi Reddy Gudimetla	January 18, 2018	Upto 1,154,000
8	Vijaya Bhaskara Reddy Gudimetla	January 18, 2018	Upto 1,132,500
9	Sudhakar Reddy Karri	January 18, 2018	Upto 705,000
10	Adi Reddy Karri	January 18, 2018	Upto 705,000
11	Bhaskara Raghu Rama Reddy Kovvuri	January 18, 2018	Upto 647,000
12	Venkata Lakshmi Sathi	January 18, 2018	Upto 427,500
13	Rama Reddy Sathi	January 18, 2018	Upto 363,500
14	Vijaya Reddy Kovvuri	January 18, 2018	Upto 1,709,500
	<b>Total</b>		<b>Upto 12,000,000</b>

- 3) *Our Company and the Selling Shareholders, in consultation with the BRLM, may allocate up to 60% of the QIB Category to Anchor Investors on a discretionary basis in accordance with the SEBI ICDR Regulations. One-third of the Anchor Investor Portion shall be 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 made to Anchor Investors. For further details, please refer to the chapter titled “Issue Procedure” on page 504 of this Draft Red Herring Prospectus. In the event of under-subscription or non- Allotment in the Anchor Investor Portion, the balance Equity Shares in the Anchor Investor Portion shall be added to the QIB Portion.*
- 4) *Retail Discount of ₹ [●] and Employee Discount of ₹ [●] to the Issue Price may be offered to the Retail Individual Bidders and the Eligible Employees bidding in the Employee Reservation Portion, respectively. The Retail Discount, if any, will be determined by our Company in consultation with the BRLM, and will be advertised in all the editions of [●], an English national newspaper, in all the editions of [●], a Hindi national newspaper, and in [●] edition of [●], a Telugu newspaper (Telugu being the regional language of Andhra Pradesh, where our Registered Office is located), each with wide circulation, at least five Working Days prior to the Bid/Issue Opening Date and shall be made available to the Stock Exchanges for the purpose of uploading on their respective websites. Retail Individual Bidders and Eligible Employees bidding in the Employee Reservation Portion bidding at a price within the Price Band can make payment at the Bid Amount (which will be less Retail Discount), at the time of making a Bid. Retail Individual Bidders and Eligible Employees bidding in the Employee Reservation Portion bidding at the Cut-Off Price have to ensure payment at the Cap Price, less Retail Discount at the time of making a Bid. Retail Individual Bidders must ensure that the Bid Amount (which will be less Retail Discount) does not exceed ₹200,000. The maximum Bid Amount under the Employee Reservation Portion by an Eligible Employee shall not exceed ₹500,000 on a net basis. However, Allotment to an Eligible Employee in the Employee Reservation Portion may exceed ₹200,000 (which will be less Employee Discount) only in the event of an under – subscription in the Employee Reservation Portion and such unsubscribed portion may be Allotted on a proportionate basis to Eligible Employees Bidding in the Employee Reservation Portion, for a value in excess of ₹200,000, subject to the total Allotment to an Eligible Employee not exceeding ₹500,000 (which will be less Employee Discount). Further, Retail Individual Bidders and Eligible Employees bidding in the Employee Reservation Portion must mention the Bid Amount while filling the “SCSB/Payment Details” block in the Bid cum Application Form.*

Under-subscription, if any, in any category, except the QIB Category, would be met with spill-over from any other category or a combination of categories of Bidders (including the Employee Reservation Portion), as applicable, at the discretion of our Company and the Selling Shareholders in consultation with the BRLM and the Designated Stock Exchange, subject to applicable law. In the event of under-subscription, if any, in this Issue, Allotment from the Fresh Issue shall be given priority over Allotment from the Offer for Sale.

## GENERAL INFORMATION

Our Company was incorporated as “K.P.R. Fertilisers Private Limited” on January 2, 2007 as a private limited company under the Companies Act, 1956 with the ROC, Andhra Pradesh. Our Company was converted into a public limited company and consequently, the name of our Company was changed to “K.P.R. Fertilisers Limited” vide a fresh certificate of incorporation dated December 19, 2008. The name of our Company was then changed to “K.P.R. Agrochem Limited” vide Certificate of Incorporation pursuant to change of name dated September 21, 2015 issued by Registrar of Companies, Hyderabad.

**CIN:** U24129AP2007PLC052216.

### Registered Office of our Company

#### **K.P.R. Agrochem Limited**

Door No. 8 – 256

Tata Nagar, Balabhadrapuram

East Godavari – 533 343

Andhra Pradesh, India

**Telephone:** +91 8857 237 367/236 767;

**Fax:** +91 8857 237 333;

**Website:** www. kpragrochem.com

### Address of Registrar of Companies

Our Company is registered with the Registrar of Companies, Andhra Pradesh and Telangana located at the following address:

The Registrar of Companies  
2nd Floor, Corporate Bhawan  
GSI Post, Tatti Annaram  
Bandlaguda, Hyderabad – 500 068  
Telangana, India

### Board of Directors of our Company

Set forth below are the details in respect of our Board of Directors as on the date of this Draft Red Herring Prospectus:

Name and Designation	DIN	Address
<b>Papa Reddy Kovvuri</b> Chairman and Executive Director	01375140	3-29, Kacheri Veedhi, Komaripalem, Biccavolu Mandal, East Godavari – 533 346, Andhra Pradesh, India.
<b>Venkata Mukunda Reddy Karri</b> Managing Director	01574312	2-1-1, Ramannapeta, Komaripalem, Biccavolu, East Godavari – 533 346, Andhra Pradesh, India.
<b>Rajasekhar Reddy Kovvuri</b> Whole time Director and Executive Director	01808276	2-2/3a, Bhagya Nagar, Komaripalem, Biccavolu, East Godavari – 533 343, Andhra Pradesh, India
<b>Venkateswara Rao Gannamani</b> Non- Executive and Independent Director	00624612	54-15-4, Sree Nilayam, Seethamadhara P&T Colony, Visakhapatnam - 530003
<b>Madhavi Vakala</b> Non- Executive and Independent Director	07982029	40-5-8C, Silpa Abhishek’s Apartment, 1 <sup>st</sup> Floor, Moghalrajpuram, Vijayawada - 520010
<b>Muralikrishna Waddiparthi</b> Non- Executive and Independent Director	01271559	Plot - 8, Sriram Nagar colony, Mansoorabad Near L B Nagar, Hyderabad – 500 068, Telangana, India

For detailed profile of our Chairman, Managing Director and other Directors, please refer to the chapter titled “*Our Management*” and “*Our Promoters, Promoter Group and Group Entities*” on pages 191 and 206 respectively, of this Draft Red Herring Prospectus.

#### Details of Selling Shareholders

SR.No.	Name and residential Address	Details
1	Vanaja Tetala W/o Naveen Reddy Tetala 6-17 Main Road, Rayavaram Rayavaram East Godavari District Andhra Pradesh - 533 346	Holding Aadhar Card No. [REDACTED] Holding PAN ADWPT1803B
2	Naveen Reddy Tetala S/o Subbarama Reddy Tetala 6-17 Main Road, Rayavaram East Godavari District Andhra Pradesh - 533 346	Holding Aadhar Card No. [REDACTED] Holding PAN AEHPT8611B
3	Venkata Dhanareddy Karri S/o Sura Reddy Karri 2-84, Ramannapeta Biccavolu Mandal Komaripalem East Godavari District Andhra Pradesh - 533346	Holding Aadhar Card No. [REDACTED] Holding PAN ASUPK7239B
4	Venkata Dhanasekhar Reddy Karri S/o Satyanarayana Reddy Karri 2-84, Elugubantivari street Biccavolu Mandal Komaripalem East Godavari District Andhra Pradesh - 533346	Holding Aadhar Card No. [REDACTED] Holding PAN AVCPK2076M
5	Mahalakshmi Kovvuri W/o Veera Venkata Satyanarayana Reddy Kovvuri D.No. 3-198, Nadiveedhi Balabhadrapuram East Godavari District Andhra Pradesh - 533 343	Holding Aadhar Card No. [REDACTED] Holding PAN AVDPK3515C
6	Sridevi Kovvuri W/o Bhaskara Raghu Rama Reddy 3-196 Nandiveedhi Balabhadrapuram Biccavolu East Godavari District Andhra Pradesh - 533346	Holding Aadhar Card No. [REDACTED] Holding PAN BAAPK9642P
7	Basivi Reddy Gudimetla S/o Nagireddy Gudimetla 5-64, Gudimetla vari veedhi Komaripalem East Godavari District Andhra Pradesh - 533346	Holding Aadhar Card No. [REDACTED] Holding PAN AKUPG7701J
8	Vijaya Bhaskara Reddy Gudimetla S/o Nagireddy Gudimetla 5-65 Gudimetlavari street Komaripalem Biccavolu Mandal East Godavari District Andhra Pradesh - 533346	Holding Aadhar Card No. [REDACTED] Holding PAN AKUPG7680G

9	Sudhakar Reddy Karri S/o Satyanarayana Reddy Karri 2-84, Velugubantivari Veedhi Komaripalem Biccavolu Mandal East Godavari District Andhra Pradesh - 533346	Holding Aadhar Card No. [REDACTED] Holding PAN AQWPK1072G
10	Adi Reddy Karri S/o Sura Reddy Karri 80-3-1/2, J.N Road, Vikas Nagar, Rajahmundry East Godavari District Andhra Pradesh - 533101	Holding Aadhar Card No. [REDACTED] Holding PAN AZOPK7621A
11	Bhaskara Raghu Rama Reddy Kovvuri S/o Veera Venkata Satyanarayana Reddy Kovvuri 3-198 Nandiveedhi Balabhadrapuram Biccavolu Mandal East Godavari District Andhra Pradesh - 533343	Holding Aadhar Card No. [REDACTED] Holding PAN AWHPK1932A
12	Venkata Lakshmi Sathi W/o Rama Reddy Sathi No 4 Park Avenue 1 <sup>st</sup> Street Sachinananda Nagar, Valachery Chennai, Tamil Naidu-600042	Holding Aadhar Card No. [REDACTED] Holding PAN ABYPL7237K
13	Rama Reddy Sathi S/o Nari Reddy Sathi No 4 Park Avenue 1 <sup>st</sup> Street Sachinananda Nagar, Valachery Chennai, Tamil Naidu-600042	Holding Aadhar Card No. [REDACTED] Holding PAN ADQPR9030G
14	Vijaya Reddy Kovvuri W/o. Venkata Anish Reddy Dorigillu 5-107, Aravindan Gari Veedhi, Komaripalem, East Godavari, Andhra Pradesh – 533346	Holding Aadhar Card No. [REDACTED] Holding PAN BAIPK7553F

#### Company Secretary and Compliance Officer

##### Narayana Rao Poluri

Door No. 8 – 256

Tata Nagar, Balabhadrapuram

East Godavari – 533 343

Andhra Pradesh, India

**Telephone:** +91 8857 237 367/236 767

**Fax:** +91 8857 237 333

**E-mail:** ipo@kprgroup.net

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

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

Further, the Bidder shall also enclose a copy of the Acknowledgment Slip received from the Designated Intermediaries in addition to the information mentioned hereinabove.

#### **Chief Operating Officer cum Chief Financial Officer**

##### **Kishan Gopal Tivari**

Door No. 8 – 256  
Tata Nagar, Balabhadrapuram  
East Godavari – 533 343  
Andhra Pradesh, India  
**Telephone:** +91 8857 237 367/236 767;  
**Fax:** +91 8857 237 333;  
**E-mail:** cfo@kprgroup.net

#### **Book Running Lead Manager**

##### **PL Capital Markets Private Limited**

3rd Floor, Sadhana House, 570, P. B. Marg,  
Worli, Mumbai - 400 018, Maharashtra, India  
**Telephone:** +91 22 6632 2222  
**Facsimile:** +91 22 6632 2229  
**Email:** kpripo@plindia.com  
**Website:** www.plindia.com  
**Investor Grievance ID:** grievance-mbd@plindia.com  
**Contact Person:** Rohan Menon  
**SEBI Registration Number:** INM000011237

#### **Legal Counsel to the Issue**

##### **M/s. Crawford Bayley & Co.**

4<sup>th</sup> Floor, State Bank Building  
N.G.N Vaidya Marg, Fort  
Mumbai – 400 023  
Maharashtra, India  
**Telephone:** +91 22 2266 8000  
**Facsimile:** +91 22 2266 3978  
**E-mail:** sanjay.asher@crawfordbayley.com

#### **Registrar to the Issue**

##### **Karvy Computershare Private Limited**

Karvy Selenium Tower B, Plot 31-32, Gachibowli,  
Financial District, Nanakramguda  
Hyderabad – 500 032, Telangana, India  
**Telephone:** +91 40 67162222  
**Facsimile:** +91 40 23431551  
**Email:** kpragrochem.ipo@karvy.com  
**Website:** www.karvycomputershare.com  
**Investor Grievance ID:** einward.rti@karvy.com  
**Contact Person:** M Murali Krishna  
**SEBI Registration Number:** INR000000221

#### **Statutory Auditors of our Company**

##### **M/s. MM REDDY & Co.**

Chartered Accountants  
G8, Amrutha Villa Apartments,  
Right Wing, Opp. Yashoda Hospital, Raj Bhavan Road  
Somajiguda, Hyderabad – 500 082 Telangana, India  
**Telephone:** +91 40 40272617  
**Fax:** +91 40 23418836  
**Email:** mmreddyandco@gmail.com  
**Firm Registration Number:** 010371S



## **Syndicate Members**

[•]

## **Bankers to the Issue and Escrow Collection Bank**

[•]

## **Refund Bank(s)**

[•]

The Bankers to the Issue and Escrow Collection Banks and Refund Bank(s) shall be appointed prior to filing of the Red Herring Prospectus with the RoC.

## **Designated Intermediaries**

### *Self-Certified Syndicate Banks*

The list of banks that have been notified by SEBI to act as SCSBs for the ASBA process is available at <http://www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognisedFpi=yes&intmId=35> on SEBI's website, or at such other website as may be prescribed by SEBI from time to time. For details of the Designated Branches which shall collect Bid cum Application Forms, please refer to the above-mentioned link.

### *Syndicate SCSB Branches*

In relation to Bids (other than Bids by Anchor Investor) submitted to a member of the Syndicate, the list of branches of the SCSBs at the Specified Locations named by the respective SCSBs to receive deposits of Bid cum Application Forms from the members of the Syndicate is available on the website of SEBI <https://www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognisedFpi=yes&intmId=35> and updated from time to time.

### *Registered Brokers*

The list of the Registered Brokers, including details such as postal address, telephone number and e-mail address, is provided on the websites of the BSE and the NSE at [http://www.bseindia.com/Markets/PublicIssues/brokercentres\\_new.aspx?expandable=3](http://www.bseindia.com/Markets/PublicIssues/brokercentres_new.aspx?expandable=3) and [http://www.nseindia.com/products/content/equities/ipos/ipo\\_mem\\_terminal.htm](http://www.nseindia.com/products/content/equities/ipos/ipo_mem_terminal.htm), respectively, as updated from time to time.

### *Registrar and Share Transfer Agents*

The list of the RTAs eligible to accept ASBA Forms at the Designated RTA Locations, including details such as address, telephone number and e-mail address, is provided on the websites of Stock Exchanges at <http://www.bseindia.com/Static/Markets/PublicIssues/RtaDp.aspx?expandable=6> and [http://www.nseindia.com/products/content/equities/ipos/asba\\_procedures.htm](http://www.nseindia.com/products/content/equities/ipos/asba_procedures.htm), respectively, as updated from time to time.

### *Collecting Depository Participants*

The list of the CDPs eligible to accept ASBA Forms at the Designated CDP Locations, including details such as name and contact details, is provided on the websites of BSE at <http://www.bseindia.com/Static/Markets/PublicIssues/RtaDp.aspx?expandable=6> and on the website of NSE at [http://www.nseindia.com/products/content/equities/ipos/asba\\_procedures.htm](http://www.nseindia.com/products/content/equities/ipos/asba_procedures.htm), as updated from time to time.

## **Bankers to our Company**

### **Andhra Bank**

Rayavaram Branch

Mahalakshmi Bhavan, Main Road

Rayavaram

East Godavari – 533 343

Andhra Pradesh, India  
**Telephone:**+91 8857235228  
**Fax:**+9 18857 234376  
**E-mail ID:**bmkkn472@andhrabank.co.in  
**Website:**www.andhrabank.co.in  
**Contact person:**S Srinivas

### **IPO Grading**

No credit agency registered with SEBI has been appointed for the purposes of obtaining a grading for the Issue, as IPO grading is not mandatory.

### **Credit Rating**

As this is an issue of Equity Shares, credit rating is not required for the Issue.

### **Experts**

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

Our Company has received written consent on February 20, 2018 from the Statutory Auditor, M/s. MM REDDY & Co., Chartered Accountants to include their name as required under Section 26 of the Companies Act, 2013 in this Draft Red Herring Prospectus and as an “expert” as defined under section 2(38) of the Companies Act, 2013 in respect of the reports on the consolidated and standalone restated financial statements, each dated February 20, 2018, and the statement of tax benefits dated February 20, 2018 included in this Draft Red Herring Prospectus and such consent has not been withdrawn as on the date of this Draft Red Herring Prospectus.

### **Trustees**

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

### **Monitoring Agency**

In terms of Regulation 16(2) of the SEBI ICDR Regulations, our Company shall appoint a monitoring agency for the Issue prior to the filing of the Red Herring Prospectus. The requisite details shall be accordingly incorporated in the RHP.

### **Appraising Entity**

None of the objects for which the Net Proceeds will be utilised have been appraised by any agency.

### **Responsibilities of the BRLM**

The responsibilities of the Book Running Lead Manager for various activities in this issue are as follows:

<b>Sr. No.</b>	<b>Activity</b>
1.	Capital Structuring with relative components and formalities such as type of instruments, etc.
2.	Due diligence of Company's operations / management / business plans / legal etc. Drafting and design of Draft Red Herring Prospectus, Red Herring Prospectus and Prospectus including memorandum containing salient features of the Prospectus. The Manager shall ensure compliance with stipulated requirements and completion of prescribed formalities with the Stock Exchanges, RoC and SEBI including finalization of Prospectus and RoC filing, follow up and coordination till final approval from all regulatory authorities
3.	Drafting and approval of all statutory advertisement
4.	Drafting and approval of all publicity material other than statutory advertisement as mentioned in 3 above including media monitoring, corporate advertisement, brochure etc.
5.	Appointment of other intermediaries viz., Registrar's, Printers, Advertising Agency, Monitoring Agency and Bankers to the Issue (including coordinating all agreements to be entered with such parties)
6.	Preparation of road show presentation and FAQs for the road show team

7.	International institutional marketing strategy <ul style="list-style-type: none"> <li>• Finalize the list and division of investors for one to one meetings, in consultation with the Company, and</li> <li>• Finalizing the International road show schedule and investor meeting schedules</li> </ul>
8.	Domestic institutions / banks / mutual funds marketing strategy <ul style="list-style-type: none"> <li>• Finalizing the list and division of investors for one to one meetings, and</li> <li>• Finalizing investor meeting schedules</li> </ul> <p>Post-issue activities, which shall involve managing Anchor book related activities and submission of letters to regulators post completion of Anchor issue, management of escrow accounts, coordinating underwriting, coordination of non-institutional allocation, finalization of the basis of allotment based on technical rejections, essential follow-up steps including follow-up with bankers to the issue and Self Certified Syndicate Banks and coordination with various agencies connected with the post-issue activity such as registrars to the issue, bankers to the issue, Self Certified Syndicate Banks etc. listing of instruments, demat credit and refunds/ unblocking of funds announcement of allocation and dispatch of refunds to Bidders, etc.,</p>
9.	Payment of the applicable STT, coordination with SEBI and Stock Exchanges for refund of 1% security deposit and media compliance report.

### **Book Building Process**

Book Building Process, with reference to the Issue, refers to the process of collection of Bids on the basis of the Red Herring Prospectus and the Bid cum Application Form. The Price Band and the minimum Bid Lot size will be decided by our Company and the Selling Shareholders in consultation with the BRLM and published in [●] edition of English national daily newspaper with wide circulation, [●] edition of the Hindi national daily newspaper with wide circulation and [●] edition of a Telugunewspaper [●] (Telugu being the regional language where our Registered Office is located), at least five Working Days prior to the Bid/Issue Opening Date and shall be made available to the Stock Exchanges for the purpose of uploading on their website.

The Issue Price shall be determined by our Company and the Selling Shareholders in consultation with the BRLM after the Bid/Issue Closing Date. The principal parties involved in the Book Building Process are:

- Our Company;
- Book Running Lead Manager;
- Selling Shareholders
- Syndicate Member(s) who are intermediaries registered with SEBI or registered as brokers with any of the Stock Exchanges and eligible to act as Underwriters;
- SCSBs through whom ASBA Bidders would subscribe in this Issue;
- Designated Intermediaries;
- Registrar to the Issue; and
- Escrow Collection Banks

All Bidders, other than Anchor Investors, can participate in the Issue only through the ASBA process. In accordance with the SEBI ICDR Regulations, QIBs and NIIs are not permitted to withdraw their Bid(s) or lower the size of their Bid(s) (in terms of quantity of Equity Shares or the price) at any stage. RIIs and Eligible Employees Bidding in the Employee Reservation Portion (if any) can revise their Bid(s) during the Bid/Issue Period and withdraw their Bid(s) until the Bid/ Issue Closing Date. Anchor Investors are not allowed to withdraw their Bids after the Anchor Investor Bidding Date. Except Allocation to RIIs and the Anchor Investors, Allocation in the Issue will be on a proportionate basis.

For further details, see “*Issue Structure*” and “*Issue Procedure*” on pages 499 and 504 respectively of this Draft Red Herring Prospectus. For an illustration of the Book Building Process and the price discovery process, see “*Issue Procedure – Part B – Basis of Allocation*” on page 518 of this Draft Red Herring Prospectus.

### **Withdrawal of the Issue**

For details in relation to refund on withdrawal of the Issue, see “*Issue Structure – Withdrawal of the Issue*” on page 499 of this Draft Red Herring Prospectus.

### **Underwriting Agreement**

After the determination of the Issue Price and allocation of our Equity Shares but prior to filing of the Prospectus with the RoC, our Company and the Selling Shareholders will enter into an Underwriting Agreement with the

Underwriters for the Equity Shares proposed to be offered through the Issue. It is proposed that pursuant to the terms of the Underwriting Agreement, the BRLM shall be responsible for bringing in the amount devolved in the event that their respective Syndicate Member(s) do not fulfil their underwriting obligations. The underwriting shall be to the extent of the Bids uploaded by the Underwriters including through its Syndicate / sub Syndicates. The Underwriting Agreement is dated [●], and has been approved by our Board of Directors / committee thereof. Pursuant to the terms of the Underwriting Agreement, the obligations of the Underwriters are several and are subject to certain conditions specified therein.

The Underwriters have indicated their intention to underwrite the following number of Equity Shares:

*(This portion has been intentionally left blank and will be finalized after the pricing and actual allocation of the Equity Shares is determined)*

Name, address, telephone number, fax number and e-mail addresses of the Underwriters	Indicative Number of Equity Shares to be Underwritten	Amount Underwritten(₹ in lacs)
[●]	[●]	[●]

*The abovementioned underwriting commitments are indicative and will be finalized after the pricing of the Issue and actual allocation and subject to provisions of Regulation 13(2) of the SEBI ICDR Regulations.*

In the opinion of our Board of Directors (based on a certificate given by the Underwriters), the resources of all the above mentioned Underwriter(s) are sufficient to enable them to discharge their respective underwriting obligations in full. The abovementioned Underwriters are registered with SEBI under section 12(1) of the SEBI Act or registered as brokers with the Stock Exchanges. Our Board of Directors/Committee of Directors, at its meeting held on [●], has accepted and entered into the Underwriting Agreement on behalf of our Company. Allocation among the Underwriters may not necessarily be in proportion to their underwriting commitments set forth in the table above.

Notwithstanding the above table, the BRLM and the Syndicate Member(s) shall be responsible for ensuring payment with respect to Equity Shares allocated to investors procured by them. In the event of any default in payment, the respective Underwriter, in addition to other obligations defined in the underwriting agreement, will also be required to procure/subscribe to Equity Shares to the extent of the defaulted amount. If the Syndicate Member(s) fails to fulfil its underwriting obligations as set out in the Underwriting Agreement, the BRLM shall fulfil the underwriting obligations in accordance with the provisions of the Underwriting Agreement. The underwriting agreement shall list out the role and obligations of each Syndicate Member. The Underwriting Agreement has not been executed as on the date of this Draft Red Herring Prospectus and will be executed after the determination of the Issue Price and allocation of Equity Shares, but prior to the filing of the Prospectus with the RoC.

## CAPITAL STRUCTURE

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

No.	Particulars	Amount (in ₹ million)	
		Aggregate nominal value	Aggregate value at Issue Price
<b>A.</b>	<b>Authorised Share Capital</b>		
	125,000,000 Equity Shares of ₹ 10 each		1,250.00
<b>B.</b>	<b>Issued, Subscribed and Paid-Up Share Capital before the Issue</b>		
	85,464,000 Equity Shares of ₹ 10 each		854.64
<b>C.</b>	<b>Present Issue in terms of this Draft Red Herring Prospectus</b>		
	Public Issue of [●] Equity Shares of face value ₹ 10 each	[●]	[●]
	<i>Which comprises:</i>		
	Fresh Issue of up to [●] Equity Shares <sup>(1)</sup>	[●]	[●]
	Offer for Sale of up to 12,000,000 Equity Shares <sup>(1)(2)</sup>	[●]	[●]
	Employee Reservation portion of up to [●] Equity Shares	[●]	[●]
	Net Issue to Public	[●]	[●]
	Of which:		
	QIB Portion: QIB Portion being upto 25% of the Net Issue aggregating upto [●] Equity Shares	[●]	[●]
	Non – Institutional Portion: Non – Institutional Portion of not less than 35% of the Net Issue aggregating to not less than [●] Equity Shares.	[●]	[●]
	Retail Portion: Retail Portion of not less than 40% of the Net Issue aggregating to not less than [●] Equity Shares.	[●]	[●]
<b>D.</b>	<b>Issued, Subscribed and Paid-Up Share Capital after the Issue</b>		
	[●] Equity Shares of face value of ₹ 10 each	[●]	[●]
<b>E.</b>	<b>Securities Premium Account</b>		
	Before the Issue		NIL
	After the Issue <sup>#</sup>		[●]

*# To be finalized upon determination of the Issue Price.*

(1) The present Issue has been authorised by the Board of Directors vide a resolution passed at its meeting held on November 10, 2017, and by the shareholders of our Company vide a special resolution passed pursuant to section 62 of the Companies Act, 2013 at the EGM held on January 20, 2018.

(2) Details of Selling Shareholders:

Sr. No.	Name of Selling Shareholder	Authorisation letter dated	Number of shares held as on the date of this Draft Red Herring Prospectus	Number of shares tendered for OFS
1	Vanaja Tetala	January 18, 2018	1,929,060	Upto 1,234,500
2	Naveen Reddy Tetala	January 18, 2018	1,849,200	Upto 1,183,500
3	Venkata Dhana Reddy Karri	January 18, 2018	1,191,660	Upto 763,000
4	Venkata Dhanasekhar Reddy Karri	January 18, 2018	1,191,660	Upto 763,000
5	Mahalakshmi Kovvuri	January 18, 2018	901,380	Upto 577,000
6	Sridevi Kovvuri	January 18, 2018	992,520	Upto 635,000
7	Basivi Reddy Gudimetla	January 18, 2018	1,802,760	Upto 1,154,000
8	Vijaya Bhaskara Reddy Gudimetla	January 18, 2018	1,769,430	Upto 1,132,500
9	Sudhakar Reddy Karri	January 18, 2018	1,101,660	Upto 705,000
10	Adi Reddy Karri	January 18, 2018	1,101,660	Upto 705,000
11	Bhaskara Raghu Rama Reddy Kovvuri	January 18, 2018	1,010,520	Upto 647,000
12	Venkata Lakshmi Sathi	January 18, 2018	667,680	Upto 427,500
13	Rama Reddy Sathi	January 18, 2018	567,540	Upto 363,500
14	Vijaya Reddy Kovvuri	January 18, 2018	2,670,720	Upto 1,709,500
	<b>Total</b>			<b>Upto 12,000,000</b>

## NOTES TO THE CAPITAL STRUCTURE

### 1. Share Capital History

#### a) Changes in authorised Share Capital

The initial authorised capital of our Company was ₹10 million consisting of 1 million Equity Shares of ₹10 each. Further, the authorised share capital of our Company has been altered in the manner set forth below:

Date of Shareholders' Meeting	Particulars of Change		AGM / EGM
	From	To	
March 15, 2007	₹ 10 million consisting of 1 million Equity Shares of ₹ 10 each	₹ 40 million consisting of 4 million Equity Shares of ₹ 10 each	EGM
February 18, 2008	₹ 40 million consisting of 4 million Equity Shares of ₹ 10 each	₹ 120 million consisting of 12 million Equity Shares of ₹ 10 each	EGM
September 25, 2008	₹ 120 million consisting of 12 million Equity Shares of ₹ 10 each	₹ 200 million consisting of 20 million Equity Shares of ₹ 10 each	AGM
February 10, 2014	₹ 200 million consisting of 20 million Equity Shares of ₹ 10 each	₹ 900 million consisting of 90 million Equity Shares of ₹ 10 each	EGM
August 14, 2015	₹ 900 million consisting of 90 million Equity Shares of ₹ 10 each	₹ 1,250 million consisting of 125 million Equity Shares of ₹ 10 each	AGM

#### b) History of Equity Share Capital of our Company

Date of Allotment of the Equity Shares	No. of Equity Shares allotted	Face value per Equity Share (₹)	Issue Price (₹) per Equity Share	Nature of consideration	Nature of Allotment	Cumulative number of Equity Shares	Cumulative paid-up per Equity Share Capital (₹)	Cumulative security premium (₹ in million)
January 3, 2007	10,000	10	10	Cash	Subscription to Memorandum of Association <sup>(1)</sup>	10,000	100,000	NIL
January 19, 2008	3,955,489	10	10	Cash	Preferential Allotment <sup>(2)</sup>	3,965,489	39,654,890	NIL
March 10, 2008	1,867,980	10	10	Cash	Preferential Allotment <sup>(3)</sup>	5,833,469	58,334,690	NIL
December 3, 2008	766,531	10	10	Cash	Right Issue <sup>(4)</sup>	6,600,000	66,000,000	NIL
January 29, 2009	3,300,000	10	-	Other than cash	Bonus issue in the ratio of 1:2 <sup>(5)</sup>	9,900,000	99,000,000	NIL
March 30, 2009	3,116,000	10	50	Cash	Preferential Allotment <sup>(6)</sup>	13,016,000	130,160,000	124.64
March 22, 2010	1,228,000	10	50	Cash	Right Issue <sup>(7)</sup>	14,244,000	142,440,000	173.76
February 25, 2014	71,220,000	10	-	Other than cash	Bonus issue in the ratio of 5:1 <sup>(8)</sup>	85,464,000	854,640,000	NIL

Note: The details of allottees for the above table are as under:

Allottees	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
	Subscrip tion	Allotment	Allotment	Allotment on Rights basis	Bonus issue in the ratio of 1:2	Allotment	Allotment on Right basis	Bonus issue in the ratio of 1:5
Papa Reddy Kovvuri	4,000	114,965	56,040	24,995	100,000	-	36,840	1,684,200
Venkata Mukunda Reddy Karri	3,000	175,447	84,059	37,494	150,000	-	55,260	2,831,300
Rajasekhar Reddy Kovvuri	3,000	175,447	84,059	37,494	150,000	-	55,260	2,777,700
Vinodhabala Kovvuri	-	172,499	81,257	31,244	142,500	-	53,420	2,554,600
Surayamma Kovvuri	-	138,792	65,380	25,928	115,050	-	42,980	2,065,650
Satyanarayana Reddy Kovvuri S/o Veera Raghava Reddy Kovvuri	-	132,844	62,577	25,579	110,500	-	53,420	2,767,550
Jyothirmai Seshu Kumari Kovvuri	-	118,964	56,040	23,096	99,050	-	49,120	2,376,350
Veera Venkata Kumari Tadi	-	118,965	56,039	22,996	99,000	-	-	-
Vijaya Reddy Kovvuri	-	118,964	56,039	22,997	99,000	-	49,120	2,225,600
Venkata Dhana Reddy Karri	-	65,431	30,821	12,648	54,450	-	20,260	993,050
Adi Reddy Karri	-	65,430	30,822	12,648	54,450	-	20,260	918,050
Venkata Dhanasekhar Reddy Karri	-	65,430	30,822	12,648	54,450	-	20,260	993,050
Sudhakar Reddy Karri	-	65,431	30,822	12,647	54,450	-	20,260	918,050
Ramachandra Reddy Kovvuri	-	113,016	53,237	21,747	94,000	-	-	-
Satyanarayana Reddy Kovvuris/o Late Ramachandra Reddy Kovvuri	-	89,224	42,030	17,246	74,250	-	39,910	2,923,300
Anjana Devi Kovvuri	-	79,310	37,359	15,431	66,050	-	36,840	1,274,950
Sudhatri Kovvuri	-	79,310	37,360	15,330	66,000	-	35,000	1,165,000
Vijaya Lakshmi Karri	-	170,516	80,323	31,161	141,000	-	52,800	2,379,000
Satyanarayana Reddy Karri	-	158,620	74,719	30,661	132,000	-	49,120	2,725,600
Lakshmi Kantham Karri	-	138,792	65,380	25,628	114,900	-	42,980	1,938,400
Mangayamma Kovurri	-	118,965	56,039	21,086	98,045	-	36,840	1,654,875
Satyanarayana	-	118,965	56,040	22,995	99,000	-	55,260	-

Reddy Kovvuri s/o Papa Reddy Kovvuri								2,998,875
Lalitha Kovvuri	-	113,016	53,237	21,747	94,000	-	47,280	1,746,400
Venkata Reddy Nallamilli	-	99,138	46,699	19,173	82,505	-	-	-
Bhaskara Raghu Rama Reddy Kovvuri	-	59,482	28,020	12,498	50,000	-	18,420	842,100
Sridevi Kovvuri	-	59,482	28,020	10,498	49,000	-	18,420	827,100
Mahalakshmi Kovvuri	-	53,534	25,217	10,349	44,550	-	16,580	751,150
VenkataReddy Tetala	-	103,103	48,567	23,330	87,500	-	31,920	1,602,100
Manikayamma Tetala	-	109,051	51,370	17,679	89,050	-	33,770	1,504,600
Srinivasa Reddy Velagala	-	79,310	37,360	15,330	66,000	-	24,560	2,292,150
Subba Lakshmi Velagala	-	59,482	28,020	11,498	49,500	-	18,420	834,600
Satyanarayana Reddy Velagala	-	73,362	34,557	14,181	61,050	-	22,720	-
Basivi Reddy Gudimetla	-	107,068	50,435	20,697	89,100	-	33,160	1,502,300
Vijaya Bhaskara Reddy Gudimetla	-	105,085	49,502	20,313	87,450	-	32,540	1,474,450
Naveen Reddy Tetala	-	99,137	46,700	19,163	82,500	-	30,700	1,541,000
Vanaja Tetala	-	93,189	43,897	18,014	77,550	-	28,860	1,607,550
Satyanarayana Reddy Medapati	-	39,655	18,680	-	-	-	-	-
Kalyana Chakravarthi Medapati	-	33,707	15,878	6,515	28,050	-	10,440	-
Venkata Lakshmi Sathi	-	39,655	18,680	7,665	33,000	-	12,280	556,400
Rama Reddy Sathi	-	33,706	15,877	6,517	28,050	-	10,440	472,950
Mangayamma Medapati	-	-	-	7,665	33,000	-	12,280	-
Cresco Technologies Pvt Limited (Now Cresco Technology LLP )	-	-	-	-	-	3,116,000	-	13,500,000

**c) Issue of Equity Shares for consideration other than cash or out of revaluation reserves:**

Except as set out below we have not issued Equity Shares for consideration other than cash:

Date of allotment	Number of Equity Shares allotted	Face value(₹)	Nature of consideration	Reasons for allotment	Benefit accrued to our Company
January 29,	3,300,000	10	Other than cash	Bonus issue in the ratio of 1:2 authorised by	-



Date of allotment	Number of Equity Shares allotted	Face value(₹)	Nature of consideration	Reasons for allotment	Benefit accrued to our Company
2009*				our Board, pursuant to a resolution passed at its meeting held on January 29, 2009, and by our Shareholders pursuant to a resolution passed at the EGM held on January 29, 2009#	
February 25, 2014**	71,220,000	10	Other than cash	Bonus issue in the ratio of 5:1 authorised by our Board, pursuant to a resolution passed at its meeting held on February 25, 2014, and by our Shareholders pursuant to a resolution passed at the EGM held on February 25, 2014#	-

\* For list of allottees see details of allottees of paragraph titled History of Equity Share Capital of our Company mentioned above.

\*\* For list of allottees see details of allottees of paragraph titled History of Equity Share Capital of our Company mentioned above.

# Allotment of bonus issue to holders of Equity Shares undertaken through capitalisation of the securities premium account and /or free reserves of our Company.

- As on date of this Draft Red Herring Prospectus, our Company has not allotted any Equity Shares pursuant to any scheme approved under Section 391-394 of the Companies Act, 1956 and Sections 230-232 of the Companies Act, 2013.
- Our Company has not revalued its assets since inception and has not issued any Equity Shares by capitalizing any revaluation reserves.
- Our Company has not issued any Equity Shares at a price lower than the Issue Price during a period of one year preceding the date of this Draft Red Herring Prospectus.
- Subject to the SEBI ICDR Regulations, there will be no further issue of Equity Shares whether by way of preferential issue or bonus issue or rights issue or in any other manner during the period commencing from the date of Draft Red Herring Prospectus with the SEBI until the Equity Shares offered through the Red Herring Prospectus have been listed on the Stock Exchanges.
- Our Company presently does not have any intention, proposal, negotiation or consideration to alter its capital structure for a period of six months from the date of Bid/Issue opening of the Issue, by way of split/consolidation of the denomination of Equity Shares or further issue of Equity Shares (including issue of securities convertible into exchangeable, directly or indirectly, for our Equity Shares) whether preferential or otherwise, except that if we acquire companies / business or enter into joint venture(s), we may consider additional capital to fund such activities or to use Equity Shares as a currency for acquisition or participation in such joint ventures. However, our Company has not entered into any acquisitions, joint ventures or strategic alliances as on the date of this Draft Red Herring Prospectus and has not identified any strategic investments or acquisition opportunities.

## 7. Details of Build-up, Contribution and Lock-In of Promoter's Shareholding

### i. Capital build-up of our Promoters as on date of filing of this Draft Red Herring Prospectus

As on the date of this Draft Red Herring Prospectus, the Promoters of our Company, collectively hold 24,488,360 Equity Shares, equivalent to 28.65% of the issued, subscribed and paid-up Equity Share capital of our Company and none of the Equity Shares held by the Promoters are subject to any pledge.

- Set forth below are the details of the build – up of our Promoters' shareholding in our Company since incorporation:

Date of Allotment/ acquisition	Nature of transaction	Number of Equity Shares	Face value per Equity Share (in ₹)	Issue/ transfer price per Equity Share (in ₹)	Nature of consideration (cash/other than cash)	Cumulative number of Equity Shares	% of pre issue capital	% of post issue capital
<b>(A) Papa Reddy Kovvuri</b>								
January 3, 2007	Subscriber to Memorandum	4,000	10	10	Cash	4,000	0.00	●
January 19, 2008	Further Allotment	114,965	10	10	Cash	118,965	0.13	●

Date of Allotment/ acquisition	Nature of transaction	Number of Equity Shares	Face value per Equity Share (in ₹)	Issue / transfer price per Equity Share (in ₹)	Nature of consideration (cash / other than cash)	Cumulative number of Equity Shares	% of pre issue capital	% of post issue capital
March 10, 2008	Further Allotment	56,040	10	10	Cash	175,005	0.07	[●]
December 3, 2008	Rights Issue	24,995	10	10	Cash	200,000	0.03	[●]
January 29, 2009	Bonus issue in theratio of 1:2	100,000	10	-	Other than cash	300,000	0.12	[●]
March 22, 2010	Rights Issue	36,840	10	50	Cash	336,840	0.04	[●]
February 25, 2014	Bonus issue in theratio of 5:1	1,684,200	10	-	Other than cash	2,021,040	1.97	[●]
March 23, 2017	Transfer	(842,100)	10	-	Gift	1,178,940	(0.99)	NA
May 9, 2017	Transfer	(842,100)	10	-	Gift	336,840	(0.99)	NA
	<b>Total</b>	<b>336,840</b>					<b>0.39</b>	
<b>(B) Venkata Mukunda Reddy Karri</b>								
January 3, 2007	Subscriber to Memorandum	3,000	10	10	Cash	3,000	0.00	[●]
January 19, 2008	Further Allotment	175,447	10	10	Cash	178,447	0.21	[●]
March 10, 2008	Further Allotment	84,059	10	10	Cash	262,506	0.10	[●]
December 3, 2008	Rights Issue	37,494	10	10	Cash	3,00,000	0.04	[●]
January 29, 2009	Bonus issue in theratio of 1:2	150,000	10	-	Other than cash	450,000	0.18	[●]
March 22, 2010	Rights Issue	55,260	10	50	Cash	505,260	0.06	[●]
December 15, 2013	Transfer from Mangayamma Medapati	61,000	10	50	Cash	566,260	0.07	[●]
February 25, 2014	Bonus issue in theratio of 5:1	2,831,300	10	-	Other than cash	3,397,560	3.31	[●]
March 23, 2017	Transfer	(2,831,300)	10	-	Gift	566,260	(3.31)	NA
	<b>Total</b>	<b>566,260</b>					<b>0.66</b>	
<b>(C) Rajasekhar Reddy Kovvuri</b>								
January 3, 2007	Subscriber to Memorandum	3,000	10	10	Cash	3,000	0.00	[●]
January 19, 2008	Further Allotment	175,447	10	10	Cash	178,447	0.21	[●]
March 10, 2008	Further Allotment	84,059	10	10	Cash	262,506	0.10	[●]
December 3, 2008	Rights Issue	37,494	10	10	Cash	300,000	0.04	[●]
January 29, 2009	Bonus issue in theratio of 1:2	150,000	10	-	Other than cash	450,000	0.18	[●]
March 22, 2010	Rights Issue	55,260	10	50	Cash	505,260	0.06	[●]
December 15, 2013	Transfer from Mangayamma Medapati	50,280	10	50	Cash	555,540	0.06	[●]
February 25, 2014	Bonus issue in theratio of 5:1	2,777,700	10	-	Other than cash	3,333,240	3.25	[●]
March 23, 2017	Transfer	(2,777,000)	10	-	Gift	556,240	(3.25)	NA
	<b>Total</b>	<b>556,240</b>					<b>0.65</b>	
<b>(D) Cresco Technology LLP</b>								
March 30, 2009	Allotment	3,116,000	10	50	Cash	3,116,000	3.65	[●]
February 22, 2012	Transfer to 14 Shareholders	(416,000)	10	70	Cash	2,700,000	(0.49)	[●]
February 25, 2014	Bonus issue in theratio of 5:1	13,500,000	10	-	Other than cash	16,200,000	15.80	[●]

Date of Allotment/ acquisition	Nature of transaction	Number of Equity Shares	Face value per Equity Share (in ₹)	Issue / transfer price per Equity Share (in ₹)	Nature of consideration (cash/ other than cash)	Cumulative number of Equity Shares	% of pre issue capital	% of post issue capital
<b>Total</b>		<b>16,200,000</b>					<b>18.96</b>	
<b>(E) Satyanarayana Reddy Kovvuri S/o. Veera Raghava Reddy Kovvuri</b>								
January 19, 2008	Preferential Allotment	132,844	10	10	Cash	132,844	0.16	[●]
March 10, 2008	Preferential Allotment	62,577	10	10	Cash	195,421	0.07	[●]
December 3, 2008	Right Issue	25,579	10	10	Cash	221,000	0.03	[●]
January 29, 2009	Bonus Issue	110,500	10	-	Other than cash	331,500	0.13	[●]
March 22, 2010	Right Issue	53,420	10	50	Cash	384,920	0.06	[●]
September 30, 2010	Transfer from Veera Venkata Kumari Tadi	99,000	10	10	Gift	483,920	0.12	[●]
February 22, 2012	Transfer from Cresco Technology Private Limited	25,000	10	70	Cash	508,920	0.03	[●]
December 15, 2013	Transfer from Kalyana Chakravarthi Medapati	44,590	10	50	Cash	553,510	0.05	[●]
February 25, 2014	Bonus Issue	2,767,550	10	-	Other than cash	3,321,060	3.24	[●]
<b>Total</b>		<b>3,321,060</b>					<b>3.89</b>	
<b>(F) Satyanarayana Reddy Kovvuri S/o. Late Ramachandra Reddy Kovvuri</b>								
January 19, 2008	Preferential Allotment	89,224	10	10	Cash	89,224	0.10	[●]
March 10, 2008	Preferential Allotment	42,030	10	10	Cash	131,254	0.05	[●]
December 3, 2008	Right Issue	17,246	10	10	Cash	148,500	0.02	[●]
January 29, 2009	Bonus Issue	74,250	10	-	Other than cash	222,750	0.09	[●]
March 22, 2010	Right Issue	39,910	10	10	Cash	262,660	0.05	[●]
September 30, 2010	Transmission from Ramachandra Reddy Kovvuri	282,000	10	-	-	544,660	0.33	[●]
February 22, 2012	Transfer from Cresco Technology Private Limited	30,000	10	70	Cash	574,660	0.04	[●]
December 15, 2013	Transfer from Kalyana Chakravarthi Medapati	10,000	10	50	Cash	584,660	0.01	[●]
February 25, 2014	Bonus Issue	2,923,300	10	-	Other than cash	3,507,960	3.42	[●]
<b>Total</b>		<b>3,507,960</b>					<b>4.10</b>	

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

- b. The table below presents the shareholding of our Promoter and Promoter Group, who hold Equity Shares as on the date of filing of this Draft Red Herring Prospectus:

Sr. No.	Name of the Shareholders	Pre Issue		Post Issue	
		No. of Equity Shares	Percentage of issued Equity Share capital (%)	No. of Equity Shares	Percentage of issued Equity Share capital (%)
<b>Promoters</b>					
1.	Cresco Technology LLP	16,200,000	18.96	[•]	[•]
2.	Papa Reddy Kovvuri	336,840	0.39	[•]	[•]
3.	Venkata Mukunda Reddy Karri	566,260	0.66	[•]	[•]
4.	Rajasekhar Reddy Kovvuri	556,240	0.65	[•]	[•]
5.	Satyanarayana Reddy Kovvuri S/o. Veera Raghava Reddy Kovvuri	3,321,060	3.89	[•]	[•]
6.	Satyanarayana Reddy Kovvuri S/o. Ramachandra Reddy Kovvuri	3,507,960	4.10	[•]	[•]
<b>Total (A)</b>		<b>24,488,360</b>	<b>28.65</b>		
<b>Promoter Group</b>					
1.	Satyanarayana Reddy KovvuriS/o. Papa Reddy Kovvuri	4,440,750	5.20	[•]	[•]
2.	Satyanarayana Reddy Karri	545,120	0.64	[•]	[•]
3.	Vinodhabala Kovvuri	4,454,020	5.21	[•]	[•]
4.	Jyothirmai Seshu Kumari Kovvuri	2,851,620	3.34	[•]	[•]
5.	Vijaya Lakshmi Karri	5,686,100	6.65	[•]	[•]
6.	Vijaya Reddy Kovvuri	2,670,720	3.12	[•]	[•]
7.	Surayamma Kovvuri	3,867,280	4.53	[•]	[•]
8.	Lakshmi Kantham Karri	2,326,080	2.72	[•]	[•]
9.	Mangayamma Kovvuri	1,985,850	2.32	[•]	[•]
10.	Vanaja Tetala	1,929,060	2.26	[•]	[•]
11.	Manikyamma Tetala	1,805,520	2.11	[•]	[•]
12.	Anjana Devi Kovvuri	1,529,940	1.79	[•]	[•]
13.	Sudhatri Kovvuri	1,398,000	1.64	[•]	[•]
14.	Mahalakshmi Kovvuri	901,380	1.05	[•]	[•]
15.	Venkata LakshmiSathi	667,680	0.78	[•]	[•]
<b>Total (B)</b>		<b>37,059,120</b>	<b>43.36</b>	[•]	[•]
<b>Total</b>		<b>61,547,480</b>	<b>72.02</b>	[•]	[•]

ii. *Details of Promoters contribution locked in for three years.*

Pursuant to Regulation 32 and 36 of the SEBI ICDR Regulations, an aggregate of 20.00% of the fully diluted post-Issue capital of our Company held by the Promoters shall be locked in for a period of three years from the date of Allotment.

The lock-in of the Minimum Promoters' Contribution would be created as per applicable laws and procedures and details of the same shall also be provided to the Stock Exchanges before the listing of the Equity Shares.

Following are the details of Minimum Promoters' Contribution:

Name of the Promoter	Number of Equity Shares locked-in	Date of Allotment / Transfer	Face value (in ₹)	Issue Price/ Acquisition Price per equity share (in ₹)	% of fully diluted post-Issue paid-up capital
Papa Reddy Kovvuri (A)	[•]	[•]	10	[•]	[•]
<b>SUB TOTAL(A)</b>					
Venkata Mukunda Reddy Karri (B)	[•]	[•]	10	[•]	[•]
<b>SUB TOTAL(B)</b>					
Rajasekhar Reddy Kovvuri (C)	[•]	[•]	10	[•]	[•]
<b>SUB TOTAL(C)</b>					
Cresco Technology LLP(D)	[•]	[•]	10	[•]	[•]
<b>SUB TOTAL(D)</b>					
Satyanarayana Reddy Kovvuri S/o. Veera Raghava Reddy Kovvuri (E)	[•]	[•]	10	[•]	[•]
<b>SUB TOTAL(E)</b>					

Name of the Promoter	Number of Equity Shares locked-in	Date of Allotment / Transfer	Face value (in ₹)	Issue Price/ Acquisition Price per equity share (in ₹)	% of fully diluted post-Issue paid-up capital	
Satyanarayana Reddy	[•]	[•]	10	[•]	[•]	
Kovvuri S/o. Ramachandra Reddy Kovvuri (F)	SUB TOTAL(F)					[•]
<b>TOTAL</b>	[•]				[•]	
<b>(A)+(B)+(C)+(D)+(E)+(F)</b>						

The Promoter's Contribution has been brought to the extent of not less than the specified minimum lot and from persons defined as 'promoter' under the SEBI ICDR Regulations.

The Equity Shares that are being locked-in are not, and will not be, ineligible for computation of Promoters' Contribution under Regulation 33 of the SEBI ICDR Regulations. In this computation, as per Regulation 33 of the SEBI ICDR Regulations, our Company confirms that the Equity Shares which are being locked-in do not, and shall not, consist of:

- Equity Shares acquired three years before the filing of the Draft Red Herring Prospectus with SEBI for consideration other than cash and revaluation of assets or capitalisation of intangible assets, involved in such transactions or resulting from a bonus issue by utilization of revaluation reserves or unrealised profits of our Company or from bonus issue against Equity Shares which are ineligible for computation of Minimum Promoters' Contribution;
- Equity Shares acquired by our Promoters during the preceding one year, at a price lower than the price at which Equity Shares are being offered to the public in the Issue;
- Equity Shares for which specific written consent has not been obtained from the respective shareholders for inclusion of their subscription in the Minimum Promoter's Contribution subject to lock-in;
- Equity Shares held by our Promoters that are subject to any pledge.

Our Company has not been formed by the conversion of a partnership firm into a company in the past one year and thus, no Equity Shares have been issued to our Promoters upon conversion of a partnership firm in the past one year. All the Equity Shares held by the Promoters and the members of the Promoter Group are held in dematerialized form.

In terms of undertaking executed by our Promoters, Equity Shares forming part of Promoter's Contributions subject to lock in will not be disposed/ sold/ transferred by our Promoters during the period starting from the date of filing of this Draft Red Herring Prospectus with RoC till the date of commencement of lock in period as stated in this Draft Red Herring Prospectus.

Other than the Equity Shares locked-in as Promoter's Contribution for a period of three years as stated in the table above, the entire pre-Issue capital of our Company, except the Equity Shares subscribed to and allotted pursuant to the Offer for Sale, including the excess of minimum Promoters' Contribution, as per Regulation 36 and 37 of the SEBI ICDR Regulations, shall be locked in for a period of one year from the date of Allotment of Equity Shares in the Issue. Additionally, any unsubscribed portion of the Offer for Sale being offered by the Selling Shareholders would also be locked-in for one year from the date of Allotment. Such lock-in of the Equity Shares would be created as per the bye laws of the Depositories.

#### ***Other requirements in respect of 'lock-in'***

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

In terms of Regulation 40 of the SEBI ICDR Regulations, the Equity Shares held by our Promoters which are locked in as per the provisions of Regulation 36 of the SEBI ICDR Regulations, may be transferred to and

amongst Promoters / members of the Promoter Group or to a new promoter or persons in control of our Company, subject to continuation of lock-in in the hands of transferees for the remaining period and compliance of Takeover Code, as applicable.

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

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

An oversubscription to the extent of 10% of the Issue can be retained for the purposes of rounding off to the nearer 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 the Promoter and subject to lock-in shall be suitably increased so as to ensure that 20% of the Post Issue paid-up capital is locked in for 3 years.

### iii. Details of the share capital held by the Selling Shareholders of our Company

Date of transaction	Nature of transaction	Number of Equity Shares	Face value (₹)	Issue price (₹)	Nature of consideration
<b>Vanaja Tetala</b>					
January 19, 2008	Preferential Allotment	93,189	10	10	Cash
March 10, 2008	Preferential Allotment	43,897	10	10	Cash
December 3, 2008	Rights Issue	18,014	10	10	Cash
January 29, 2009	Bonus Issue	77,550	10	-	Other than cash
March 22, 2010	Rights Issue	28,860	10	50	Cash
February 22, 2012	Transfer from Cresco Technology Private Limited	20,000	10	70	Cash
December 15, 2013	Transfer from Medapati Kalyana Chakravarthi	40,000	10	50	Cash
February 25, 2014	Bonus Issue	1,607,550	10	-	Other than cash
<b>Total</b>		<b>1,929,060</b>			
<b>Naveen Reddy Tetala</b>					
January 19, 2008	Preferential Allotment	99,137	10	10	Cash
March 10, 2008	Preferential Allotment	46,700	10	10	Cash
December 3, 2008	Rights Issue	19,163	10	10	Cash
January 29, 2009	Bonus Issue	82,500	10	-	Other than cash
March 22, 2010	Rights Issue	30,700	10	50	Cash
February 22, 2012	Transfer from Cresco Technology Private Limited	30,000	10	70	Cash
February 25, 2014	Bonus Issue	1,541,000	10	-	Other than cash
<b>Total</b>		<b>1,849,200</b>			
<b>Venkata Dhana Reddy Karri</b>					
January 19, 2008	Preferential Allotment	65,431	10	10	Cash
March 10, 2008	Preferential Allotment	30,821	10	10	Cash
December 3, 2008	Rights Issue	12,648	10	10	Cash
January 29, 2009	Bonus Issue	54,450	10	-	Other than cash
March 22, 2010	Rights Issue	20,260	10	50	Cash
February 22, 2012	Transfer from Cresco Technology Private Limited	15,000	10	70	Cash
February 25, 2014	Bonus Issue	993,050	10	-	Other than cash
<b>Total</b>		<b>1,191,660</b>			
<b>Venkata Dhanasekhar Reddy Karri</b>					
January 19, 2008	Preferential Allotment	65,430	10	10	Cash
March 10, 2008	Preferential Allotment	30,822	10	10	Cash
December 3, 2008	Rights Issue	12,648	10	10	Cash
January 29, 2009	Bonus Issue	54,450	10	-	Other than cash
March 22, 2010	Rights Issue	20,260	10	50	Cash
February 22, 2012	Transfer from Cresco Technology Private Limited	15,000	10	70	Cash

Date of transaction	Nature of transaction	Number of Equity Shares	Face value (₹)	Issue price (₹)	Nature of consideration
February 25, 2014	Bonus Issue	993,050	10	-	Other than cash
<b>Total</b>		<b>1,191,660</b>			
<b>Sridevi Kovvuri</b>					
January 19, 2008	Preferential Allotment	59,482	10	10	Cash
March 10, 2008	Preferential Allotment	28,020	10	10	Cash
December 3, 2008	Rights Issue	10,498	10	10	Cash
January 29, 2009	Bonus Issue	49,000	10	-	Other than cash
March 22, 2010	Rights Issue	18,420	10	50	Cash
February 25, 2014	Bonus Issue	827,100	10	-	Other than cash
<b>Total</b>		<b>992,520</b>			
<b>Basivi Reddy Gudimetla</b>					
January 19, 2008	Preferential Allotment	107,068	10	10	Cash
March 10, 2008	Preferential Allotment	50,435	10	10	Cash
December 3, 2008	Rights Issue	20,697	10	10	Cash
January 29, 2009	Bonus Issue	89,100	10	-	Other than cash
March 22, 2010	Rights Issue	33,160	10	50	Cash
February 25, 2014	Bonus Issue	1,502,300	10	-	Other than cash
<b>Total</b>		<b>1,802,760</b>			
<b>Vijaya Bhaskara Reddy Gudimetla</b>					
January 19, 2008	Preferential Allotment	105,085	10	10	Cash
March 10, 2008	Preferential Allotment	49,502	10	10	Cash
December 3, 2008	Rights Issue	20,313	10	10	Cash
January 29, 2009	Bonus Issue	87,450	10	-	Other than cash
March 22, 2010	Rights Issue	32,540	10	50	Cash
February 25, 2014	Bonus Issue	1,474,450	10	-	Other than cash
<b>Total</b>		<b>1,769,340</b>			
<b>Sudhakar Reddy Karri</b>					
January 19, 2008	Preferential Allotment	65,431	10	10	Cash
March 10, 2008	Preferential Allotment	30,822	10	10	Cash
December 3, 2008	Rights Issue	12,647	10	10	Cash
January 29, 2009	Bonus Issue	54,450	10	-	Other than cash
March 22, 2010	Rights Issue	20,260	10	50	Cash
February 25, 2014	Bonus Issue	918,050	10	-	Other than cash
<b>Total</b>		<b>1,101,660</b>			
<b>Adi Reddy Karri</b>					
January 19, 2008	Preferential Allotment	65,430	10	10	Cash
March 10, 2008	Preferential Allotment	30,822	10	10	Cash
December 3, 2008	Rights Issue	12,648	10	10	Cash
January 29, 2009	Bonus Issue	54,450	10	-	Other than cash
March 22, 2010	Rights Issue	20,260	10	50	Cash
February 25, 2014	Bonus Issue	918,050	10	-	Other than cash
<b>Total</b>		<b>1,101,660</b>			
<b>Bhaskara Raghu Rama Reddy Kovvuri</b>					
January 19, 2008	Preferential Allotment	59,482	10	10	Cash
March 10, 2008	Preferential Allotment	28,020	10	10	Cash
December 3, 2008	Rights Issue	12,498	10	10	Cash
January 29, 2009	Bonus Issue	50,000	10	-	Other than cash
March 22, 2010	Rights Issue	18,420	10	50	Cash
February 25, 2014	Bonus Issue	842,100	10	-	Other than cash
<b>Total</b>		<b>1,010,520</b>			
<b>Venkatalakshmi Sathi</b>					
January 19, 2008	Preferential Allotment	39,655	10	10	Cash
March 10, 2008	Preferential Allotment	18,680	10	10	Cash
December 3, 2008	Rights Issue	7,665	10	10	Cash
January 29, 2009	Bonus Issue	33,000	10	-	Other than cash
March 22, 2010	Rights Issue	12,280	10	50	Cash
February 25, 2014	Bonus Issue	556,400	10	-	Other than cash
<b>Total</b>		<b>667,680</b>			
<b>Rama Reddy Sathi</b>					
January 19, 2008	Preferential Allotment	33,706	10	10	Cash
March 10, 2008	Preferential Allotment	15,877	10	10	Cash
December 3, 2008	Right Issue	6,517	10	10	Cash
January 29, 2009	Bonus Issue	28,050	10	-	Other than cash
March 22, 2010	Right Issue	10,440	10	50	Cash
February 25, 2014	Bonus Issue	472,950	10	-	Other than cash

Date of transaction	Nature of transaction	Number of Equity Shares	Face value (₹)	Issue price (₹)	Nature of consideration
<b>Total</b>		<b>567,540</b>			
<b>Mahalakshmi Kovvuri</b>					
January 19, 2008	Preferential Allotment	53,534	10	10	Cash
March 10, 2008	Preferential Allotment	25,217	10	10	Cash
December 3, 2008	Rights Issue	10,349	10	10	Cash
January 29, 2009	Bonus Issue	44,550	10	-	Other than cash
March 22, 2010	Rights Issue	16,580	10	50	Cash
February 25, 2014	Bonus Issue	751,150	10	-	Other than cash
<b>Total</b>		<b>901,380</b>			
<b>Vijaya Reddy Kovvuri</b>					
January 19, 2008	Preferential Allotment	118,964	10	10	Cash
March 10, 2008	Preferential Allotment	56,039	10	10	Cash
December 3, 2008	Rights Issue	22,997	10	10	Cash
January 29, 2009	Bonus Issue	99,000	10	-	Other than cash
March 22, 2010	Rights Issue	49,120	10	50	Cash
September 30, 2010	Transfer from Veera Venkata Kumari Tadi	99,000	10	10	Cash
February 25, 2014	Bonus Issue	2,225,600	10	-	Other than cash
<b>Total</b>		<b>2,670,720</b>			

iv. **Lock-in of Equity Shares held by the Selling Shareholders**

Except for Equity Shares which are proposed to be transferred as part of the Offer for Sale by the Selling Shareholders, the entire pre-Issue shareholding of Selling Shareholders shall be locked in for a period of one year from the date of allotment of Equity Shares in the Issue as provided under the SEBI ICDR Regulations.

v. **Lock-in of Equity Shares Allotted to Anchor Investors**

Equity Shares Allotted to Anchor Investors, in the Anchor Investor Portion if any, shall be locked-in for a period of 30 days from the date of Allotment.

The Equity Shares held by persons other than our Promoters and locked-in for a period of one year from the date of Allotment may be transferred to any other person holding the Equity Shares which are locked-in, subject to the continuation of the lock-in in the hands of transferees for the remaining period and compliance with the SEBI Takeover Regulations.

**8. Shareholding Pattern of our Company**

a. The table below represents the shareholding pattern of our Company as on the date of this Draft Red Herring Prospectus:

Category of Shareholder	No. of Shareholders	Total No. of Shares	Total No. of Shares held in Dematerialized Form	Total Shareholding as a % of Total No. of Shares		Shares pledged or otherwise encumbered	
				As a % of (A+B)	As a % of (A+B+C)	Number of shares	As a % of Total No. of Shares
<b>(A) Shareholding of Promoter and Promoter Group</b>							
<b>Indian</b>							
a. Individual/Hindu Undivided Family	20	45,347,480	45,347,480	53.06	53.06	0	0.00
b. Central Government/ State Governments	0	0	0	0.00	0.00	0	0.00



Category of Shareholder	No. of Shareholders	Total No. of Shares	Total No. of Shares held in Dematerialized Form	Total Shareholding as a % of Total No. of Shares		Shares pledged or otherwise encumbered	
				As a % of (A+B)	As a % of (A+B+C)	Number of shares	As a % of Total No. of Shares
c. Bodies Corporate	1	16,200,000	16,200,000	18.96	18.96	0	0.00
d. Financial Institutions / Banks	0	0	0	0.00	0.00	0	0.00
e. Any other	0	0	0	0.00	0.00	0	0.00
<b>Sub Total A(1)</b>	<b>21</b>	<b>61,547,480</b>	<b>61,547,480</b>	<b>72.02</b>	<b>72.02</b>	<b>0</b>	<b>0.00</b>
<b>Foreign</b>							
a. Individual (Non resident Individuals / Foreign individuals)	0	0	0	0.00	0.00	0	0.00
b. Bodies Corporate	0	0	0	0.00	0.00	0	0.00
c. Institutions	0	0	0	0.00	0.00	0	0.00
d. Qualified Foreign Investor	0	0	0	0.00	0.00	0	0.00
e. Any other (Specify)							
<b>Sub Total A(2)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0.00</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>
<b>Total shareholding of Promoter and Promoter Group (A)= A(1) +A(2)</b>	<b>21</b>	<b>61,547,480</b>	<b>61,547,480</b>	<b>72.02</b>	<b>72.02</b>	<b>0</b>	<b>0.00</b>
<b>(B) Public Shareholding</b>							
<b>(I) Institutions</b>							
a. Mutual Funds/ UTI	0	0	0	0.00	0.00	0	0.00
b. Financial Institutions / Banks	0	0	0	0.00	0.00	0	0.00
c. Central Government/ State Governments	0	0	0	0.00	0.00	0	0.00
d. Venture capital Funds	0	0	0	0.00	0.00	0	0.00
e. Insurance Companies	0	0	0	0.00	0.00	0	0.00
f. Foreign Institutional Investors	0	0	0	0.00	0.00	0	0.00
g. Foreign Venture Capital Investors	0	0	0	0.00	0.00	0	0.00
h. Qualified Foreign Investor	0	0	0	0.00	0.00	0	0.00
i. Any other (Specify)	0	0	0	0.00	0.00	0	0.00
<b>Sub Total B(1)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0.00</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>
<b>B(2) Non-Institutions</b>							
a. Bodies Corporate	0	0	0	0.00	0.00	0	0.00
b. Individuals							

Category of Shareholder	No. of Shareholders	Total No. of Shares	Total No. of Shares held in Dematerialized Form	Total Shareholding as a % of Total No. of Shares		Shares pledged or otherwise encumbered	
				As a % of (A+B)	As a % of (A+B+C)	Number of shares	As a % of Total No. of Shares
(i) Individual Shareholders holding Nominal Share Capital upto ₹1 Lac	0	0	0	0.00	0.00	0	0.00
(ii) Individual Shareholders holding Nominal Share Capital in excess of ₹1 Lac	15	23,916,520	23,916,520	27.98	27.98	0	0.00
c. Qualified Foreign Investors	0	0	0	0.00	0.00	0	0.00
d. Any Other (specify)							
(-i) HUF	0	0	0	0.00	0.00	0	0.00
(ii) Non Resident Indians	0	0	0	0.00	0.00	0	0.00
(iii) Clearing Member	0	0	0	0.00	0.00	0	0.00
<b>Sub Total B(2)</b>	<b>15</b>	<b>23,916,520</b>	<b>23,916,520</b>	<b>27.98</b>	<b>27.98</b>	<b>0</b>	<b>0.00</b>
<b>Total Public Shareholding (B)= B(1)+B(2)</b>	<b>15</b>	<b>23,916,520</b>	<b>23,916,520</b>	<b>27.98</b>	<b>27.98</b>	<b>0</b>	<b>0.00</b>
<b>TOTAL (A) + (B)</b>	<b>36</b>	<b>85,464,000</b>	<b>85,464,000</b>	<b>100.00</b>	<b>100.00</b>	<b>0</b>	<b>0.00</b>
<b>(C) Non-Promoter Non-Public</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0.00</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>
<b>Sub Total C</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0.00</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>
<b>Grand Total (A) + (B) + (C)</b>	<b>36</b>	<b>85,464,000</b>	<b>85,464,000</b>	<b>100.00</b>	<b>100.00</b>	<b>0</b>	<b>0.00</b>

**b. Aggregate Shareholding of our Promoter and Promoter Group as on the date of this Draft Red Herring Prospectus–**

Sr. No.	Name	No. of Equity Shares	Per cent of pre- Issue Equity Share Capital (%)	Per cent of post-Issue Equity Share Capital (%)
1.	Cresco Technology LLP	16,200,000	18.96	●
2.	Papa Reddy Kovvuri	336,840	0.39	●
3.	Venkata Mukunda Reddy Karri	566,260	0.66	●
4.	Rajasekhar Reddy Kovvuri	556,240	0.65	●
5.	Satyanarayana Reddy Kovvuri*	4,440,750	5.20	●
6.	Satyanarayana Reddy Kovvuri**	3,507,960	4.10	●
7.	Satyanarayana Reddy Kovvuri***	3,321,060	3.89	●
8.	Satyanarayana Reddy Karri	545,120	0.64	●
9.	Vinodha Bala Kovvuri	4,454,020	5.21	●
10.	Jyothirmai Seshu Kumari Kovvuri	2,851,620	3.34	●
11.	Vijaya Lakshmi Karri	5,686,100	6.65	●
12.	Vijaya Reddy Kovvuri	2,670,720	3.12	●
13.	Surayamma Kovvuri	3,867,280	4.53	●
14.	Lakshmi Kantham Karri	2,326,080	2.72	●
15.	Mangayamma Kovvuri	1,985,850	2.32	●
16.	Vanaja Tetala	1,929,060	2.26	●
17.	Manikyamma Tetala	1,805,520	2.11	●
18.	Anjana Devi Kovvuri	1,529,940	1.79	●
19.	Sudhatri Kovvuri	1,398,000	1.64	●
20.	Mahalakshmi Kovvuri	901,380	1.05	●

21.	Venkata LakshmiSathi	667,680	0.78	●
	<i>*Son of Papa Reddy Kovvuri</i>			
	<i>**Son of Late Ramachandra Reddy Kovvuri</i>			
	<i>*** Son of Veera Raghva Reddy Kovvuri</i>			

Our Company has not issued any depository receipts and hence does not have any outstanding depository receipts and locked-in Equity Shares.

**c. Aggregate shareholding of the shareholders in the public category as on the date of this Draft Red Herring Prospectus:**

Sr. No.	Name	No. of Equity Shares	Percentage of shareholding (%)
1.	Srinivasa Reddy Velagala	2,750,580	3.22
2.	Basivi Reddy Gudimetla *	1,802,760	2.11
3.	Vijaya Bhaskara Reddy Gudimetla *	1,769,340	2.07
4.	Venkata Dhana Reddy Karri *	1,191,660	1.39
5.	Venkata Dhanasekhar Reddy Karri *	1,191,660	1.39
6.	Adi Reddy Karri *	1,101,660	1.29
7.	Sudhakar Reddy Karri *	1,101,660	1.29
8.	Bhaskara Raghu Rama Reddy Kovvuri *	1,010,520	1.18
9.	Subba Lakshmi Velagala	1,001,520	1.17
10.	Sridevi Kovvuri *	992,520	1.16
11.	Rama Reddy Sathi *	567,540	0.66
12.	Naveen Reddy Tetala *	1,849,200	2.16
13.	Venkata Reddy Tetala	1,922,500	2.25
14.	Lalitha Kovvuri	2,937,780	3.44
15.	Ghana Shravya Reddy Karri	2,725,600	3.19
	<b>Total</b>	<b>23,916,520</b>	<b>27.98</b>

*\* The respective Selling Shareholders have offered to sell a part of their shareholding in the Offer for Sale.*

**9. Equity Shares held by top ten shareholders**

**a) Particulars of the top ten shareholders as on the date of filing of this Draft Red Herring Prospectus.**

Sr. No.	Name of Shareholders	Number of Equity Shares	% of Total Paid-Up Capital
1.	Cresco Technology LLP	1,62,00,000	18.96
2.	Vijayalakshmi Karri	5,686,100	6.65
3.	Vinodabala Kovvuri	4,454,020	5.21
4.	Satyanarayana Reddy Kovvuri *	4,440,750	5.20
5.	Surayamma Kovvuri	3,867,280	4.53
6.	Satyanarayana Reddy Kovvuri **	35,07,960	4.10
7.	Satyanarayana Reddy Kovvuri ***	3,321,060	3.89
8.	Lalitha Kovvuri	2,937,780	3.44
9.	Jyothirmaiseshu Kumari	2,851,620	3.34
10.	Srinivasa Reddy Velagala	2,750,580	3.22
	<b>Total</b>	<b>50,017,150</b>	<b>58.52</b>

*\*Son of Papa Reddy Kovvuri;*

*\*\*Son of Late Ramachandra Reddy Kovvuri;*

*\*\*\*Son of Veera Raghava Reddy Kovvuri*

**b) Particulars of top ten shareholders ten days prior to the date of filing of this Draft Red Herring Prospectus.**

Sr. No.	Name of Shareholders	Number of Equity Shares	% of Total Paid-Up Capital
1.	Cresco Technology LLP	1,62,00,000	18.96
2.	Vijayalakshmi Karri	5,686,100	6.65
3.	Vinodabala Kovvuri	4,454,020	5.21
4.	Satyanarayana Reddy Kovvuri *	4,440,750	5.20
5.	Surayamma Kovvuri	3,867,280	4.53
6.	Satyanarayana Reddy Kovvuri **	35,07,960	4.10
7.	Satyanarayana Reddy Kovvuri ***	3,321,060	3.89
8.	Lalitha Kovvuri	2,937,780	3.44

Sr. No.	Name of Shareholders	Number of Equity Shares	% of Total Paid-Up Capital
9.	Jyothirmaiseshu Kumari	2,851,620	3.34
10.	Srinivasa Reddy Velagala	2,750,580	3.22
<b>Total</b>		<b>50,017,150</b>	<b>58.52</b>

\*Son of Papa Reddy Kovvuri;

\*\*Son of Late Ramachandra Reddy Kovvuri;

\*\*\*Son of Veera Raghava Reddy Kovvuri

**c) Particulars of the top ten shareholders two years prior to the date of filing of this Draft Red Herring Prospectus.**

Sr. No.	Name of Shareholders	Number of Equity Shares	% of Total Paid-Up Capital
1.	Cresco Technology LLP	1,62,00,000	18.96
2.	Satyanarayana Reddy Kovvuri*	35,98,650	4.21
3.	Satyanarayana Reddy Kovvuri**	35,07,960	4.10
4.	Venkata Mukunda Reddy Karri	33,97,560	3.98
5.	Rajasekhar Reddy Kovvuri	33,33,240	3.90
6.	Satyanarayana Reddy Kovvuri***	33,21,060	3.89
7.	Satyanarayana Reddy Karri	32,70,720	3.83
8.	Vinodha Bala Kovvuri	30,65,520	3.59
9.	Vijaya Lakshmi Karri	28,54,800	3.34
10.	Jyothirmayi Seshu Kumari Kovvuri	28,51,620	3.34
<b>Total</b>		<b>45,401,530</b>	<b>53.12</b>

\*Son of Papa Reddy Kovvuri;

\*\*Son of Late Ramachandra Reddy Kovvuri;

\*\*\*Son of Veera Raghava Reddy Kovvuri

- 10.** Except as disclosed below, there has been no sale, purchase or subscription of our Company's securities by our Promoter, Promoter Group and our Directors within three years immediately preceding the date of this Draft Red Herring Prospectus, which in aggregate is equal to or greater than 1.00% of the pre-Issue capital of our Company:

Name of the Shareholder	Promoter/Promoter Group/Director	Nature of transaction	Date	Total no. of Equity Shares purchased/ subscribed / sold	% of pre-Issue Equity Share capital
Papa Reddy Kovvuri	Promoter and Director	Gift	March 23, 2017	(842,100)	0.99
Papa Reddy Kovvuri	Promoter and Director	Gift	May 9, 2017	(842,100)	0.99
Venkata Mukunda Reddy Karri	Promoter and Director	Gift	March 23, 2017	(2,831,300)	3.31
Rajasekhar Reddy Kovvuri	Promoter and Director	Gift	March 23, 2017	(2,777,000)	3.25
Satyanarayana Reddy Kovvuri	Promoter Group	Gift	March 23, 2017	842,100	0.99
Lalitha Kovvuri	Promoter Group	Gift	May 9, 2017	842,100	0.99
Vijayalakshmi Karri	Promoter Group	Gift	March 23, 2017	1,415,650	1.66
Satyanarayana Reddy Karri	Promoter Group	Gift	March 23, 2017	1,415,650	1.66
Surayamma Kovvuri	Promoter Group	Gift	March 23, 2017	1,388,500	1.63
Vinodabala Kovvuri	Promoter Group	Gift	March 23, 2017	1,388,500	1.63
Satyanarayana Reddy Karri	Promoter Group	Gift	March 28, 2017	(4,141,250)	4.85
Vijayalakshmi Karri	Promoter Group	Gift	March 28, 2017	1,415,650	1.66
Ghana Shravya Reddy Karri	Promoter Group	Gift	March 28, 2017	27,25,600	3.19

- 11.** Our Company has not issued any Equity Shares under any employee stock option scheme or employee stock purchase scheme.

- 12.** The Equity Shares, which are subjected to lock-in, shall carry the inscription "non-transferable" and the non-transferability details shall be informed to the depository. The details of lock-in shall also be provided to the Stock Exchanges before the listing of the Equity Shares.

13. During the six months preceding the date of filing this Draft Red Herring Prospectus with SEBI, there are no transactions in our Equity Shares, which have been purchased/ (sold) by our Promoters, persons in promoter group or by the directors of our Promoter Company or by the Directors of our Company and their immediate relatives (as defined under sub-clause (zb) sub-regulation (1) Regulation 2 of the SEBI (ICDR) Regulations, 2009).
14. 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 this Draft Red Herring Prospectus.
15. All the existing Equity Shares are fully paid-up and as on the date of this Draft Red Herring Prospectus, there are no partly paid-up Equity Shares.
16. Our Company, our Promoters, our Directors and the BRLM 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. There are no safety net arrangements for this public issue.
17. The Equity Shares offered through this public issue shall be made fully paid-up or maybe forfeited within 12 months from the date of allotment of securities in the manner specified in Regulation 17 of SEBI ICDR Regulations, 2009.
18. The Issue is being made through the Book Building Process wherein upto 25% of the Net Issue shall be available for allocation to QIBs. For details, see chapter titled “*IssueProcedure*” beginning on page 504 of this Draft Red Herring Prospectus. Further, 5% of the Net QIB Portion shall be available for allocation on a proportionate basis to mutual funds only. Further, not less than 35% of the Net Issue will be available for allocation on a proportionate basis to Non-Institutional Bidders and not less than 40% of the Net Issue will be available for allocation to Retail Individual Bidders, subject to valid Bids being received from them at or above the Issue Price.
19. Subject to valid Bids being received at or above the Issue Price, under subscription, if any, in any category, except the QIB portion would be met with spill-over from the other categories or a contribution of categories (including the Employee Reservation Portion) at the discretion of our Company and the Selling Shareholders in consultation with the BRLM and the Designated Stock Exchange. Under-subscription, if any, in the Employee Reservation Portion will be added back to the Net Issue Portion.
20. As on date of this Draft Red Herring Prospectus there are no outstanding warrants, options or rights to convert debentures loans or other financial instruments into our Equity Shares.
21. There shall be only one denomination of Equity Shares of our Company at any given time, unless otherwise permitted by law. Our Company shall comply with disclosure and accounting norms as may be prescribed by SEBI from time to time.
22. A Bidder cannot make a Bid for more than the number of Equity Shares offered in this Issue, subject to maximum limit of investment prescribed under relevant laws applicable to each category of investors.
23. Any oversubscription to the extent of 10% of the Net Issue can be retained for the purposes of rounding off to the nearer multiple of minimum allotment lot while finalising the Basis of Allotment.
24. No person connected with the Issue, including, but not limited to, the BRLM, the members of the Syndicate, our Company, the Directors, the Selling Shareholders, the Promoters, the Promoter Group and the Group Entities, shall offer any incentive, whether direct or indirect, in any manner, whether in cash or kind or services or otherwise to any Bidder for making a Bid.
25. Our Company has 36 (thirty six) Shareholders as on the date of this Draft Red Herring Prospectus.
26. Our Company has not made any public of any class or kinds of securities since its incorporation.
27. Except to the extent of tendering Equity Shares in the Issue as the Selling Shareholders, our Promoters, the members of our Promoter Group and our Group Entities will not participate in the Issue.
28. Details of Equity Shares of our Company held by our Directors, Key Management Personnel and partners of Cresco Technology:

Sr. No.	Name of the Directors/ Key Managerial Personnel	Number of Equity Shares	% of pre issue Equity Share capital
1.	Papa Reddy Kovvuri	336,840	0.39
2.	Venkata Mukunda Reddy Karri	566,260	0.66
3.	Rajasekhar Reddy Kovvuri	556,240	0.65
4.	Satyanarayana Reddy Kovvuri S/o. Papa Reddy Kovvuri	4,440,750	5.20
5.	Venkata Dhanasekhar Reddy Karri	1,191,660	1.39
6.	Satyanarayana Reddy Karri	545,120	0.64
7.	Vinodabala Kovvuri	4,454,020	5.21
8.	Jyothirmaisheshu Kumari	2,851,620	3.34
9.	Sudhathri Kovvuri	1,398,000	1.64
10.	Surayamma Kovvuri	3,867,280	4.53
11.	Vijayalakshmi Karri	5,686,100	6.65
12.	Mangayamma Kovvuri	1,985,850	2.32
13.	Vijaya Reddy Kovvuri	2,670,720	3.12
14.	Anjana Devi Kovvuri	1,529,940	1.79

29. Neither the BRLM nor any of their associates (determined as per the definition of ‘associate company’ under section 2(6) of the Companies Act, 2013) hold any Equity Shares in our Company.
30. Our Company has not raised any bridge loans which are proposed to be repaid from the proceeds of the Issue.
31. Our Company shall ensure that transactions in the Equity Shares by the Promoters and the members of the Promoter Group during the period between the date of registering the Red Herring Prospectus with the RoC and the date of closure of the Issue shall be reported to the Stock Exchanges within 24 hours of the transaction.
32. As per the applicable regulations, OCBs are not permitted to participate in the Issue.
33. For the details of related party transactions, please refer to chapter titled “*Related Party Transactions*” on page 221 of this Draft Red Herring Prospectus.

## SECTION IV: PARTICULARS OF THE ISSUE

### OBJECTS OF THE ISSUE

The Issue comprises of a Fresh Issue of [●] Equity Shares by our Company, aggregating up to ₹ 2,100.00 million (“**Fresh Issue**”) and an Offer for Sale of up to 12,000,000 Equity Shares by the Selling Shareholders aggregating up to ₹ [●] million.

#### Proceeds of the Offer for Sale

The Selling Shareholders will be entitled to the proceeds of the Offer for Sale after deducting their proportion of Issue related expenses. Our Company will not receive any proceeds of the Offer for Sale. Other than the listing fees which shall be borne by our Company, the expenses in relation to the Issue will be borne by our Company and the Selling Shareholders in proportion to the Equity Shares contributed to the Issue by our Company and the Selling Shareholders, respectively.

#### Proceeds from the Issue

The funds which are being raised through the Issue, after deducting the proceeds from the Offer for Sale and the Issue related expenses to the extent payable by our Company (“**Net Proceeds**”), are estimated to be approximately ₹ [●] million, details of which are as follows:

Particulars	(₹ in million) Amount*
Gross Proceeds from the Issue	Upto [●]
(Less) Proceeds of the Offer for Sale	[●]
(Less) Fresh Issue related expenses (payable by the Company)**	[●]
Net Proceeds of the Fresh Issue	[●]

\* To be finalised upon determination of the Issue Price.

\*\* Other than the listing fees (which shall be borne by our Company), all expenses in relation to the Issue will be shared amongst our Company and the Selling Shareholders in proportion to the Equity Shares being offered or sold by them, respectively, pursuant to the Issue and in accordance with the applicable laws. Our Company will not receive any proceeds of the Offer for Sale by the Selling Shareholders. Each Selling Shareholder shall reimburse the expenses incurred by our Company on behalf of such Selling Shareholders, in relation to the Issue in proportion to their respective offered shares in the Issue.

Our Company intends to utilize the Net Proceeds for the following objects (“**Objects of the Issue**”):

Sr. No.	Particulars	(₹ in million) Amount
1.	Repayment/prepayment, in full or part, of certain borrowings availed by our Company;	300.00
2.	To meet additional working capital requirement of our Company;	1,200.00
3.	General corporate purposes*	[●]

\*to be finalized upon determination of Issue Price

In addition to the aforementioned objects, our Company expects to receive the benefits of listing of its Equity Shares on the Stock Exchanges, including, amongst other things, enhancing the visibility of our brand.

The main objects clause of the Memorandum of Association enables our Company to undertake the activities for which the funds are being raised pursuant to the Fresh Issue. The existing activities of our Company are within the ambit of the main objects clause and the objects incidental or ancillary to the main objects of the Memorandum of Association.

#### Schedule of Deployment

We propose to deploy the Net Proceeds for the aforesaid purposes in accordance with the estimated schedule of implementation and deployment of funds set forth in the table below:

Sr. No.	Particulars	Total estimated amount	Amount deployed till January 31, 2018	Estimated Utilisation Fiscal 2018	Net Proceed Fiscal 2019
1.	Repayment/prepayment, in full or part, of certain borrowings availed by our Company;	300.00	–	–	300.00

Sr. No.	Particulars	Total estimated amount	Amount deployed till January 31, 2018	Estimated Utilisation Fiscal 2018	Net Proceed Fiscal 2019
2.	To meet additional working capital requirement of our Company;	1,200.00	–	–	1,200.00
3.	General Corporate purposes*	[•]	–	–	[•]
	<b>Total</b>	[•]		–	[•]

\* The amount utilized for general corporate purposes shall not exceed 25% of the gross proceeds of the Fresh Issue.

## Means of Finance

Our Company shall utilise the entire Net Issue Proceeds for the objects stated above. The funds requirements described above are proposed to be entirely funded from the Net Issue Proceeds. Accordingly, we confirm that there is no requirement to make firm arrangements of finance under Regulation 4(2)(g) of the SEBI ICDR Regulations through verifiable means towards at least 75% of the stated means of finance, excluding the amount to be raised through the Issue.

In the event of a shortfall in raising the requisite capital from the Net Proceeds, towards meeting the objects of the Issue, the extent of the shortfall will be met by internal accruals or debt. In case of any surplus of monies received in relation to the Fresh Issue, we may use such surplus towards general corporate purposes.

Our assessment of funds requirement and deployment is based on internal management estimates and has not been appraised by any bank or any financial institutions. In case of any variations in the actual utilization of funds earmarked for the above activities or increased fund deployment for a particular activity, the shortfall, if any, may be met with by surplus funds, if any, available in the other areas and/or our Company's internal accrual and/or the loans that may be availed from the banks/financial institutions. For risks associated with the above, see the section titled "**Risk Factors**" on page 16 of this Draft Red Herring Prospectus.

## Details of the Objects of the Issue

### 1. Repayment/prepayment, in full or part, of certain borrowings availed by our Company

Our business is capital intensive and we avail majority of our fund based and non-fund based facilities in the ordinary course of business from various banks. For further details of the loans availed by our Company, see chapter titled "**Financial Indebtedness**" at page 405 of this Draft Red Herring Prospectus. As of December 31, 2017, our Company had a total outstanding borrowing (on consolidated basis) is ₹ 5,141.26 million comprising of fund based borrowing of ₹ 3,543.02 million, non-fund based borrowing of ₹ 1,511.96 million, vehicle loans of ₹ 1.86 million and unsecured loan of ₹ 87.52 million. We propose to utilize ₹ 300.00 million from the Net Proceeds towards the repayment/prepayment, in full or part, certain term loans, availed by our Company. We believe that such repayment/ pre-payment will help reduce our outstanding indebtedness and our debt-equity ratio. We believe that reducing our indebtedness will result in an enhanced equity base, assist us in maintaining a favourable debt-equity ratio in the near future and enable utilization of our accruals for further investment in business growth.

The following tables provide details (including details of outstanding amount including accrued interest as on December 31, 2017) of certain loans availed by our Company, of which we may repay/ pre-pay, in full or part, from the Net Proceeds, without any obligation to any particular bank or loan:

#### a. Term loan of ₹ 750.00 million availed from Andhra Bank

Our Company has availed corporate loan of ₹ 750.00 million from Andhra Bank pursuant to a sanction letter dated May 15, 2017 and the loan agreement dated May 30, 2017. The relevant terms of the facility are set out below:

Particulars	Details
Amount Sanctioned	₹ 750.00 million
Purpose	To improve net working capital of our Company
Tenor	Repayable in 20 quarterly instalments commencing June 2017
Interest rate	MCLR+ 2.05%+ TP (0.25%)
Prepayment penalty	At the rate of 2% or at the rate as may be specified by the bank on the amount outstanding for the unexpired period of term loan.
Amount Outstanding as of December 31, 2017	₹ 694.71 million



**b. Corporate loan VIII of ₹ 500.00 million availed from Andhra Bank**

Our Company has availed term loan facility of ₹ 500.00 million from Andhra Bank pursuant to a sanction letter dated April 12, 2014 and the loan agreement dated April 17, 2014. The relevant terms of the facility are set out below:

Particulars	Details
Amount Sanctioned	₹ 500.00 million
Purpose	For shoring up net working capital of our Company
Tenor	Repayable in 20 equal quarterly instalments of ₹ 25.00 million commencing from first date of disbursement
Interest rate	MCLR+ 2.05%+ TP (0.25%)
Prepayment penalty	At the rate of 2% or at the rate as may be specified by the bank on the amount outstanding for the unexpired period of corporate loan.
Amount Outstanding as of December 31, 2017	₹ 205.76 million

**c. Term loan X of ₹ 80.00 million availed from Andhra Bank**

Our Company has availed term loan facility of ₹ 80.00 million from Andhra bank pursuant to a sanction letter dated November 25, 2014 and the Loan Agreement dated December 1, 2014. The relevant terms of the facility are set out below

Particulars	Details
Amount Sanctioned	₹ 80.00 million
Purpose	To part finance the construction of office Complex at Koppal Plant site and modernisation of pesticide plant at Biccavole at a cost of ₹ 165.2 million
Tenor	Repayable in 20 quarterly instalments commencing from January, 2015 with a gestation period of six months
Interest Rate	MCLR + 2.05% + TP (0.50%)
Prepayment Penalty	At the rate of 2% or at the rate as may be specified by the bank on the amount outstanding for the unexpired period of term loan.
Amount outstanding as of December 31, 2017	₹ 37.09 million

**d. Term loan IX of ₹ 65.00 million availed from Andhra Bank**

Our Company has availed term loan facility of ₹ 65.00 million from Andhra bank pursuant to a sanction letter dated November 25, 2014 and the Loan Agreement dated December 1, 2014. The relevant terms of the facility are set out below

Particulars	Details
Amount Sanctioned	₹ 65 million
Purpose	To part Finance the LABSA project estimated cost of ₹ 130.50 million
Tenor	Repayable in 28 quarterly instalments commencing from April, 2015 with a gestation period of 2 quarters and construction period of 1 quarter
Interest Rate	MCLR + 2.05% + TP (0.50%)
Prepayment Penalty	At the rate of 2% or at the rate as may be specified by the bank on the amount outstanding for the unexpired period of term loan.
Amount outstanding as of December 31, 2017	₹ 43.04 million

**e. Term loan XI of ₹ 66.00 million availed from Andhra Bank**

Our Company has availed term loan facility of ₹ 66.00 million from Andhra bank pursuant to a sanction letter dated September 28, 2015 and the Loan Agreement dated September 30, 2015. The relevant terms of the facility are set out below

Particulars	Details
Amount Sanctioned	66.00 million
Purpose	To part finance establishment of 80 retail outlets
Tenor	Repayable in 60 monthly instalments commencing from April 2016 with a gestation period of five months

Interest Rate	MCLR + 2.05% + TP (0.50%)
Prepayment Penalty	At the rate of 2% or at the rate as may be specified by the bank on the amount outstanding for the unexpired period of term loan.
Amount outstanding as of December 31, 2017	₹ 47.54 million

**f. Term loan XII of ₹ 160.00 million availed from Andhra Bank**

Our Company has availed term loan facilities ₹160.00 million from Andhra bank pursuant to a sanction letter dated September 28, 2015 and the loan agreement dated September 30, 2015. The relevant terms of the facility are set out below

Particulars	Details
Amount Sanctioned	₹ 160.00 million
Purpose	To part finance 30 TPD expansion of DCP project in Koppal facility, Karnataka.
Tenor	Repayable in 24 quarterly instalments commencing from April 2016 with a gestation period of five months
Interest Rate	MCLR + 2.05% + TP (0.50%)
Prepayment Penalty	At the rate of 2% or at the rate as may be specified by the bank on the amount outstanding for the unexpired period of term loan.
Amount outstanding as of December 31, 2017	₹123.17 million

M/s. M M REDDY & Co., chartered accountants, have certified through a letter dated February 20, 2018 that our Company had utilized the aforementioned loans for the purpose for which they were raised.

Our loan agreements provide for the levy of pre-payment penalties or premiums. We will take such provisions into consideration while deciding the loans to be pre-paid from the Net Proceeds. Payment of such pre-payment penalty, if any, shall be out of the Net Proceeds. In the event that Net Proceeds are insufficient for the said payment of pre-payment penalty, such payment shall be made from the internal accruals of our Company. We may be required to provide notice prior to repayment/ pre-payment.

**2. To meet working capital requirement of our Company**

Our business is working capital intensive and we fund the majority of our working capital requirements in the ordinary course of our business from our internal accruals and financing from various banks. The incremental long term working capital requirements are based on historical Company data and our internal estimation of the future requirements in Fiscal 2018, Fiscal 2019 and Fiscal 2020 considering the growth in activities of our Company.

As of December 31, 2017 our Company's working capital facilities consisted of an aggregate fund based limit of ₹ 2,320.00 million on a consolidated basis.

**Working capital requirement and basis of estimation of working capital**

Our Company's current assets and liabilities and net working capital on a consolidated basis as of March 31, 2017, are as follows:

Particulars	(₹ in Millions)
	Fiscal 2017
<b>Current Assets</b>	
Inventories	
a. Raw materials including packing materials, stores and spares	2,863.83
b. Work in progress	7.71
c. Finished goods and trading goods	366.37
Trade receivables	2,167.89
Cash and bank balances	159.61
Other current assets including Short term loans and advances	139.08
<b>Total (A)</b>	<b>5,704.49</b>
<b>Current liabilities</b>	
Trade payables	2,741.75
Other current liabilities and provisions	264.39
<b>Total (B)</b>	<b>3,006.14</b>

Particulars	Fiscal 2017
Net working capital requirement (A - B)	2,698.35

The estimated working capital requirements as on Fiscal 2018, Fiscal 2019 and Fiscal 2020 have been provided below:

Particulars	Fiscal 2018	Fiscal 2019	Fiscal 2020
(₹ in Millions)			
<b>I. Current Assets</b>			
Inventories			
a. Raw materials including packing materials, stores and spares	2,319.86	2,636.39	2,839.95
b. Work in progress	11.25	17.22	18.60
c. Finished goods and trading goods	369.76	845.72	931.65
Trade receivables	2,474.25	3,538.57	4,042.41
Cash and bank balances	167.83	292.33	333.44
Other current assets including short term loans and advances	291.79	432.04	555.97
<b>Total (A)</b>	<b>5,634.74</b>	<b>7,762.26</b>	<b>8,722.01</b>
<b>II. Current liabilities</b>			
Trade payables	2,104.24	1,723.42	1,848.76
Other current liabilities and provisions	302.27	429.44	531.35
<b>Total (B)</b>	<b>2,406.51</b>	<b>2,152.86</b>	<b>2,380.12</b>
<b>III. Total working capital requirements (A - B)</b>	<b>3,228.23</b>	<b>5,609.40</b>	<b>6,341.89</b>
<b>Proposed funding pattern</b>			
Working capital funding from banks*	2,320.00	2,320.00	2,320.00
Net Proceeds from Issue	-	1,200.00	1,200.00
Internal accruals / general corporate funds	908.23	2,089.40	2,821.89

\* As on December 31, 2017 we have sanctioned working capital facilities consisting of an aggregate fund based limit of ₹ 2,320.00 million and an aggregate non-fund based limit of ₹ 1,515.00 million. For further details regarding our working capital facilities, kindly refer to the chapter titled "Financial Indebtedness" on page 405 of this Draft Red Herring Prospectus.

#### Reasons for raising additional working capital:

With the increase in scale of operations, on account of entering into new territories like Uttar Pradesh, Himachal Pradesh, Chattisgarh and West Bengal and also expanding our operations in the states of Maharashtra, Orissa, Punjab, Rajasthan, Bihar, Haryana, Jharkhand and Madhya Pradesh by setting up depots across India and appointing additional dealers, we will require additional money for working capital. As seen from the table above, the total requirement of working capital for the FY 2019 is ₹ 5,609.40 million out of which we have bank finance to the extent of ₹ 2,320 million, Net Proceeds from the Issue is ₹ 1,200 million, and ₹ 2,089.40 million through internal accruals / general corporate funds and for FY 2020 is ₹ 6,341.89 million, out of which we have bank finance to the extent of ₹ 2,320 million, proposed Net Proceeds of the Issue to the extent of ₹ 1,200 million and balance amount of ₹ 2,821.89 million through internal accruals / general corporate funds.

#### Basis of Estimation

Particulars	Holding Level as of March 31, 2017 (A) (Number of Days)	Holding Level as of March 31, 2018 (E) (Number of Days)	Holding Level as of March 31, 2019 (E) (Number of Days)	Holding Level as of March 31, 2020 (E) (Number of Days)
1. Raw Materials including packing material, stores and spares	264	214	157	157
2. Finished Goods and traded goods	28	28	46	45
3. Trade Receivables	131	147	147	146
4. Trade Payables	253	194	103	102

(A) - Actual as per Consolidated financials, as restated  
(E) - Estimated

### Justification for holding period levels

<b>Raw materials days</b>	Raw material days have been calculated on closing value of raw material and cost of materials consumed. We operate in seasonal and cyclical nature of the agricultural sector. We propose to increase the raw material holding period days for increased production, in order to expand our operations through penetration into new locations and also to strengthen our reach in the areas we presently market. The inventory holding period for raw material is estimated to be 214, 157 and 157 days in Fiscals 2018, 2019 and 2020 respectively as compared to 264 days in Fiscal 2017.
<b>Finished goods days</b>	Finished goods holding days is calculated on closing value of finished goods and cost of sales. The holding period of finished goods is estimated to increase in view of our expansion plans and increased production and sales. The inventory holding period for finished goods is estimated to be 28, 46 and 45 days in Fiscals 2018, 2019 and 2020 respectively as compared to 28 days in Fiscal 2017.
<b>Trade receivable days</b>	Receivables holding days is calculated on closing value of receivables and revenues from operations. We provide credit to our customers based on trade relations and vintage of association with us. We strive to continue having disciplined debtor management and strong management control policies in place. We expect our receivables cycle to increase considering higher credit period for faster turnover growth and addition of new clients from new market areas. The holding level days of receivables is estimated to be 147, 147 and 146 days respectively for the Fiscals 2018, 2019 and 2020 as compared to 131 days in Fiscal 2017.
<b>Trade payable days</b>	Trade payable holding days is calculated on closing value of creditors and cost of materials consumed. Trade payable holding days are projected to decrease considering early payments to the suppliers (i.e. availing lower credit periods) to procure raw material at competitive prices, which would result in a reduction in the raw material cost as a percentage of sales thereby increasing the profitability of the Company. Thus, the Company has estimated lower credit period, which would turn up in reduced cost of sales and improved profitability margins. The holding days of Trade payable is estimated at 194, 103 and 102 days respectively for the Fiscals 2018, 2019 and 2020 as compared to 253 days in Fiscal 2017.

M/s. M M REDDY & Co., our Statutory Auditor has, pursuant to a certificate dated February 20, 2018, verified and certified the the working capital requirements of our Company for the Fiscals 2018, 2019 and 2020.

### 3. General corporate purposes

In terms of Regulation 4(4) of the SEBI ICDR Regulations, the extent of the Net Proceeds proposed to be used for general corporate purposes is not estimated to exceed 25% of the proceeds of the Fresh Issue.

Our management will have flexibility in applying ₹ [●] million of the Net Proceeds towards general corporate purposes, including (i) brand building and other marketing efforts; (ii) acquiring fixed assets; (iii) meeting expenses incurred towards any strategic initiatives, partnerships, tie-ups, joint ventures, acquisitions, etc.; and (iv) any other purpose as may be approved by our Board, subject to compliance with the necessary provisions of the Companies Act.

Our management, in accordance with the policies of the Board, will have flexibility in utilizing any amounts for general corporate purposes under the overall guidance and policies of our Board. The quantum of utilization of funds towards any of the purposes will be determined by the Board, based on the amount actually available under this head and the business requirements of our Company, from time to time.

### Issue related expenses

The total estimated expenses are ₹ [●] million, which is [●] % of the Issue size. The expenses of this Issue include, among others, underwriting and management fees, selling commissions, SCSBs commissions/fees, printing and distribution expenses, legal fees, statutory advertisement expenses, registrar and depository fees and listing fees.

Other than the listing fees (which shall be borne by our Company), all Issue related expenses shall be pro rata borne by our Company and the Selling Shareholders in proportion to the proceeds of the respective Equity Shares offered by our Company and the Selling Shareholders in the Offer for Sale. The Selling Shareholders will reimburse to the Company their proportionate share of expenses from the proceeds of the Offered Shares upon a successful listing of the Equity Shares of our Company.

The estimated issue expenses are as under:

Description	Total estimated amount*	% of Total expenses*	% of Total Issue size*
Lead management fees, underwriting commission, brokerage and selling commission (including commissions to SCSBs for ASBA Applications and commissions to Non-Syndicate Registered Brokers)	[●]	[●]	[●]
Fees paid to the Bankers to the Issue, processing fees to the SCSBs for processing Application Forms procured by the Syndicate at Syndicate ASBA Centres or Non-Syndicate Registered Brokers and submitted to the SCSBs#	[●]	[●]	[●]
Registrar fee and other related fees (postage of refunds etc.)	[●]	[●]	[●]
Advertising and marketing expenses, printing, stationery and distribution expenses	[●]	[●]	[●]
Other expenses (SEBI Filing fees, legal and auditor fees, stock exchanges' processing and listing fees, book-building fees, depository's charges etc.)	[●]	[●]	[●]
<b>Total</b>	[●]	[●]	[●]

\* will be incorporated after finalisation of the Issue Price

# The SCSBs would be entitled to a processing fees of ₹ [●] per Bid cum Application Form, for processing the Bid cum Application Forms procured by the members of the Syndicate or the Registered Brokers and submitted to the SCSBs.

### Deployment of Funds

The details of the amount spent by our Company as of January 31, 2018 towards the “Objects of the Issue” and as certified by our Statutory Auditors, M/s.MM REDDY & Co., Chartered Accountants, vide certificate dated February 20, 2018 are provided in the table below:

		(₹ in million)
Deployment of Funds		Amount
Issue related expenses		2.95
	<b>Total</b>	<b>2.95</b>

		(₹ in million)
Sources of Funds		Amount
Internal Accruals		2.95
	<b>Total</b>	<b>2.95</b>

### Bridge financing facilities

Our Company has not raised any bridge loans from any bank or financial institution as on the date of this Draft Red Herring Prospectus, which are proposed to be repaid from the Net Issue Proceeds.

### Interim use of Net Proceeds

Pending utilization of the Net Proceeds for the purposes described above, our Company will deposit the Net Proceeds only with scheduled commercial banks included in second schedule of the Reserve Bank of India Act, 1934 having credit rating of 'A' or above by an international credit rating agency. Our Company confirms that it shall not use the Net Proceeds for buying, trading or otherwise dealing in shares of any listed company or for any investment in the equity markets.

### Monitoring of utilization of funds

Our Company shall appoint a monitoring agency for monitoring the utilization of the Net Proceeds prior to filing of the Red Herring Prospectus. The Monitoring Agency shall submit its report to our Company in the format specified in Schedule IX of SEBI ICDR Regulations on a quarterly basis, till at least 95% of the Net Proceeds, excluding the amount raised for general corporate purposes, have been utilized. Our Board and our management shall provide their comments on such report of the Monitoring Agency. Our Company shall

thereafter, within 45 days from the end of each quarter, publically disseminate the report of the Monitoring Agency by uploading the same on our website as well as submitting the same to the Stock Exchanges.

Pursuant to the Listing Regulations, our Company shall disclose to the Audit Committee the uses and application of the Net Proceeds, on a quarterly basis. The Audit Committee shall make recommendations to our Board for further action, if appropriate. Our Company shall, on an annual basis, prepare a statement of funds utilised for purposes other than those stated in this Draft Red Herring Prospectus and place it before the Audit Committee. Such disclosure shall be made only till such time that all the Net Proceeds have been utilised in full. The statement shall be certified by the statutory auditors of our Company. Furthermore, in accordance with the Listing Regulations, our Company shall furnish to the Stock Exchanges on a quarterly basis, a statement including deviations, if any, in the utilization of the Net Proceeds from the objects of the Issue as stated above and details of category wise variation in the actual utilization of the Net Proceeds from the objects of the Issue as stated above. The information will also be published in newspapers simultaneously with the submission of such information to the Stock Exchanges, after placing the same before the Audit Committee. We will disclose the utilization of the Net Proceeds under a separate head along with details in our balance sheet(s) until such time as the Net Proceeds remain unutilized clearly specifying the purpose for which such Net Proceeds have been utilized.

### **Other Confirmations**

We have not entered into any definitive agreements to utilize the net proceeds of the Issue.

No part of the Net Proceeds of the Issue will be utilized by our Company as consideration to our Promoters, members of the Promoter Group, Directors, Group Entities or Key Managerial Employees. Our Company has not entered into or is not planning to enter into any arrangement/ agreements with Promoters, Directors, key management personnel, associates or Group Entities in relation to the utilization of the Net Proceeds of the Issue.

### **Variation of Objects**

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

We further confirm that the amount raised by our Company through the Issue shall not be used for buying, trading or otherwise dealing in equity shares of any other listed company.

## BASIS FOR ISSUE PRICE

The Issue Price of ₹ [●] will be determined by our Company and the Selling Shareholders in consultation with the Book Running Lead Manager, on the basis of assessment of market demand through the Book Building Process and on the basis of qualitative and quantitative factors as described below. The face value of the Equity Shares is ₹ 10 and the Issue Price is [●] times the face value at the lower end of the Price Band and [●] times the face value at the higher end of the Price Band.

Investors should also refer to the section titled “**Risk Factors**” on page 16 and chapters titled “**Our Business**”, and “**Financial Statements**” on pages 152 and 223, respectively, of this Draft Red Herring Prospectus to have an informed view before making an investment decision.

### Qualitative Factors

Some of the qualitative factors which form the basis for computing the Issue Price are:

- Wide agri-input product portfolio with presence across the agri-value chain;
- Strong and growing distribution network;
- Certified manufacturing facilities;
- Material sourcing capabilities;

For further details, see chapter titled “**Our Business**” on page 152 of the Draft Red Herring Prospectus.

### Quantitative Factors

Information presented in this section is derived from the Restated Consolidated Summary Statements and Restated Standalone Summary Statements prepared in accordance with the Indian GAAP, Companies Act and the SEBI ICDR Regulations.

Some of the quantitative factors which may form the basis for computing the Issue Price are as follows:

#### 1. Basic and Diluted Earnings Per Share (“EPS”) as per Restated Consolidated and Standalone Financial Information

##### Basic and Diluted EPS:

Fiscal	Consolidated (₹ per Equity Share) Basic and Diluted EPS	Standalone (₹ per Equity Share) Basic and Diluted EPS	Weight
2015	3.30	3.16	1
2016	2.84	2.75	2
2017	2.67	2.55	3
<b>Weighted Average</b>	<b>2.83</b>	<b>2.72</b>	
Ninemonth period ended December 31, 2017*	2.48	2.38	

\* Not annualised

##### Notes:

EPS has been calculated in accordance with the Accounting Standard 20 – “Earning Per Share” issued by the ICAI. The face value of each Equity Share is ₹10 each. Further, the weighted average has been calculated as below:

- a. Basic earnings per share = restated profit after tax attributable to equity shareholders for the year / weighted average number of shares outstanding during the year;
- b) Diluted earnings per share = restated profit after tax attributable to equity shareholders for the year / weighted average number of diluted shares outstanding during the year.

#### 2. Price / Earning (P/E) Ratio in relation to Issue Price of ₹ [●] per Equity Share

Particulars	Consolidated	Standalone
a) P/E ratio based on basic EPS for the year ended March 31, 2017 at the Lower end of the price band	[●]	[●]
b) P/E ratio based on diluted EPS for the year ended March 31, 2017 at the Higher end of the price band	[●]	[●]
c) P/E ratio based on basic EPS for the year ended March 31, 2017 at the Lower end of the price band	[●]	[●]
d) P/E ratio based on diluted EPS for the year ended March 31, 2017 at the Higher end of the price band	[●]	[●]
<b>e) Industry P/E Multiple:*</b>		
Highest		[●]
Lowest		[●]
<b>Industry Composite</b>		[●]

\*The Industry high and low has been considered based on the standalone financials from the Industry Peer Set consisting of Coromandel International Limited, Chambal Fertilisers & Chemicals Limited, Deepak Fertilizers & Petrochemicals Corp Limited, Insecticides India Limited, Excel Crop Care Limited, Dhanuka Agritech Limited and Aarti Industries Limited. The Industry composite has been calculated as the arithmetic average standalone P/E of the Industry peer set provided below. For further details please see "Comparison with Listed Industry Peers" below.

### 3. Return on Net Worth (RONW):

Fiscal	Consolidated	Standalone	Weight
2015	18.37	18.01	1
2016	14.07	13.92	2
2017	11.66	11.47	3
<b>Weighted Average</b>	<b>13.58</b>	<b>13.38</b>	
Nine month period ended December 31, 2017*	9.78	9.64	

\* Not annualised

Note: The return on net worth is arrived at by dividing restated net profit after tax by restated net worth, as at the end of the year / period.

### 4. Minimum return on increased net worth after the Issue required for maintaining pre-issue EPS at March 31, 2017

Particulars	At the Lower end of the Price Band		At the Higher end of the Price Band	
	Consolidated (%)	Standalone (%)	Consolidated (%)	Standalone (%)
<b>Basic EPS</b>	[●]	[●]	[●]	[●]
<b>Diluted EPS</b>	[●]	[●]	[●]	[●]

### 5. Net Asset Value (NAV) per Equity Share

Particulars	NAV (₹ per Equity Share)	
	Consolidated	Standalone
NAV per Equity Share as of March 31, 2015	17.99	17.57
NAV per Equity Share as of March 31, 2016	20.22	19.72
NAV per Equity Share as of March 31, 2017	22.90	22.27
NAV per Equity Share as of December 31, 2017	25.38	24.65
NAV per Equity Share after the Issue	[●]	[●]
Issue Price per Equity Share	[●]	[●]

Note: Net Asset Value per Equity Share represents net worth at the end of the year / period, as restated divided by the number of Equity Shares outstanding at the end of the period / year.

'Net worth' has been defined as the aggregate of the paid up share capital, share premium account and reserves and surplus (excluding revaluation reserve) as reduced by the aggregate of the miscellaneous expenditure (to the extent not adjusted or written off) and the debit balance of the profit and loss account.



## 6. Comparison of Accounting Ratios with Industry Peers

We believe following is our peer group which has been determined on the basis of listed public companies comparable in the similar line of segments in which our Company operates i.e. manufacturing and sale of fertilisers, pesticides, and manufacturing of supplements for animal feeds whose business segment in part or full may be comparable with that of our business, however, the same may not be exactly comparable in size or business portfolio on a whole with that of our business.

Name of the company	Standalone/ Consolidated	Face Value (₹)	EPS (₹) <sup>a</sup>		RONW <sup>b</sup> (%)	NAV per Equity Share <sup>b</sup> (₹)	P/E Ratio <sup>c</sup> (x)
			Basic	Diluted			
K.P.R. Agrochem Limited	Standalone	10	2.55	2.55	11.47%	22.27	[●]*
	Consolidated	10	2.67	2.67	11.66%	22.90	[●]*
<b>Peer Group**</b>							
Coromandel International Limited ^	Standalone	1	16.35	16.34	16.96	96.41	34.15
	Consolidated	1	16.36	16.34	16.50	99.11	34.13
Chambal Fertilisers & Chemicals Limited^	Standalone	10	10.22	10.22	16.77	60.91	16.44
	Consolidated	10	8.70	8.70	17.59	49.04	19.32
Deepak Fertilizers & Petrochemicals Corp Limited^	Standalone	10	18.16	18.16	9.26	196.10	18.79
	Consolidated	10	19.64	19.64	10.29	193.67	17.38
Insecticides India Limited	Standalone	10	28.13	28.13	12.45	225.97	27.12
	Consolidated	NA	NA	NA	NA	NA	NA
Excel Crop Care Limited	Standalone	5	64.25	64.25	16.26	395.25	51.23
	Consolidated	5	68.22	68.22	16.76	406.95	48.25
Dhanuka Agritech Limited	Standalone	2	23.88	23.88	22.97	105.92	25.92
	Consolidated	2	23.88	23.88	22.97	105.92	25.92
Aarti Industries Limited^	Standalone	5	37.35	37.35	23.41	159.53	31.49
	Consolidated	5	38.45	38.45	22.14	173.69	30.59

Above are for the financial year 2017.

^ The audited financials (standalone and consolidated) are prepared on the basis of applicable Ind AS.

\*Based on the Issue Price to be determined on conclusion of book building process and the basic EPS of our Company.

\*\*Source: Respective peer groups' regulatory filings on BSE Limited.

- a) The basic and diluted EPS for peer companies is based on the respective peer group's regulatory filings with the BSE Limited for the Fiscal ended March 31, 2017;
- b) The RONW and NAV per share for the peers have been computed based on the respective peer groups regulatory filings with the BSE Limited for the Fiscal ended March 31, 2017 as follows:
  - (i) Return on Net Worth = Net Profit after Tax and Extraordinary items/ Net Worth (Paid –up equity share capital plus reserves and surplus)
  - (ii) Where Ind AS is applicable,  
Return on Net Worth = Profit for the year/Total equity (Paid up equity share capital plus reserves, including non controlling interest in case of consolidated)
  - (iii) Net Asset Value per share = Net Worth (Paid –up equity share capital plus reserves and surplus)/ number of Equity Shares outstanding as at year.
  - (iv) Where Ind AS is applicable,  
Net Asset Value per share = Total Equity(Paid up equity share capital plus reserves, excluding revaluation reserves, including non controlling interest in case of consolidated) / number of Equity Shares outstanding as at year.

- c) The P/E figures for the peers is computed based on the closing price on the BSE (available at [www.bseindia.com](http://www.bseindia.com)) as on February 28, 2018, divided by basic EPS based on the respective peer groups regulatory filings with the BSE Limited for the year ended March 31, 2017

The Issue Price of ₹ [●] has been determined by our Company and the Selling Shareholders, in consultation with the Book Running Lead Manager on the basis of the assessment of market demand from investors for the Equity Shares determined through the Book Building Process and is justified based on the above qualitative and quantitative parameters. Investor should read the above mentioned information along with the section titled “**Risk Factors**” on page 16 of this Draft Red Herring Prospectus and the financials of our Company including important profitability and return ratios, as set out in the chapter titled “**Financial Statements**” on page 223 of this Draft Red Herring Prospectus. The trading price of the Equity Shares could decline due to the factors mentioned in section titled “**Risk Factors**” on page 16 of this Draft Red Herring Prospectus and an investor may lose all or part of his investment

## STATEMENT OF TAX BENEFITS

To,

**The Board of Directors**  
**K.P.R. Agrochem Limited**  
Door No. 8 – 256  
Tata Nagar, Balabhadrapuram  
East Godavari – 533 343  
Andhra Pradesh, India

Dear Sirs,

**Sub: Statement of possible special direct tax benefits available to K.P.R. Agrochem Limited and its shareholders prepared in accordance with the requirements under Schedule VIII – Clause (VII) (L) of the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009 as amended (the ‘Regulations’)**

We refer to the proposed initial public offer of Equity Shares of K.P.R. Agrochem Limited (**‘the Company’**) and enclose the statement showing the current position of special direct tax benefits available to the Company, and to its shareholders as per the provisions of the Income-tax Act, 1961 (**‘the Act’**) for inclusion in the Offer Document.

This statement is provided for general information purposes only and each investor is advised to consult its own tax consultant with respect to specific income tax implications arising out of participation in the issue.

Unless otherwise specified, sections referred below are sections of the Act. The benefits set out below are subject to conditions specified therein read with the Income Tax Rules, 1962, as amended from time to time, presently in force.

The benefits outlined in the enclosed statement based on the information and particulars provided by the Company are neither exhaustive nor conclusive.

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

- a) the Company or its shareholders will continue to obtain these benefits in future;
- b) the conditions prescribed for availing the benefits have been/would be met with; and
- c) the revenue authorities/courts will concur with the views expressed herein.

We hereby give our consent to include the enclosed statement regarding special direct tax benefits available to the Company and to its shareholders in the Offer Documents for the proposed initial public offer of Equity shares issued under the Securities and Exchange Board of India (“SEBI”) (Issue of Capital and Disclosure Requirements) Regulations, 2009, as amended.

Yours faithfully,

For **MM REDDY & Co.**,  
*Chartered Accountants*  
Firm Reg. No.: 010371S

**M Madhusudhana Reddy**  
**Partner**  
**Membership No.: 213077**

Date: February 20, 2018  
Place: Hyderabad

## **Annexure**

Statement of possible special tax benefits available to K.P.R. Agrochem Limited (“the Company”) and to its shareholders.

### **Under the Income-tax Act, 1961 (“the Act”)**

#### **A. Special tax benefits available to the Company**

1. Subject to the fulfilment of conditions, the Company is entitled to claim deduction under Section 80 IA(4)(iv) of the Income tax Act, 1961 with respect to its power plants situated at Biccavolu, Andhra Pradesh & Koppal, Karnataka and the power generated from the same is being used for captive consumption. The amount of deduction available is 100% of the profits and gains derived from the aforesaid business for ten consecutive assessment years.
2. The operations of the plant located at Biccavolu was commenced during the financial year 2009 -10 and deduction under Section 80 IA (4)(iv) of the Act was claimed from the financial year (FY) 2009-10 to 2016-17, and the company shall be eligible to claim 100% of the profits and gains derived from Plant for the next two FYs i.e., for FY 2017-18 and FY 2018-19.
3. The operations of the Plant located at Koppal was commenced during the financial year 2012 -13 and deduction under Section 80IA (4)(iv) of the Act was claimed from the financial year (FY) 2012-13 to 2016-17 the company shall be eligible to claim 100% of the profits and gains derived from Plant for the next five financial years starting from FY 2015-16 to FY 2021-22.

#### **B. Special tax benefits available to the shareholders of the Company**

There are no special tax benefits available to the shareholders of the Company.

#### **Notes:**

1. The above is position as per the current tax law as amended by the Finance Act, 2017.
2. We have not commented on the taxation aspect under any law for the time being in force, as applicable, of any country other than India. Each investor is advised to consult its own tax consultant for taxation in any country other than India.

## SECTION V: ABOUT THE COMPANY

### INDUSTRY OVERVIEW

Unless noted otherwise, the information in this section is derived from —Industry Report on “Indian Fertiliser & Agri-Inputs Sector: January 2018” issued by ICRA Limited (“**ICRA Report**”). Our Company, the BRLM and any other person connected with the Issue has not independently verified this information. Industry sources and publications generally state that the information contained therein has been obtained from sources believed to be reliable, but their accuracy, completeness and underlying assumptions are not guaranteed and their reliability cannot be assured. Industry sources and publications are also prepared based on information as of specific dates and may no longer be current or reflect current trends. Accordingly, investors should not place undue reliance on, or base their investment decision on this information.

All information contained herein has been obtained by ICRA from sources believed by it to be accurate and reliable. The information provided by ICRA is 'as is' without any warranty of any kind, and ICRA in particular, makes no representation or warranty, express or implied, as to the accuracy, timeliness or completeness of any such information. Also, ICRA or any of its group companies, while publishing or otherwise disseminating other reports may have presented data, analyses and/or opinions that may be inconsistent with the data, analyses and/or opinions presented in this publication. All information contained herein must be construed solely as statements of opinion, and ICRA shall not be liable for any losses incurred by users from any use of this publication or its contents. The ICRA Report is for the information of the intended recipients only and no part of the ICRA Report may be published or reproduced in any form or manner without prior written permission of ICRA Limited.

### OVERVIEW OF GLOBAL & INDIAN ECONOMIES

#### GLOBAL ECONOMY

**Improved growth outlook for 2017 after two years of weakness:** After remaining weak at 2.7% in 2015 and 2.4% in FY2016, global economic growth is expected to firm up to 2.7% in 2017, and is expected to further improve to 2.90% in 2018 and remain steady in 2019, as per the Global Economic Prospects published by the World Bank Group in June 2017. As per the World Bank, obstacles to growth among commodity exporters in emerging and developing economies are gradually diminishing, while activity in commodity importers remains robust. Furthermore, economic activity in advanced economies is expected to gain momentum in 2017. As a result, and despite substantial policy uncertainty, global growth is projected to accelerate in 2017-19. Notably, India is forecast to expand at a faster rate than China from 2017 to 2019.

Exhibit 2– Global GDP Growth & Forecasts

Country/ Group	Real GDP Growth (%)						
	Actual				2017E	2018E	2019E
	2013	2014	2015	2016			
Brazil	2.70%	0.50%	-3.80%	-3.60%	0.30%	1.80%	2.10%
China	7.70%	7.30%	6.90%	6.70%	6.50%	6.30%	6.30%
Euro Area	-0.40%	1.20%	2.00%	1.80%	1.70%	1.50%	1.50%
India <sup>A</sup>	6.90%	7.20%	7.90%	6.80%	7.20%	7.50%	7.70%
Japan	1.60%	0.30%	1.10%	1.00%	1.50%	1.00%	0.60%
United Kingdom	1.70%	3.10%	2.20%	1.80%	1.70%	1.50%	1.50%
United States	2.20%	2.40%	2.60%	1.60%	2.10%	2.20%	1.90%
World	3.40%	2.80%	2.70%	2.40%	2.70%	2.90%	2.90%

(Source: World Bank Group Global Economic Prospects (June 2017)

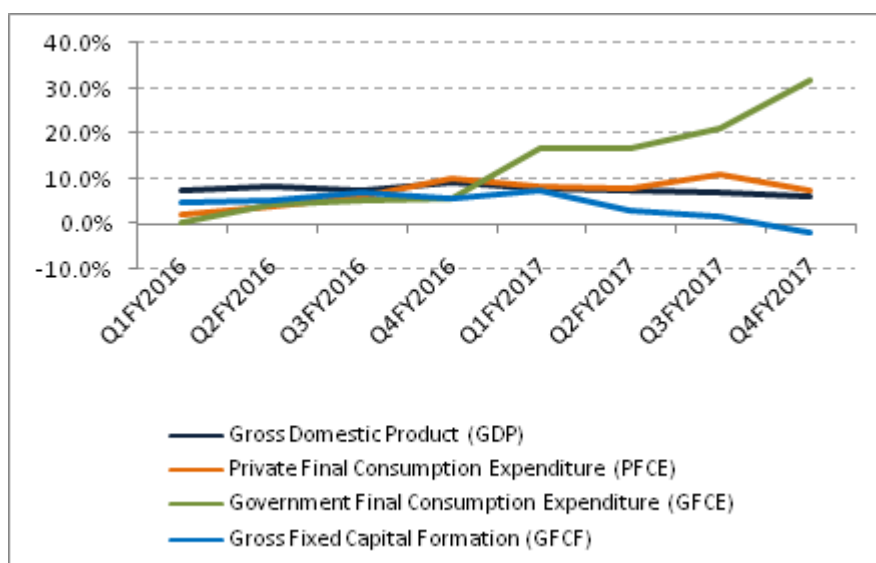
<sup>A</sup>For India, data and forecasts are on a fiscal year basis)

#### INDIAN ECONOMY

**Growth of economic activity in FY2018 expected to remain in line with FY2017:** ICRA expects growth in FY2018 to remain domestic consumption driven, with a moderate rise in export volumes and aggregate government consumption. A revival of private sector investments is likely only after capacity utilisation rises to healthier levels, businesses have successfully navigated the transition to the GST. At present, ICRA expects GVA growth to improve to around 7.0% in FY2018 from 6.6% in FY2017. GDP growth is expected to print around

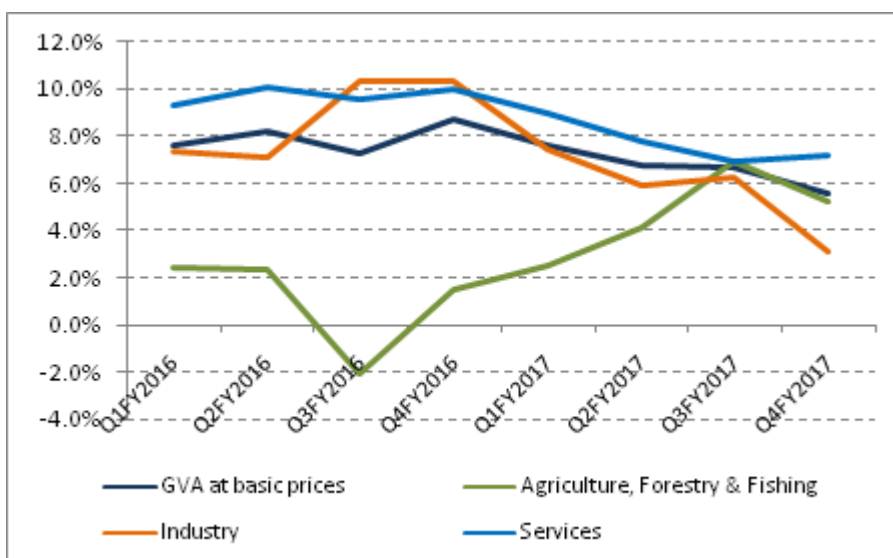
7.1% in the ongoing fiscal, similar to the growth recorded in FY2017. Based on the uneven spread of monsoon rainfall and mild YoY decline in area sown under kharif crops, ICRA expects growth of agriculture, forestry and fishing to ease to 3.4% in FY2018 from 4.9% in FY2017. A rise in MSP for various crops, automatic stabilisers such as the rural employment guarantee scheme and crop loan waivers announced by some state governments, would bolster rural consumption. Further, ICRA expects urban sentiment and consumption demand to benefit from the staggered pay revision for state government employees and pensioners.

**India's economy slowed down to 7.1% in FY2017 vis-à-vis 8.0% in FY2016:** The provisional estimates released by the Central Statistics Office (CSO) indicated a substantial slowdown in GDP (at constant 2011-12 prices) and GVA (at constant 2011-12 prices) growth in FY2017 to 7.1% and 6.6%, respectively, from 8.0% and 7.9%, respectively, in FY2016. The decline in GVA growth was led by a slowdown in industry (to +5.6% in FY2017 from +8.8% in FY2016) and services (to +7.7% in FY2017 from +9.7% in FY2016), whereas agriculture, forestry and fishing recorded a turnaround (to +4.9% in FY2017 from +0.7% in FY2016), benefitting from the improved monsoon rainfall.



**Exhibit 3 – Growth of GDP (at constant 2011-12 prices)**

(Source: Central Statistics Office (CSO), ICRA's Estimates)



**Exhibit 4 – Growth of GVA at Basic Prices (at constant 2011-12 prices)**

(Source: Central Statistics Office (CSO), ICRA's Estimates)

**Moderation in CPI Inflation while modest pickup expected in WPI during FY2018:** The uneven geographic spread of monsoon rainfall, YoY decline in sowing of various oilseeds, pulses and coarse cereals, rising prices of perishables and a reversal of the favourable base effect could result in food inflation rising further in the remainder of FY2018. The revision in HRA of central government employees from July 1, 2017 onwards would have a staggered impact on the housing index of the CPI, which is likely to push up housing inflation further over the coming year. ICRA expects the CPI inflation to ramp up over the next few months, and cross 4% by October 2017, similar to the direction that the Monetary Policy Committee (MPC) had indicated in the last policy review. ICRA expects the average CPI inflation to ease to 3.8-4.0% in FY2018 from 4.5% in FY2017. Based on the expected trajectory of food prices, commodity prices and exchange rates, ICRA expects the WPI inflation to print between 1.8-2.8% over the course of FY2018. As a result, the average WPI inflation would rise to 2.4% in FY2018 from 1.7% in FY2017. With the WPI inflation likely to record a relatively modest rise in the remainder of FY2018, the wedge between the WPI and CPI inflation is likely to widen in the coming months. The expected moderation in the CPI inflation, in conjunction with the modest pickup in the WPI inflation and the mild uptick in real GDP growth, suggest that nominal GDP growth would record a limited rise in FY2018.

**Front-loading of expenditure bloats Union Government's fiscal deficit:** The GoI's fiscal deficit printed at Rs. 4.4 trillion in Q1 FY2018, 35.4% higher than the level in Q1 FY2017, and equivalent to a sizable 80.8% of the BE for FY2018. Since this partly reflects an upfronting of expenditure following the advancement of the Union Budget for FY2018, it is not a cause for alarm. Nevertheless, there are some risks to achieving the central government's fiscal deficit target in FY2018, including the decline in the surplus to be transferred by the RBI (to Rs. 306.6 billion in FY2018 from Rs. 658.8 billion in FY2017), the targets for other communication services (Rs. 443.4 billion) and disinvestment (Rs. 725.0 billion), and the low allocation for public sector bank recapitalisation (Rs. 100.0 billion). The extent of expansion in direct tax collections following improved compliance related to demonetisation and GST remains to be seen. The transition to the GST may affect the monthly pattern of tax collections, resulting in a continued divergence in monthly fiscal trends compared to earlier years. Based on these factors, it is difficult to conclude at this stage whether the GoI would be able to meet its fiscal deficit target of 3.2% of GDP for FY2018.

**India's Current Account Deficit expected to widen in FY2018:** ICRA expects merchandise exports to rise by 6-7% to ~US\$295-300 billion and merchandise imports to expand by 11-12% to ~US\$435-440 billion in FY2018, resulting in a merchandise trade deficit of ~US\$135-140 billion in the ongoing fiscal. The services trade surplus and remittances are unlikely to improve significantly from the levels recorded in FY2017, particularly given the headwinds faced by the IT sector. However, a persistence of the recent contraction in services imports may support the services trade surplus. ICRA expects the current account deficit to widen to US\$30-35 billion (1.2-1.4% of GDP) in FY2018 from US\$15.2 billion in FY2017 (0.7% of GDP).

## OVERVIEW OF GLOBAL AGRICULTURE & FOOD INDUSTRY

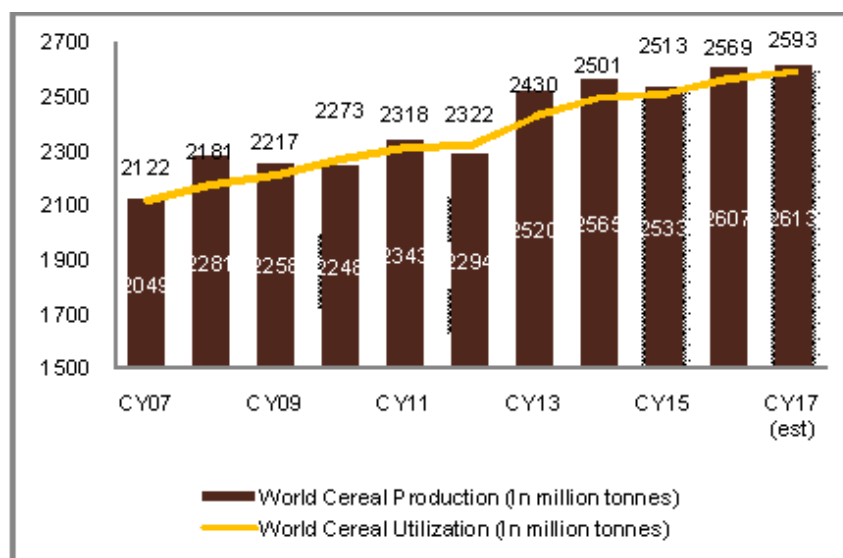
**Worldwide cereal production expected to surpass 2016 levels:** World-wide cereal (including wheat, rice and coarse grains) production reached a record levels of 2,607 MMT in CY2016 driven by a bumper crop of coarse grains (year on year volume growth of 3%), rice (year on year volume growth of 2%) and wheat (year on year volume growth of 4%). As a result of the same, and coupled with relatively lower growth in utilization, world cereal inventories increased by 6% in CY 2016. Accordingly worldwide cereal prices remained lower in 2016. (Source: Food and Agriculture Organisation (FAO)).

In response to the same, the area under cereal cultivation remained stable, which is expected to result in a marginal increase of ~0.22% in global cereal production to 2613 million tonnes in CY 2017. Higher coarse grain production, driven by higher output in South America and Southern Africa is expected to be offset by lower wheat production due to lower harvest in USA and Australia, while global rice production has remained stable. According to FAO estimates, global stock-to-use ratio for 2016-17 is expected to remain stable at 27.0% (27.1% in 2015-16 and higher from the 15-year historical average levels) after two consecutive bumper crops.

**Exhibit 5 – World Cereal Production**

In MMT	2014	2015	2016	2017
Wheat	730.5	735.7	760.2	752.8
Rice	494.6	491.7	501	500.8
Coarse Grains	1338.2	1307	1346.3	1359.7
<b>Total</b>	<b>2563.3</b>	<b>2534.4</b>	<b>2607.5</b>	<b>2613.3</b>

(Source: FAO, ICRA Research)



**Exhibit 6 – World Cereal Production and Utilization (CY07-CY18E)**

(Source: Food and Agriculture Organisation (FAO) of the United Nations, ICRA Analysis)

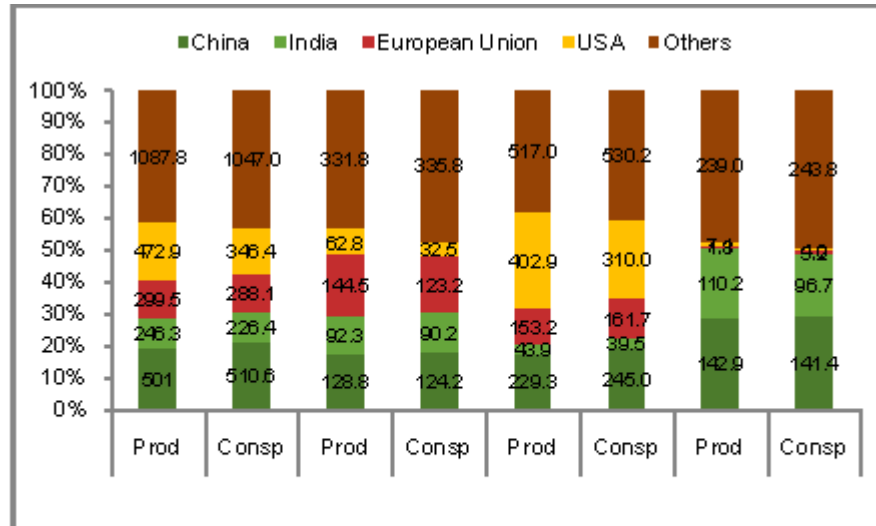
The world cereal consumption grew at a compounded annual growth rate (“CAGR”) of 2.02% during CY07-17 owing to increasing population, rising per capita income in developing countries and use of grains for industrial and feed purpose. World cereal consumption is expected to increase by 1.0% (24.7 million tonnes) to 2593 million tonnes in CY17 with a majority of the increase driven by coarse grains, utilisation of which is expected to increase by 1.0% to 1352 million tones. Growth in coarse grain utilisation is expected to remain lower in CY2017 due to low growth towards feed use and below average growth in utilization towards industrial use, particularly due to weaker intake of maize for production of biofuels. Volume of cereals for direct human consumption is expected to increase by 1.3% (14.1 million tonnes) over CY17, which will result in a stable cereal per capita food intake of 148.0 kg per year (as against 147.7 kg per year in CY2016). (Source: FAO)

**Exhibit 7 – World Cereal Consumption**

In MMT	2014	2015	2016	2017
Wheat	703.6	711.1	732.8	738.2
Rice	491.4	495.3	497.8	503.2
Coarse Grains	1301.4	1306	1338.0	1351.8
<b>Total</b>	<b>2496.4</b>	<b>2512.4</b>	<b>2568.6</b>	<b>2593.2</b>

(Source: FAO, ICRA Research)





**Exhibit 8 – Region-wise Production and Consumption Breakup (CY16E)-Absolute production, consumption (In million tonnes) & region wise contribution (in percentage terms)**  
(Source: FAO, ICRA Analysis)

Considering the region-wise production and consumption pattern, Wheat and Rice are majorly produced as well as consumed in China and India while USA remains the primary producer as well as the biggest consumer of coarse grains. Food consumption pattern varies widely between countries and among different cultures. Global per capita food supply increased from 2 200 kcal per day in the early 1960s to more than 2800 kcal per day by 2009. According to FAO, in 2011, average calorie intake in industrialised countries, developing and least developed countries stood at 3,430, 2,640 and 2,120 kcal per person per day.

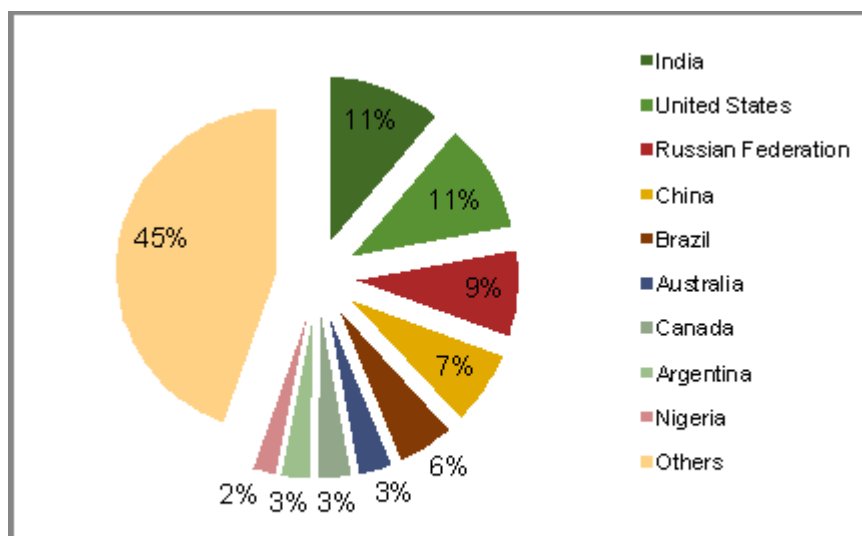
Robust economic growth in many developing countries has resulted in improvement in per capita income which has resulted in a shift in lifestyle habits and dietary structure from low-protein, starch-based foods to more animal-based protein. Worldwide per capita meat consumption has increased from ~24 kg/ annum during 1960s to ~ 43 Kg/ annum by 2016. Global consumption of meat in 2017 is estimated at ~ 324 million tonnes, ~64% of which is expected to be contributed by the developing countries. With meat consumption expected to increase in the future, driven by higher consumption in India and China, demand for feed grains will rise which will be met through higher crop productivity.

**Global arable land distribution skewed towards few countries:** According to World Bank, total arable global land in 2014 stood at ~1416 million hectares, ~38% of which is cumulatively contributed by India (156 million hectares), USA (155 million hectares), Russian Federation (123 million hectares) and China (106 million hectares). In 2014, per capita land availability was highest for Australia at 2.00 hectares however it was very low for Russian Federation, USA, India and China and stood at 0.86, 0.49, 0.12 and 0.08 hectares respectively. With limited as well as skewed arable land distribution, any increase in future production levels will be achieved through improvement in agriculture productivity in the countries with high land availability through number of measures viz. balanced fertilizer and pesticide usage, better quality seed usage, higher farm mechanisation etc.

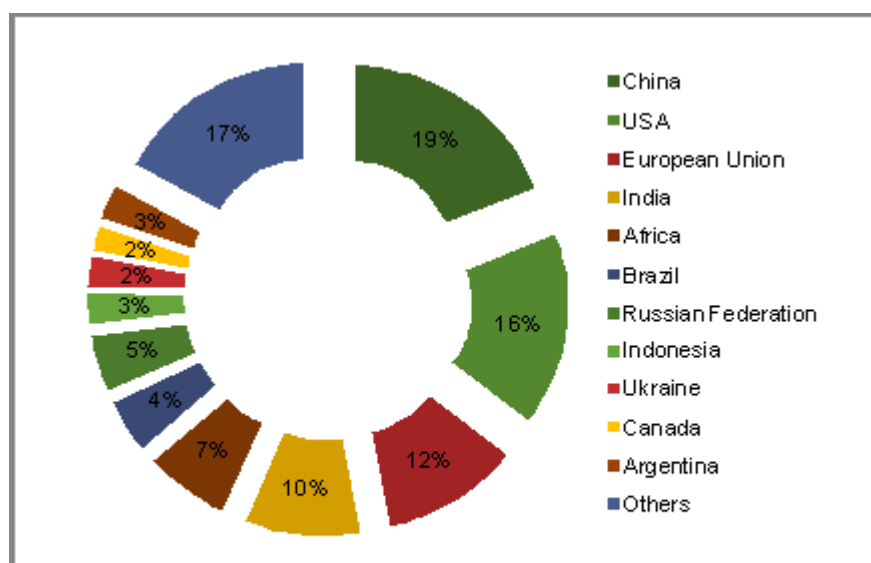
**Global cereal production dominated by China, USA, European Union and India:** Global production of cereals is dominated by China, USA, European Union and India, with these regions together contributing to ~57% of the overall expected production during CY2017. While production of coarse grains (maize particularly) is dominated by USA (~28% expected in CY2017) followed by China (17%) and European Union (11%), wheat is primarily produced in European Union (20%) and China (17%). China also dominates the production of rice (29% expected in CY2017) followed by India (22%).

**Outlook on global food consumption and production:** According to FAO, demand growth for agriculture products is expected to slow considerably compared to the previous decade. The increase in demand for agricultural products over the previous decade was primarily driven by China and growth in biodiesel

production. In China, income growth led to increase in food demand, particularly meat, resulting in intensification of livestock production that helped boost demand for animal feed. While these factors will continue to influence global demand for agricultural products, their relevance is expected to diminish over the coming decade.



**Exhibit 9 – Country-wise Arable Land (2014) Breakup**  
*(Source: The World Bank, ICRA Analysis)*



**Exhibit 10 – Region-wise Global Cereal Production (FY17 Forecast)**  
*(Source: FAO, ICRA Analysis)*

Demand growth in China is slowing down, as income growth moderates and the propensity for households to spend additional income on food declines. Further, the evolution of biofuels markets is dependent on policies and crude oil prices, and hence harder to forecast based on demographic and economic trends.

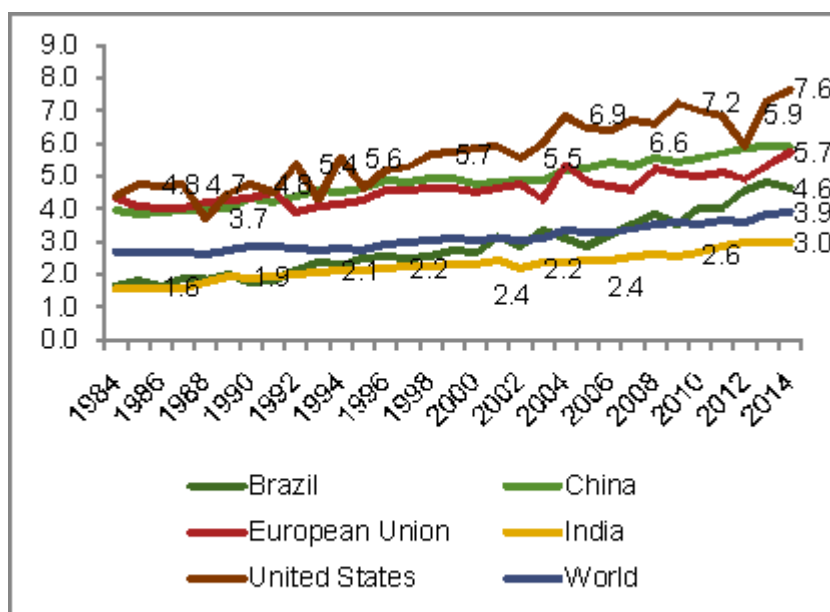
Global cereal production is estimated to grow by around 1% p.a., leading to a total increase of 11% for wheat, 14% for maize, 10% for other coarse grains, and 13% for rice by 2026. The bulk of the additional production over the forecasted period is expected to be generated through crop yield improvements. The increase in wheat production is expected to be achieved through higher yields, most notably in Asia and Pacific, which will account for ~46% of additional wheat production. Globally, India will account for the biggest increase in wheat production. Growth in rice production is expected to exclusively be driven by yield growth as the total area dedicated to rice is expected to increase by only 1% from the base period, while global yields of rice will

increase by 12%. Major production gains are projected for India, besides other countries like Indonesia, Thailand etc. (Source: OECD-FAO Outlook 2017-2026)

**Rise in production primarily driven by yield improvement:** As can be seen from the Exhibit 11, crop yield has witnessed a healthy improvement over the last 30 years which has been the driving force of rise in global production levels over the period. Among the major producing countries, yield for USA has been the highest; it was least for India; however, the same offers a great opportunity to India to increase the cereal production levels through improvement in the yields with balanced fertilizers usage, efficient seeds, better water use efficiency etc. According to FAO, the three primary reasons contributing to the increased global crop production are 1) Increased yield per unit area (~75-78% contribution), 2) Increased cropland and rangeland area (15-17% contribution) and 3) Greater cropping intensity (5-8% contribution).

Although it is difficult to determine, how much crop yield is the result of usage of commercial fertilizers, studies have been undertaken to compare yields of unfertilized crops with yields of crop treated with fertilizers. As per a study (Stewart et. al. 2005), 30-50% of crop yield can be attributed to commercial fertilizer input. As per the study, without the usage of N fertilizers, average yields in USA declined by 41%, 37%, 19% and 16% for maize, rice, barley and wheat respectively. According to the Sanborn Field study at the University of Missouri, N P and K fertilizer have contributed to almost 60% of the total yield of the crop. These studies indicate the importance of fertilizers in cereal productivity as it accounts for at least half of the crop yield.

As can be seen from the Exhibit 12, Global cereal production per tonne of fertilizer used has remained in the range of 12.5-14 tonnes. The growth in global fertilizer consumption has been accompanied with increased global foodgrain production over the years.



**Exhibit 11 – Country-wise Cereal Yield- MT/ hectare**  
(Source: The World Bank, ICRA Analysis)

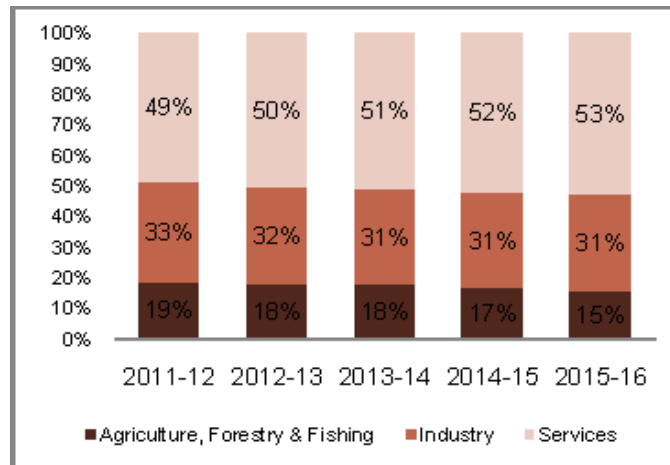


**Exhibit 12 – Global Cereal Production (tonne) per tonne of Fertilizer use**  
 (Source: Earth Policy Institute, ICRA Analysis)

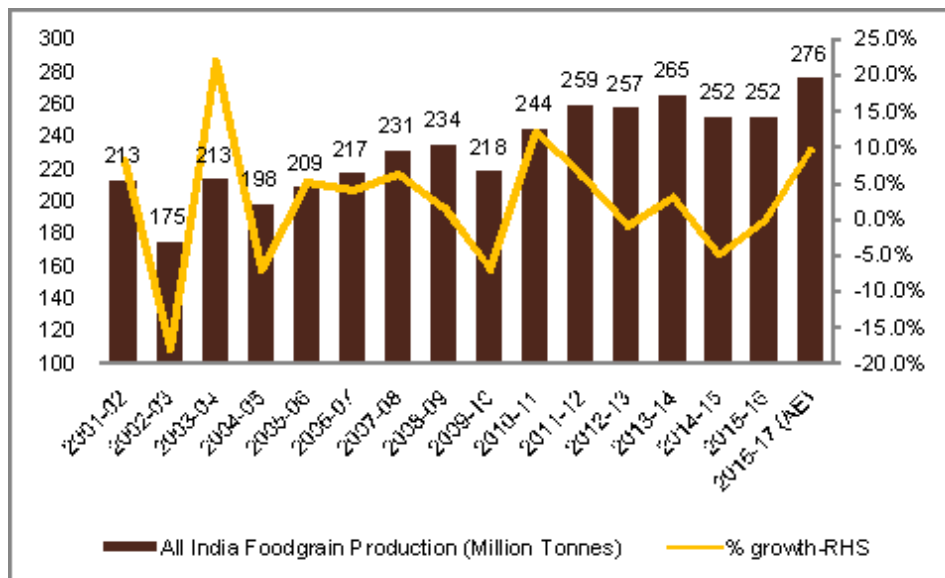
## OVERVIEW OF THE INDIAN AGRICULTURE & FOOD INDUSTRY

**Background:** With only about 2.3% share in the world’s total landmass and 4% of its water resources, India has to support about 17.5% of the world’s human population and 15% of the livestock. Agriculture has played an important role in the economic development of India which is an agrarian society with ~15% of GVA and >55% of the population depending on it. In addition to providing the required food for the growing population of India, agriculture has provided income to rural areas as well as savings for investments, released labour for downstream industry and has increased demand for industrial goods. Agriculture’s share in Indian economy has been significant, though the same has witnessed a declining trend as other sectors, particularly services, have grown considerably.

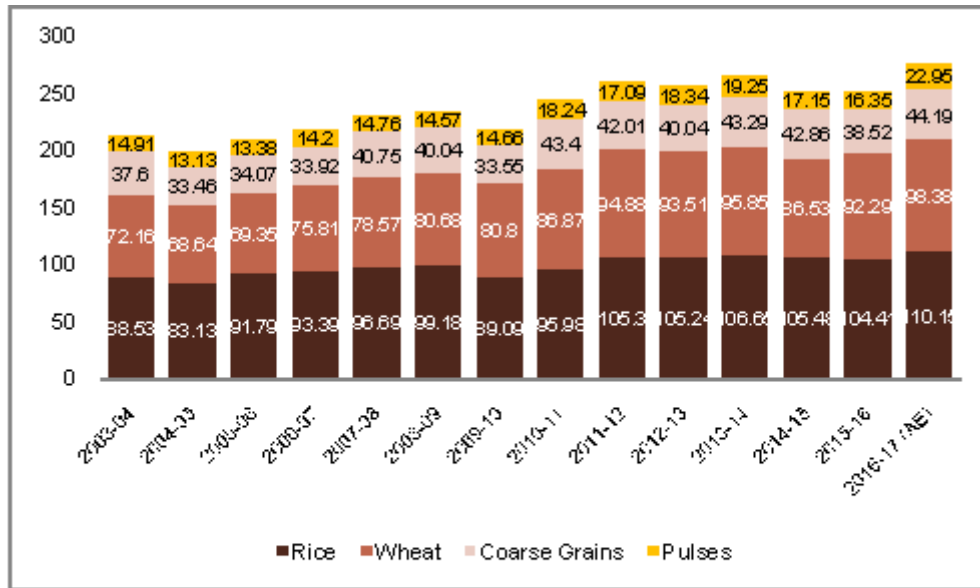
**Robust growth in food-grain production:** Despite a marginal decrease in acreage (0.11% decrease from 122.78 million hectares in 2001-02 to 122.65 million hectares in 2015-16), all India food grain production has increased by ~18% and at a CAGR of 1.20% from 212.9 million tonnes in 2001-02 to 251.6 million tonnes in 2015-16 driven by improvement in agriculture productivity. As per the fourth advance estimate (released in September 2017), the food grain production is expected to grow by 9.58% (24.10 million tonnes) in 2016-17 supported by normal monsoon in most parts of the country coupled with increase in acreage for some crops. Rice and wheat are the primary food grain produced by the country with cumulative contribution hovering at ~75-80% over the period. India is the second largest producer of wheat and rice in the world and is the second largest producer and exporter of cotton in the world.



**Exhibit 13 – GVA Breakup at Basic Price**  
 (Source: Central Statistics Office (CSO), ICRA Research)



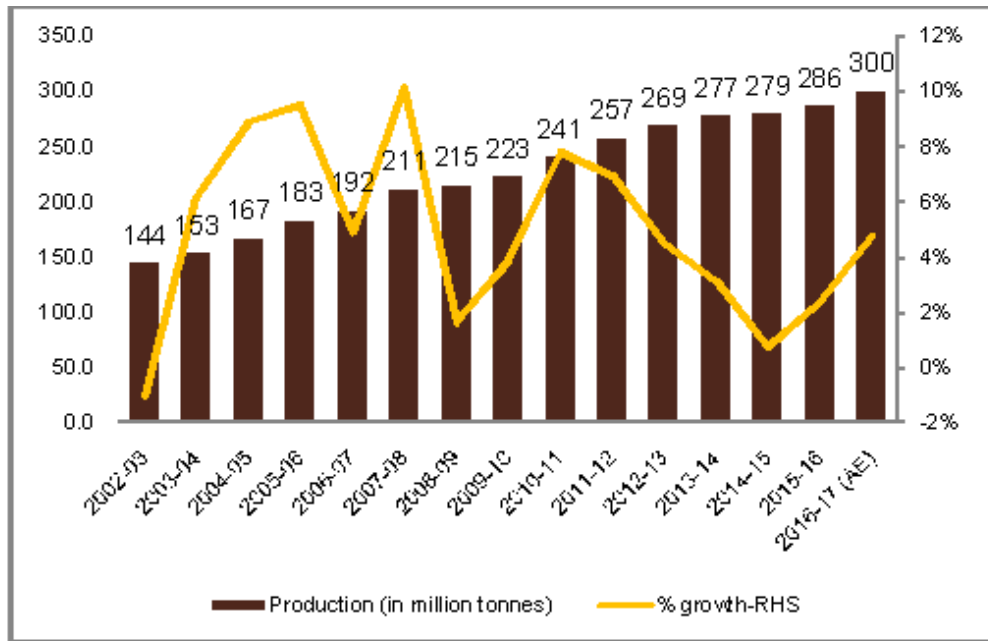
**Exhibit 14 – All India Food Grain Production (CY02-CY17AE) – in million tonnes**  
 (Source: Govt. Of India – Economic Survey 2017, Department of Agriculture Cooperation & Farmer Welfare, ICRA Research)



**Exhibit 15 – All India Foodgrain Mix (CY04-CY17AE) – in million tonnes**  
*(Source: Govt. Of India – Department of Agriculture Cooperation & Farmer Welfare, ICRA Research)*

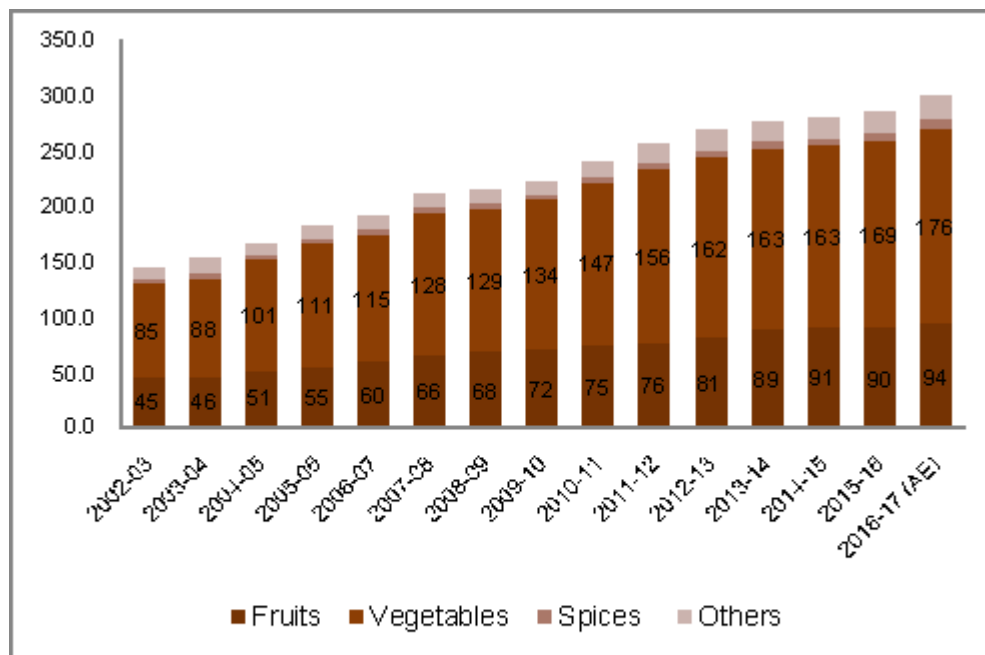
In terms of state-wise contribution, Uttar Pradesh, Punjab, Madhya Pradesh are the top three food grain producing states of the country and cumulatively contributed to ~40% of the total domestic production in 2016, increasing from ~38% in 2015. According to the Department of Industrial Policy and Promotion(DIPP), the Indian agricultural services and agricultural machinery sectors have cumulatively attracted foreign direct investment (FDI) equity inflow of about USD 2,450 million from April 2000 to June 2017.

All India horticulture production has increased by ~98% and at a CAGR of 5.40% from 144.4 million tonnes in 2002-03 to 286.2 million tonnes in 2015-16 driven by higher acreage (16.3 million hectare in 2002-03 to 24.47 million hectare in 2015-16) and better productivity (8.9 MT/Ha in 2002-03 to 11.7 MT/Ha in 2015-16). As per the third advance estimate, the horticulture production is expected to grow by 4.78% (13.70 million tonnes) in 2016-17 supported by normal monsoon in most parts of the country. The production mix is dominated by vegetables (58%-61%) and fruits (30%-32%). India's diverse climate ensures availability of all varieties of fresh fruits & vegetables. India is the second largest producer of fruits and vegetables after China. It is the largest producer of ginger and okra amongst vegetables and ranks second in the world in production of potatoes, onions, cauliflowers, brinjal, cabbages. Amongst fruits, the country is the largest producer of mango, papaya, lemon and banana. *(Source: National Horticulture Board)*



**Exhibit 16 – All India Horticulture Production (CY03-CY17AE) – in million tonnes**

(Source: All India 2016-17 (Third Advance Estimates), Department of Agriculture & Cooperation, ICRA Research)



**Exhibit 17 – All India Horticulture Mix (CY03-CY17AE)-in million tonnes**

(Source: All India 2016-17 (Third Advance Estimates), Department of Agriculture & Cooperation, ICRA Research)

Exhibit 18 – Snapshot of Indian Agriculture Sector (2015-2016)

Crop	Area Cultivated (2015-16-Exp)	Production (2015-16-Exp)	Yield (2015-16-Exp)	Consumption per capita (2015-Exp)	Exports (2015-16-Exp)	Top 3 Producing States (2015-16)	% contribution of top 3 states	India's Position
Unit	Million hectares	Million Tonnes	MT/ha	Kg/annum	Rs. Crore	-	-	-
Rice	43.39	104.32	2.40	67.9	38202	West Bengal, Uttar Pradesh,	38.42%	Second largest producer after China; largest exporter in 2014
Wheat	30.23	93.5	3.09	61.3	1062	Uttar Pradesh, Madhya Pradesh	64.86%	Second largest producer after China
Cotton	11.86	5.13	0.43	23.6*	12821	Gujarat, Maharashtra, Telangana	66.54%	Second largest producer after China
Fruits	6.41	91.44	14.28	~49*	4191	Uttar Pradesh, Andhra Pradesh, Maharashtra	35.00%	Second largest producer after China
Pulses	25.26	16.47	0.65	16.0	1656	Madhya Pradesh, Rajasthan, Maharashtra	51.49%	Largest producer and importer of pulses
Vegetables	9.58	166.61	17.40	~89*	5237	Uttar Pradesh, West Bengal, Madhya Pradesh	34.00%	Second largest producer after China
Spices	3.26	6.35	1.95	~3.39	16630	Gujarat, Madhya Pradesh, Andhra Pradesh	37.80%	World's largest producer and exporter

\*fresh fruits and fresh vegetables.

(Source: Directorate of Economics and Statistics, Department of Agriculture and Cooperation, ICRA Research)

Exhibit 19 – Overview of Southern India States (2015-16)

State	Area Cultivated (2015-16)	% of total area	Production (2015-16)	% of total production	Yield (2015-16)	Rice Production (2015-16)	Wheat Production (2015-16)	Coarse Cereals (2015-16)	Maize (2015-16)	Pulses (2015-16)	Cotton (2015-16)
Unit	Million hectares	%	Million Tonnes	%	MT/ha	Million Tonnes	Million Tonnes	Million Tonnes	Million Tonnes	Million Tonnes	Million Bales
Andhra Pradesh	4.14	3.38%	10.57	4.19%	2.56	7.49	-	1.85	1.41	1.23	2.40
Karnataka	7.16	5.84%	9.97	3.95%	1.39	2.70	0.17	5.70	3.27	1.39	1.60
Tamil Nadu	3.86	3.15%	11.94	4.73%	3.09	7.98	-	3.39	2.38	0.57	0.37
Telangana	2.19	1.79%	5.03	1.99%	2.30	2.96	-	1.82	1.74	0.24	3.86
Rest of India	105.3	85.85%	214.71	85.13%	2.06	83.19	93.33	25.18	13.01	13.04	21.92

(Source: Directorate of Economics and Statistics, Department of Agriculture and Cooperation, ICRA Research)

State	Fruits			Vegetables			Spices		
	Area Cultivated (2015-16)	Production (2015-16)	Yield (2015-16)	Area Cultivated (2015-16)	Production (2015-16)	Yield (2015-16)	Area Cultivated (2015-16)	Production (2015-16)	Yield (2015-16)
Unit	Thousand hectares	Million Tonnes	MT/ha	Thousand hectares	Million Tonnes	MT/ha	Thousand hectares	Million Tonnes	MT/ha
Andhra Pradesh	574	9.98	17.38	235	5.41	23.04	213	0.67	3.17
Tamil Nadu	311	6.83	21.98	291	7.77	26.73	113	0.21	1.88
Karnataka	419	7.31	17.45	510	9.08	17.82	216	0.39	1.79
Telangana	295	4.18	14.19	143	2.72	19.03	122	0.49	4.04
Rest of India	4807	63.15	13.14	8397	147.06	17.51	2599	4.58	1.76

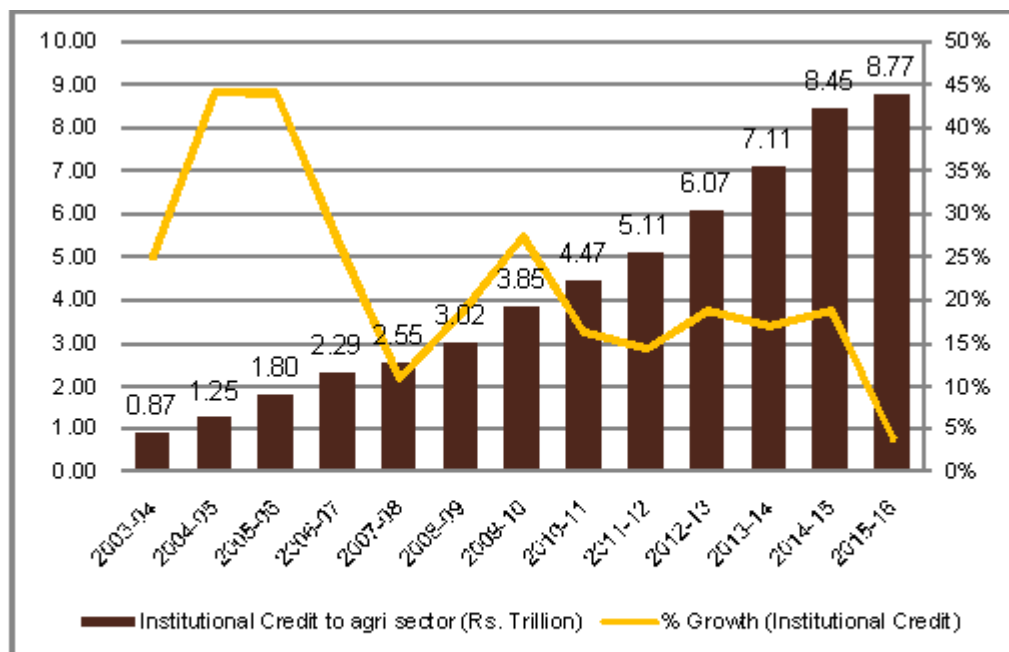
(Source: Directorate of Economics and Statistics, Department of Agriculture and Cooperation, ICRA Research)

**Human resources availability:** India has a large labour force available to impart growth in the agriculture sector, as almost 69% of the total population resides in rural areas as compared to the global average of 49%. Around 32% of the total rural population is involved in agriculture work; 45% of which are cultivators and the rest being agricultural labourers with both cumulatively representing almost 55% of Indian work force. (Source: Registrar General of India) The share of cultivators is, however, declining over the last fifty years indicating the change in land tenure.

**Huge land availability, though low on per capita basis:** According to the World Bank, India has the largest area of arable and permanently cropped land in the world, estimated at 156 Mha in 2014 (~11% of the total land area), followed by the United States of America at 155 Mha. Being a highly populated country, land resources on a per capita basis in India stands at ~0.12 hectare (declined from 0.5 hectare in 1951) which is lower than the world average of ~0.20 hectare. Further, increasing urbanisation has resulted in a shift of land usage for non-agricultural purposes. So, due to the limited land availability coupled with the rising Indian population, higher aggregate production will be met through yield growth and improvement in crop intensity which can be achieved through more balanced usage of pesticides, fertilizers, high quality seeds, higher farm mechanisation etc.

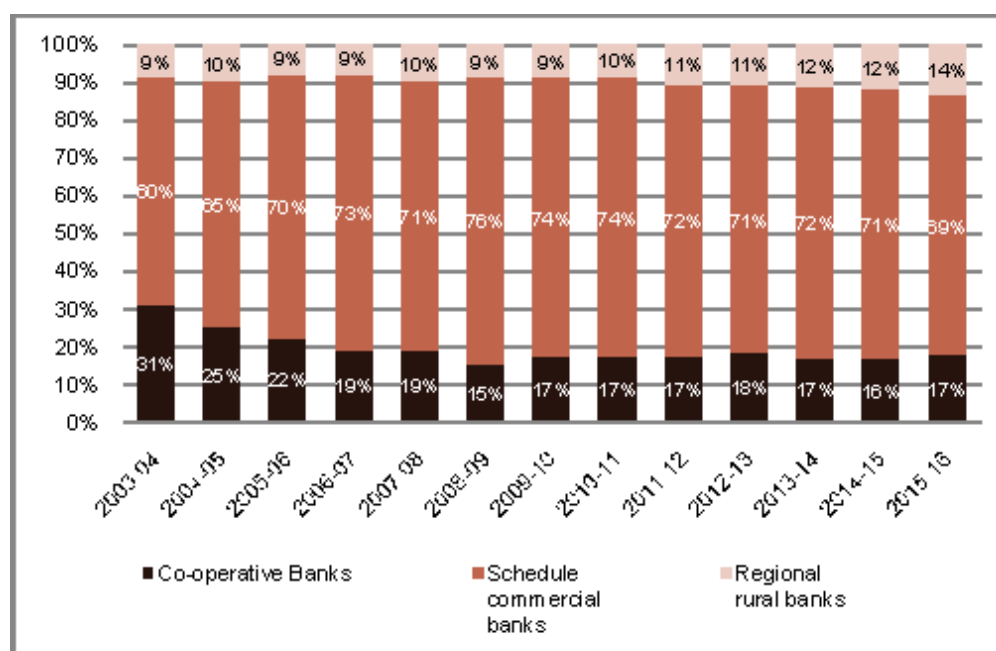


**Enhanced agriculture credit flows:** The availability of cheap agriculture credit to farmers is one of the important drivers for improving agricultural production and productivity and mitigating farmer distress. Institutional credit available to the agri sector has grown at a healthy CAGR of 21.2% from FY2004 to FY2016 and provided financing options to the farmers at lower interest rates. To discourage distress sale of crops by farmers, the Indian Government has also provided interest subventions to small and marginal farmers having Kisan Credit Cards.



**Exhibit 20 – Flow and growth of institutional credit to agriculture and allied activities (FY04-FY16)**

*(Source: Govt. Of India- Economic Survey, Ministry of Agriculture & Farmers Welfare, ICRA Research)*



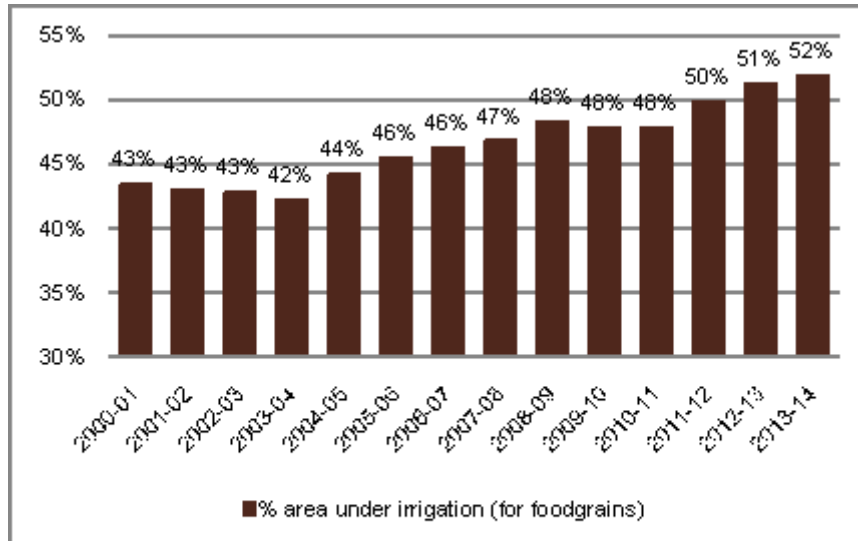
**Exhibit 21 – Share of institutional credit providers (FY04-FY16)**

*(Source: Govt. Of India- Economic Survey, Ministry of Agriculture & Farmers Welfare, ICRA Research)*

***Irrigation coverage increasing, albeit at a very low pace:*** Indian agriculture is still heavily dependent on rainfall with 52% of the total land area used for foodgrains being irrigated. Further, distribution of irrigation across states is highly skewed. Though acreage (for foodgrains) under irrigation has increased over the last fifteen years, India faces high level of inefficiency in irrigation systems which is reliant on surface water sources (efficiency of 35-40%) as well as on ground water sources (efficiency of 65-75%). (Source: OECD- FAO Agriculture Outlook). Water-use efficiency and productivity can be improved with increased focus on micro-irrigation systems like drips and sprinklers. The ultimate irrigation potential in the country is estimated at about 140 million hectares, out of which, about 58.5 million hectare is from major and medium irrigation sources while the remaining 81.5 million hectare is from minor irrigation sources (about 64.1 million hectare from groundwater irrigation and 17.4 million hectare from surface water). The central government, to complete the incomplete irrigation schemes, initiated the Accelerated Irrigation Benefit Programme (AIBP) under which Rs. 58,504 crore of central loan assistance/grant has been released up to 31 March 2017. Since its inception, ~297 projects have been funded by AIBP which has helped in creating an irrigation potential of ~24 lakh ha. Currently, work on about 99 projects identified under the AIBP program with an irrigation potential of ~76 lakh ha is underway across 18 states. However, the widening gap between irrigation potential created and that being utilized is required to be narrowed down in the near to medium term to make India less reliant on rainfall which has been highly fluctuating over the last few years.

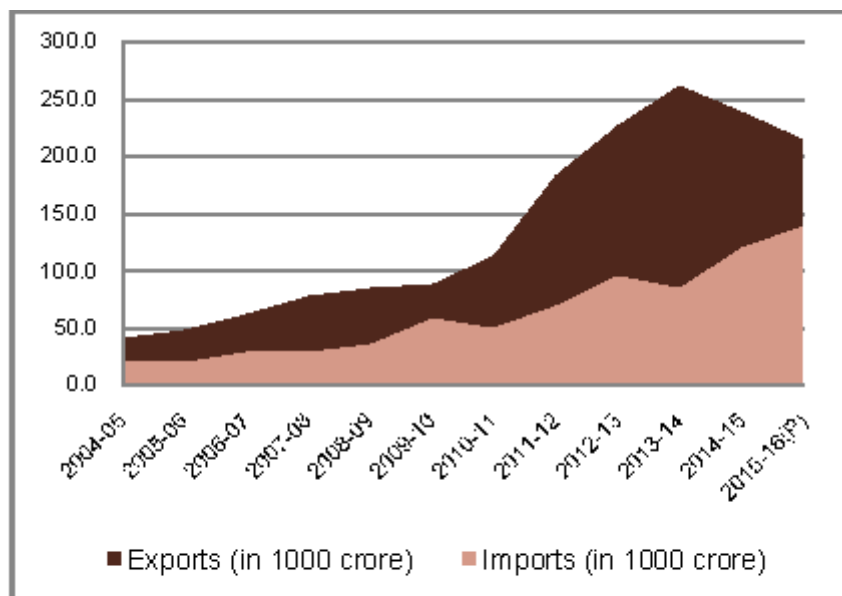
***Growing trade surplus:*** India has emerged as a leading agri-exporter with a trade surplus that has grown from Rs. 18,791 crore in FY2005 to Rs. 1,77,051 crore in FY2014. However, over the past two years (FY2015 & FY2016), the trade surplus has dropped sharply to Rs.75,107 crore due to drought that lowered output of several agri export products like sugarcane, pulses, etc. as well as increased import of products like edible oil where indigenous production remains comparatively lower. Additionally, anticipation of lower output and increase in prices of key agri-produce resulted in continuation of export restrictions and increase in import by the Government. Rice accounts for the bulk of the exports followed by meat, marine products, spices, cotton, etc. As per the World Trade Organization's (WTO) trade statistics, the share of India's agricultural exports and imports in world trade in 2015-16 was 2.1% and 1.8% respectively. Agricultural exports as a percentage of agricultural GDP increased from ~8-9% in FY2009 to ~13-14% in FY2014 before moderating to ~10-11% in FY2016. During the same period, agricultural imports as a percentage of agricultural GDP increased from ~3-4% to ~8-9% (Source: World Bank and WTO Statistics review).

***Productivity growth key to increased production:*** With limited land availability, productivity growth has remained an important driver for India in achieving the growth in the foodgrain production. Although, India ranks first in productivity of grapes, banana, cassava, peas, and papaya, the productivity levels of Indian agriculture particularly in key food grains is way below global standards. According to The State of Indian Agricultural Report 2015-16, to improve the productivity, easy, economical and reliable access to key inputs such as, fertilizers, pesticides, quality seeds, access to suitable technology tailored for specific needs, the presence of support infrastructure and innovative marketing systems to aggregate and market the output from large number of small holdings efficiently and effectively are necessary.



**Exhibit 22 – % Area under Irrigation**

(Source: Directorate of Economics and Statistics, Department of Agriculture and Cooperation, ICRA Research)



**Exhibit 23 – % Agriculture Trade Balance**

(Source: Directorate General of Commercial Intelligence & Statistics, Ministry of Commerce, Kolkata, ICRA Research)

**Agriculture Pricing Policy and MSP:** The Government fixes the Minimum Support Prices (MSPs) of various agricultural crops on the recommendations of the Commission for Agricultural Costs & Prices (CACP), the views of concerned State Governments and Central Ministries/Departments as well as other factors considered relevant for fixing MSP. MSP was introduced to protect the agricultural producers against any sharp fall in farm prices. MSPs for the major food grains has been increased at a CAGR of 6-11% over the last eight years to compensate for the rising cost of production as well as to incentivize farmers to increase the production as well as the productivity.

Exhibit 24 – Minimum Support Price (Rs. Per quintal)

	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18	CAGR
Paddy	1000	1080	1250	1310	1360	1410	1470	1550	6.46%
Wheat	1120	1285	1350	1400	1450	1525	1625	1735	6.45%
Maize	880	980	1175	1310	1310	1325	1365	1425	7.13%
Cotton	2500	2800	3600	3700	3750	3800	3860	4020	7.02%
Sugarcane*	139.12	145	170	210	220	230	230	255	9.04%
Gram	2100	2800	3000	3100	3175	3500	4000	4400	11.15%
Bajra	880	980	1175	1250	1250	1275	1330	1425	7.13%

(Source: Directorate of Economics and Statistics, Department of Agriculture and Cooperation, ICRA Research)  
\* Fair & Remunerative Price

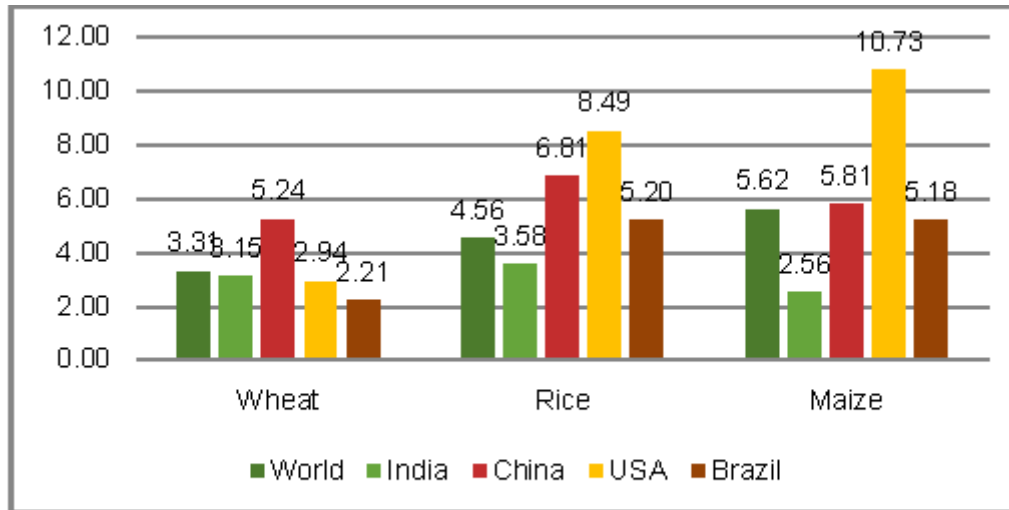


Exhibit 25 – Yield (MT per hectare) – CY14

(Source: International Fertiliser Association (IFA), FAOSTAT, ICRA Research)

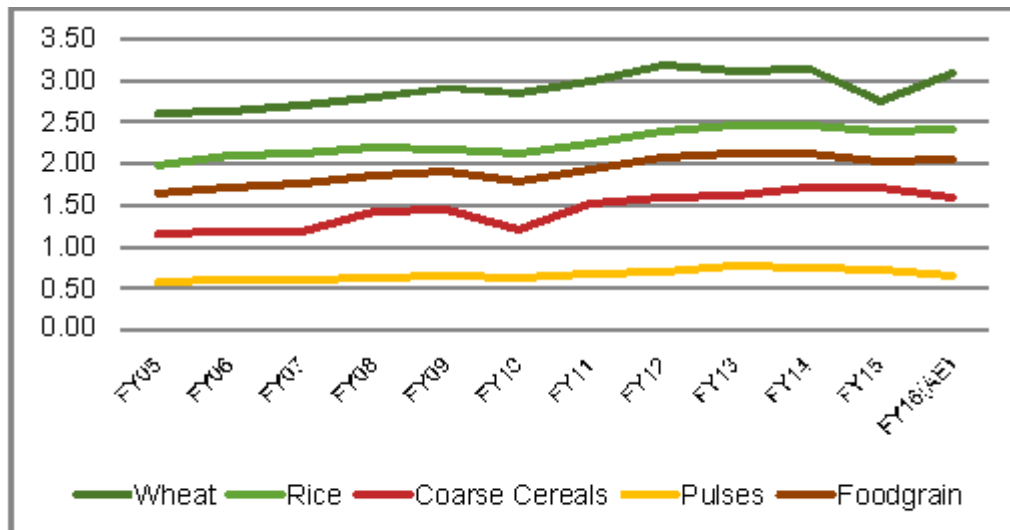
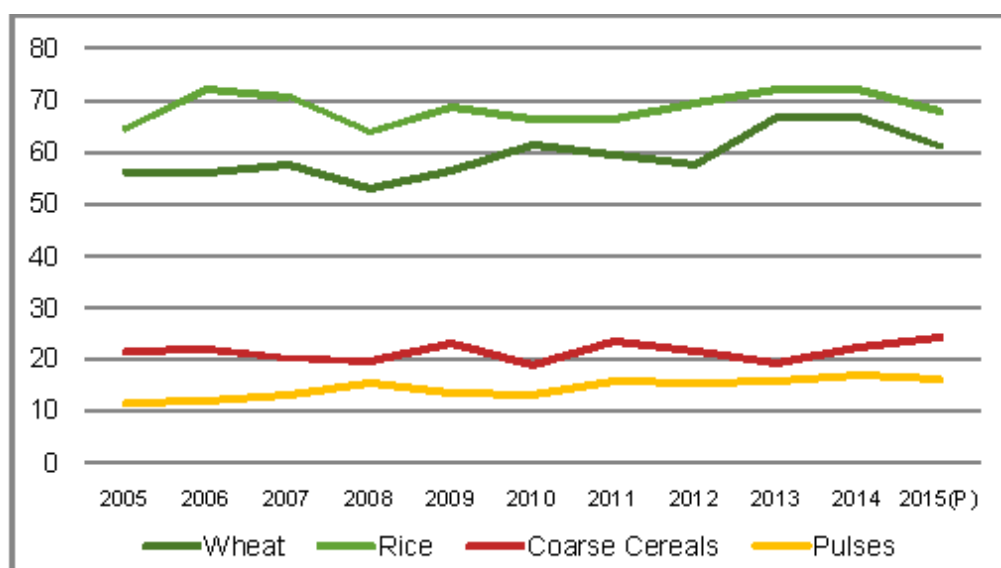


Exhibit 26 – Movement in Yields – MT per hectare

(Source: Directorate of Economics and Statistics, Department of Agriculture and Cooperation, ICRA Research)

**Per Capita Consumption:** Rice has been the most consumed cereal in India with a per capita consumption of 67.9 kg/annum in 2015 followed by wheat (61.3 kg/annum). The per capita consumption of coarse cereals has witnessed an improvement over the last few years while per capita consumption of pulses has remained relatively stable. In the case of fruits, vegetables, milk, egg, meat, per capita consumption has witnessed an increase due to a changing pattern in the demand of the households for high value items with increasing income levels.

**Outlook on Indian food consumption and production:** With acreage at similar levels, production of foodgrains is expected to grow to ~305 million tonnes by 2023. Rice will be the major contributor to the growth with production levels of 124 million tones anticipated by 2023 and will be followed by wheat (112 million tonnes), coarse grain (46 million tonnes) and pulses (23 million tonnes). Per capita cereal food consumption is expected to rise to 164 kg/person by 2023. Production growth over the period will be encouraged by rise in MSPs for rice and wheat which have witnessed a robust increase in the past and is expected to be increased in similar lines. According to the report, cereal consumption is anticipated to grow, but greater consumption of milk and milk products, pulses, fruits, vegetables and vegetable oil will contribute to the improved intake of food nutrients. Further, owing to limited land availability, higher production is expected to be achieved through improvement in yields. (Source: OECD FAO Agriculture Outlook)



**Exhibit 27 – Per Capita Consumption (Kg per year)**

(Source: Directorate of Economics and Statistics, Department of Agriculture and Cooperation, ICRA Research)

**Low yield, dependency on monsoon and modest soil healthy necessitate higher usage of fertilizers for the Indian Agriculture Industry:**

- Although India has the largest area of arable and permanently cropped land in the world, India ranks third in the world in overall foodgrain production after China and USA. The primary reason behind the same has been the low crop productivity of India as compared to USA, China and other major producers. With fertilizers accounting for at least half of the crop yield, it has a significant importance in the Indian Agriculture and Food Industry.
- Being highly dependent on monsoon, drought or lack of monsoons remains the major issue faced by the Indian Agriculture industry. Uneven distribution of rainfall results in either excess or deficiency of water. Fertilisers help plants to overcome these situations by increasing their capacity to hold more water and improve the rooting depth.
- Growing population would result in higher foodgrain requirement in the future while on the other hand, there is limited scope to increase the gross cultivated area. Hence, the importance of fertilizers is expected to only increase going forward.
- Indian soil is deficient in not only primary nutrients (Nitrogen, Phosphorous and Potassium) but also of secondary nutrients (Sulphur, Calcium and Magnesium) and micro nutrients (Boron, Zinc, Copper and Iron etc.). In terms of soil fertility, Indian soil is moderately fertile w.r.t. phosphate nutrient and highly fertile w.r.t. potassium against low fertility in case of nitrogen nutrient. The proportion of usage of N:P:K nutrients was estimated at 8.0:2.7:1 in FY 2014, which is estimated to have improved to 7.2:2.9:1 extent in FY2016 due to better sales of P&K fertilisers vis-a-vis urea. Further, according to a study conducted by Indian Institute of Soil Science (IISS), soil of as many as 174 districts across 13 states were deficient in secondary

nutrients like sulphur and micronutrients like zinc, boron, iron, manganese and copper. Deficiency of nutrients and imbalance usage of fertilizers adversely impact the average yield, which stands low at 2984 kg per hectare in 2014 for India as against world average of 3907 kg per hectare. The same can be corrected by increasing awareness of the farmers for well managed, scheduled applications of NPK fertilizers, which in turn may translate into higher usage of fertilisers in the future.

## OVERVIEW OF THE FERTILISER INDUSTRY

**Background:** Fertilisers are organic and inorganic materials produced through natural or chemical processes that are added to soil to supply nutrients that are essential for healthy growth and development of plants. Nutrients can be classified into three categories:

- ❑ Primary nutrients: Nitrogen (N), Phosphorus (P) and Potassium (K) – Required in high proportions
- ❑ Secondary nutrients: Calcium, Magnesium and Sulphur – Required in small amounts
- ❑ Micro nutrients: Chlorine, Iron, Manganese, Boron, Selenium, Zinc, Copper, Molybdenum, etc. – Required in trace amounts

Fertilisers are an important input for the agriculture sector. Amongst the primary nutrients, nitrogen is essential for growth and development, determines the plant's yield and is the main constituent of plant proteins; phosphorus is important for root development, improves water use efficiency and helps resist drought and is useful for ripening of the seed and fruit, while potassium is a regulator of crop nutrients and is responsible for formation of deeper root systems, regulating nitrogen absorption, reducing moisture loss and increasing protein content in plants. The ideal ratio for application of primary nutrients in the Indian soil is estimated to be N:P:K = 4:2:1.

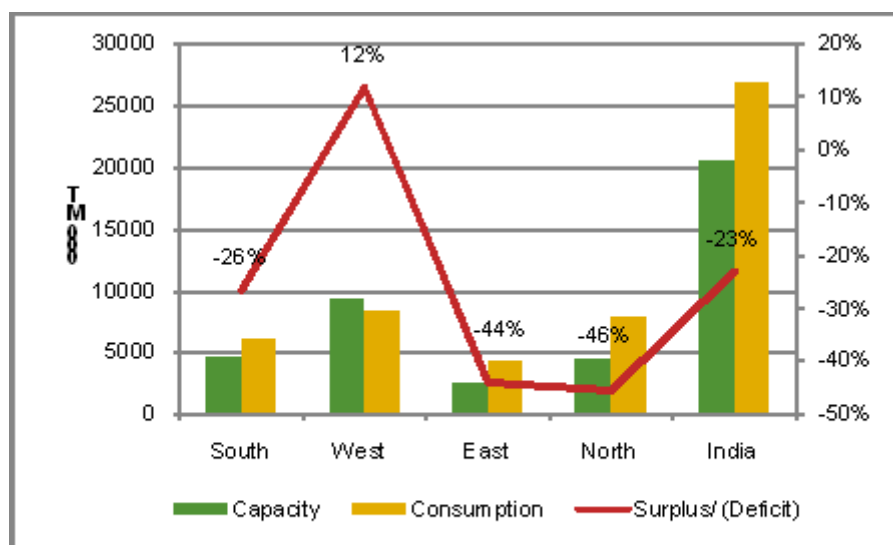
India being an agrarian society with ~14% of GDP and >55% of the population depending on agriculture, the fertiliser industry is highly important in the Indian context. Further, the fertiliser industry plays an important role in catering to the increasing demand of food grains in India with only 2.3% of the world's total land area and ~17.5% of the population. As of CY2014, India was the second largest producer of N and third largest producer of P (*Source: FAI*). However, despite the same, the country is highly dependent on imports for meeting its fertiliser requirement, as can be seen in the **Exhibit-28**. Except for the western region, all the other regions have higher consumption vis-a-vis capacities, resulting in favourable outlook for existing plants as well as new capacities that would be setup in the country.

The fertiliser industry has grown over the years aided by government policies and demand growth arising from rising agricultural output. The industry has been heavily regulated for decades by the Government of India (GoI) as the products are politically sensitive in nature. The governmental regulations have covered, inter-alia, the farm gate price (FGP), types of fertilisers eligible for subsidy, distribution pattern and the extent of profitability that can be earned by the manufacturers. Nevertheless, the P&K sector was partially decontrolled during 2010, following which the players are able to alter the retail prices of the fertilisers as per their cost structure and market prices, although the GoI continues to monitor the prices of subsidised P&K fertilisers to a large extent.

Urea is the key fertiliser consumed within the nitrogenous fertilisers segment and accounts for almost 55-60% of all fertiliser consumed in India. Phosphatic fertilisers are consumed in the form of complex fertilisers with varying levels of NP including Di Ammonium Phosphate or (DAP), which is the major phosphatic fertiliser used in India and NPK and Single Super Phosphate (SSP). Potassic fertilisers mainly comprise of Muriate of Potash (MOP), which is not manufactured in India and is fully imported.

Among the various fertilisers, urea and DAP plants are characterised by high capital intensity, while NPK complexes and SSP plants are relatively less capital intensive. Urea plants are characterised by high value addition as compared to moderate value addition for DAP and low value addition for NPK complexes and SSP fertilisers. Consequently, operating margins also tend to remain on the lower side for the latter and at

moderate levels for DAP, while they remain healthy for energy efficient urea plants. Nevertheless, the net margins for urea are weighed down by higher capital-related charges.



**Exhibit 28 – Fertiliser Capacity vs. Consumption (FY2016)**  
(Source: FAI, ICRA Research)

#### Key Growth Drivers for the fertilizer demand

- Growth in demand of food grains with increasing population and limited farmland availability:** With only 2.3% share in world's total landmass, India has to ensure food security for 17.5% of world population. India has ~190 million hectares of gross cultivated area with limited scope of increasing the same in the future. Hence, improving the yield is critical to meet the growing demand for food-grains for the increasing population and hence, the demand of fertilizers would continue to grow going forward. Besides, other factors like higher meat consumption, increasing demand for more protein-rich diets and fruit and vegetables would further drive fertiliser demand.

**Low productivity would drive the demand for fertilizers:** Growing demand for food-grains, limited scope for increasing the cultivated area and low crop yield (as can be seen in the **Exhibit-29**), provide high potential for increase in the fertiliser consumption going forward. Although the fertiliser consumption (per hectare of arable land & land under permanent crops) which is higher than the world average as well as higher than nations like USA & Indonesia; the productivity is low for some of the major crops. As compared to China, the fertiliser consumption is very low, which may translate into higher usage of fertilisers in the future.

Country	Fertiliser Consumption/ hectare of arable land & land under permanent crops (Kg)	Yield (Kg) per hectare		
		Paddy	Wheat	Maize
World	115.3	4539	3289	5664
India	144.0	3622	3030	2752
China	421.3	6749	5048	5998
USA	138.8	8487	2944	10733
Brazil	162.3	5201	2209	5176
Indonesia	117.5	5135	-	4954

**Exhibit 29 – Fertiliser Consumption & Yield Across Countries**  
(Source: IFA, FAOSTAT, ICRA Research)

- **Rising MSPs of various crops:** As farming is a risky business with the farmer's income dependent on the vagaries of weather and pests, as well as local and international price trends; the MSP mechanism shields farmers to an extent, from such risks, by guaranteeing a floor price for their produce. Rising MSPs of various crops boost the farmer's income and thus incentivizes the farmers to spend increasing amount on fertilizers and other agri-inputs like seeds, agrochemicals, etc. which in turn would have a positive rub off on companies in these segments.
- **Improving fertiliser use efficiency would drive the demand for NPK fertilizers:** The per hectare consumption of P&K fertilisers in India is low vis-a-vis urea and vis-a-vis other countries due to historical, market and regulatory reasons. Historically, farmers have preferred urea in India due to lack of awareness as well as favourable urea pricing vis-a-vis other fertilisers on account of presence of domestic capacities. Nevertheless, in terms of soil fertility, Indian soil is moderately fertile w.r.t. phosphate nutrient and highly fertile w.r.t. potassium against low fertility in case of nitrogen nutrient. The proportion of usage of N:P:K nutrients improved to 4.3:2:1 in FY2010 from 7:2.7:1 in FY2001 due to a subsidy structure that led to affordable retail prices for P&K fertilisers vis-a-vis urea. However, post the implementation of nutrient-based subsidy in FY2011, the subsidies remain capped and have largely followed a declining trend, while retail price continue to be significantly higher than urea prices. As a result of increase in retail prices the demand for P&K fertilisers has declined. Accordingly, the NPK usage ratio in FY2016 was estimated at 7.2:2.9:1. NPK usage ratio has improved to 6.8:2.7:1 in FY2017 due decline in retail price of P&K fertilisers during the year vis-a- vis urea. Nevertheless, the imbalanced usage of the fertilisers leads to lower average yield per hectare for cereal in India (2984 kg in 2014) vis-a-vis world average (3907 kg) and other countries (China 5886 kg, USA 7638 kg, Indonesia 5096 kg, Brazil 4640 kg). The yield and the soil fertility can be improved with scientific applications of fertilizers.

Overall, India's high dependence on agriculture growth, particularly in terms of yields given land scarcity, to feed a growing population, relatively low per capita consumption of fertilisers and lack of scientific application leading to low yields, increasing awareness amongst farmers, rising MSPs of various crops and increasing proportion of irrigated land would continue to support the growth of the domestic industry, going forward.

**Global capacities and production:** Overall, the global fertilizer sales in CY2016 were estimated to be around 187 MT nutrients, i.e. increase of 2% over CY2015. The fertilizer demand was relatively static in Europe and East Asia, while robust growth prevailed in Latin America and Africa. The demand was subdued in North America, South Asia and West Asia. The demand is expected to grow by ~1% to ~160 MT in CY2017. (Source: FAI)

Globally the nitrogenous fertiliser's production is widespread due to easy availability of key raw material, natural gas. Consequently, the global N fertilisers industry is less consolidated vis-a-vis the P&K fertilisers industry. India is the second largest producer and consumer of N fertilisers next to China. (Source: FAI)

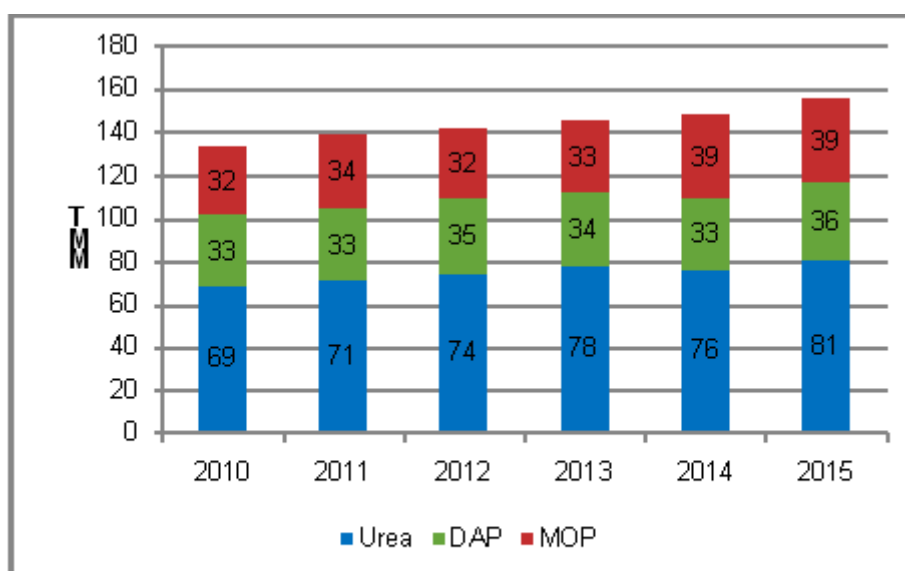
For phosphate and potash fertilisers, there are only a few large suppliers as rock phosphate and potash mineral reserves are available only in certain regions globally. India is the second largest consumer for phosphorous fertilisers and fourth largest consumer for the potash fertilisers. However, the production is limited for phosphorus fertilisers while there is no established source for potash reserves in India. As a result, India is dependent on imports for meeting its fertiliser requirement. Hence, the bargaining power for the importing nations like India is limited to some extent as these suppliers have historically formed cartels.

**Global urea prices have softened in last four years; near to medium term outlook remains subdued:** Urea prices are a function of the input energy costs and demand. Urea prices have declined significantly over past four years owing to decline in energy prices and increase in Chinese supplies as coal prices declined significantly. Global urea prices have averaged around \$276/MT for last five years (Oct 2012-Oct 2017) against \$376/MT for the five year period before (Sept 2007-Sept 2012).

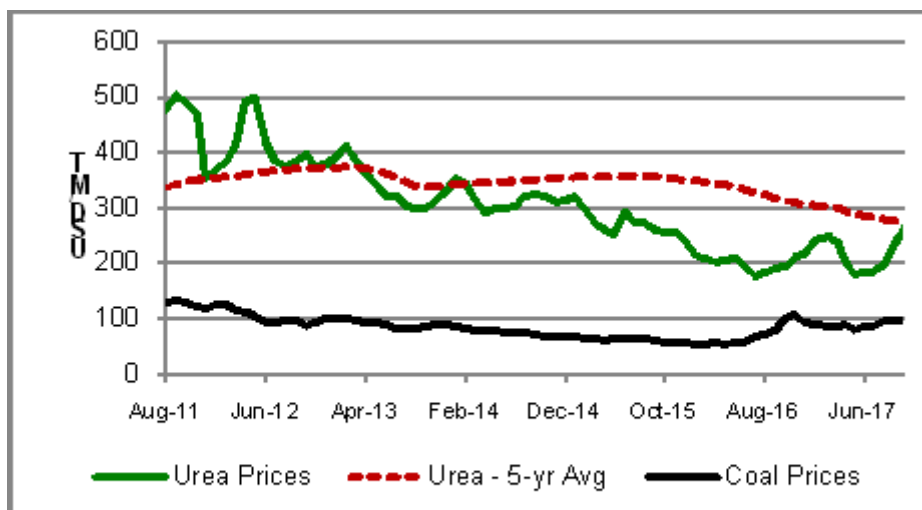
China exerts significance influence on the global urea price dynamics as ~44% of the global urea capacity is based out of the country. Majority of the Chinese urea capacity is coal based and with decline in coal price since FY2012, cost of production for Chinese players has declined significantly. As a result, the share of



Chinese exports in global urea exports has been on an upward trend since FY2012 rising from 16% of global urea trade in CY2012 to ~29% in CY2015 and downward pressure on urea prices. However with recent crackdown of the Chinese government on polluting units, Chinese exports have declined in CY2016, which has provided some support to international urea prices recently. However, commissioning of capacities in low gas costs regions like U.S, Russia and Middle-East over next two-three years along with India looking at commissioning nearly 7-8MMT of urea capacities in the next 3-4 years to achieve self sufficiency in urea production, the exportable surplus in the global markets will increase as urea consumption is expected to grow at a slower pace. Given these factors, ICRA research believes that urea prices will remain in the range of \$240-\$330/MT which would also be a reflection of expected supply increases over medium to long term.



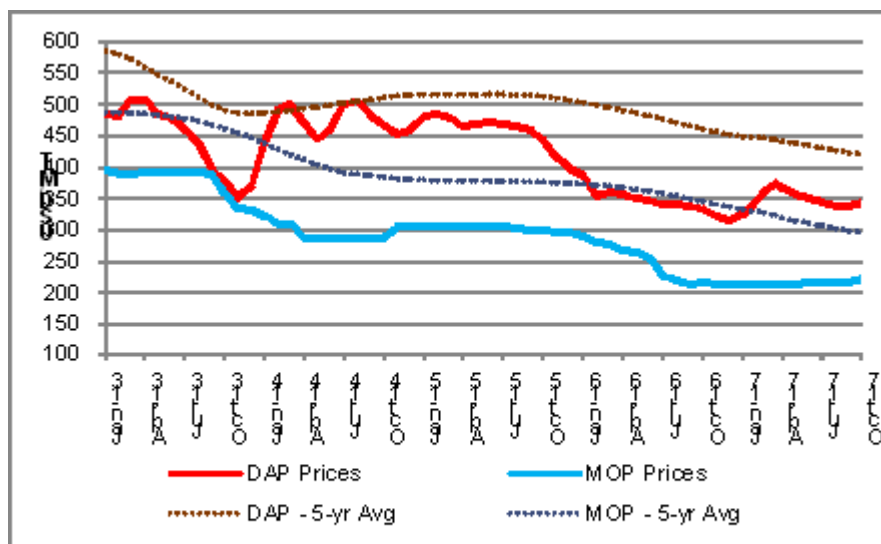
**Exhibit 30 – Trends in Fertiliser Production Globally (MMT, On Nutrient Basis)**  
(Source: FAI, ICRA Research)



**Exhibit 31 – Urea International Price Trends**  
(Source: indexmundi.com, ICRA Research)

**DAP prices to be driven by Chinese supplies and Indian demand:** Global prices have fluctuated significantly during the past decade. Prices had seen downward pressure in FY2014 owing to lower imports by India post implementation of the Nutrient Based Subsidy (NBS) scheme which led to significant increase in the retail price of phosphatic fertilisers vis-a-vis urea and thus leading to lower demand. International DAP prices have remained range bound between \$310-\$375 for the past 10-12 months. The prices have remained subdued owing to weak demand from key consumers i.e., India and Brazil. DAP imports by India have declined nearly 17% YoY in 7M FY2018, owing to higher domestic production while high systemic inventories and low crop

prices have kept demand from Brazil muted. While DAP prices had witnessed marginal recovery in March 2017 as the Chinese export supplies had tightened due to crackdown by China on polluting units as well as the seasonality in Chinese exports, supplies from U.S., Mexico, Morocco, Saudi Arabia and Africa continue to keep downward pressure on the prices as near term improvement in demand looks unlikely. While few capacity additions are planned in CY2107, no further capacity additions have been announced which should help in supporting the phosphatic prices in the medium term.



**Exhibit 32 – DAP, MOP: International Price Trends**  
(Source: *indexmundi.com, ICRA Research*)

**MOP prices have declined following collapse of BPC and higher supply vis-a-vis demand:** Global sales and prices of potash have fluctuated over the past decade, with sales varying between 50-55 MMT in the last few years. The potash (MOP) supply is strongly concentrated as the mines are concentrated in specific regions – Canada, former CIS (Commonwealth of Independent States, primarily Russia and Belarus), Germany, Israel, Jordan, Chile, etc. Further, the suppliers have made marketing arrangements/cartels to ensure bargaining power. The industry had been largely organised, till 2013, as a duopoly between Belarusian Potash Company (BPC) and Canpotex (Canadian Potash Exporters), who had a market share of ~60-65% of the global production of potash. In July 2013, Uralkali pulled out of BPC, its marketing joint venture with Belaruskali accusing the latter of selling potash outside its marketing agreement. As BPC was the largest supplier in the international market, having a 35% market share in CY2012, the collapse of BPC, along with reduced demand from China and India, led to significantly lower prices of MOP, wherein the prices of MOP fell from US\$ 393/ tn in July 2013 to US\$ 305/ tn in July 2015. Since then potash prices have further declined to nearly \$220/MT in September 2017. Going forward, ICRA research expects MOP prices to remain stable in FY2018 given the finalisation of the Chinese and Indian contracts and despite re-opening of the Canadian mines as global producers undertake output cuts. Possible revival of ties between Uralkali and Belaruskali may help in price recovery for MOP; however, any concrete development on this front remains to be seen.

### **INDIAN FERTILISER SECTOR**

**High entry barriers due to capital, technical and working capital intensive nature of business and raw material constraints, barring for SSP:** Most fertilisers are commodity products which are manufactured or imported based on the specifications of the Fertiliser Control Order (FCO). This leads to low differentiation in terms of product quality. Nevertheless, production of key P&K fertilisers (such as DAP, NP and NPK complexes) is highly capital intensive and technically intensive, although technical and capital intensity in case of SSP production is low. Further, rock phosphate reserves are required for production of phosphoric acid, which, in turn, is used for the production of DAP, while MOP production is dependent on sylvinitic ore deposits. Ammonia is also required for the production of DAP and NPK fertilisers, which is imported to a certain extent as domestic ammonia production is limited. On the other hand, MOP produced is also used for production of further NPK products. Besides, the business is highly working capital intensive due to

dependence on subsidy and delays in subsidy payment by the GoI. The high capital and technical intensity of these plants lead to significant entry barriers for a new entrant in the industry. Further, establishing a retail network can be difficult for a new entrant due to heavy competition and financial flexibility of the larger, well-entrenched players. Entry barriers are lower for imports, with major factors impacting them being working capital intensity, regulatory issues and marketing. On the contrary, SSP production is largely manufactured domestically on account of low value-addition and low capital and technical intensity.

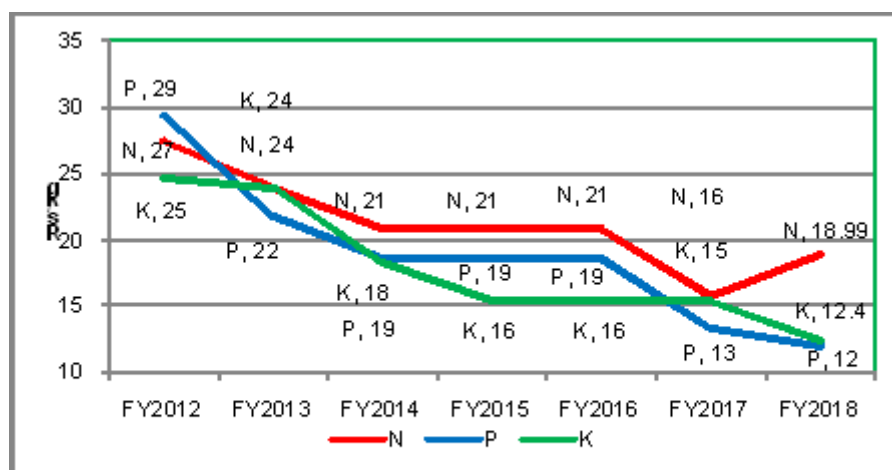
***Regulated nature of industry, although the NPK fertiliser segment has been partially de-regulated post the introduction of nutrient-based subsidy:*** The fertiliser industry has grown over the years aided by government policies and demand growth arising from the rising agricultural output. Sales of various fertilisers are subsidised by the GoI to ensure reasonable retail prices for the farmers. The total realisation for the fertilisers comprises of farm gate maximum retail price (MRP) and subsidy. While earlier, the subsidy and MRP was fixed by the GoI depending on the cost of production and / or international prices, the P&K fertiliser segment has been partially de-regulated with the introduction of nutrient-based subsidy (NBS) in FY2011. Under NBS, the GoI derives subsidy rates for N, P and K nutrients based on benchmark price of imported commodities: urea, DAP and MOP respectively. The targeted MRP of the fertiliser is deducted from the benchmark import parity price to calculate the benchmark subsidy. From the benchmark subsidy, the subsidy for the nutrient is extracted from the product subsidy based on the percentage nutrient content in the latter. Following this, the subsidy for each of the NPK fertilisers is decided based on the percentage nutrient content of N, P and K nutrients. Accordingly, the subsidy for each of the products is fixed at the beginning of the year and the manufacturers / importers are free to vary the retail prices depending on their production costs. While it was expected that profitability of P&K players, which remained volatile pre-NBS due to under-recovery on various fronts, would stabilise, the profitability has continued to remain volatile as agro-climatic issues, excessive imports, fluctuations in international prices of fertilisers and raw materials as well as currency rates leading to forex losses and delays in subsidy receipts have led to volatility in profitability. However, it is expected that profitability should stabilise going forward as the domestic and international industry becomes more adept at handling complexities introduced by NBS. *Please refer Annexure I for the 'Primer On Subsidy Framework'.*

***Demand fluctuates depending on monsoon and prices:*** Overall fertiliser sales have increased at 2% CAGR from 45MMT in FY2007 to 54MMT in FY2017. While fertiliser sales witnessed healthy growth in FY2016 rising to 58MMT owing to expectations of a healthy monsoon after two continuous drought years, FY2017 witnessed decline in sales due to high systemic inventories at the beginning of the year and erratic monsoon during Kharif season during FY2017.

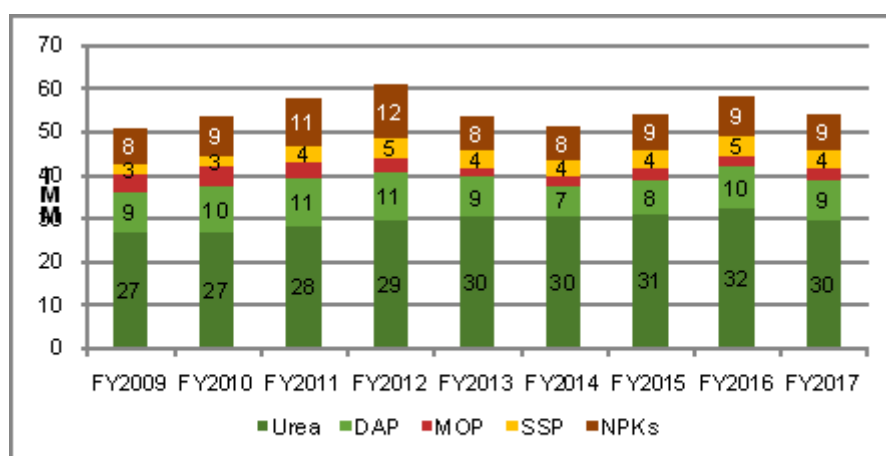
**Urea:** Urea consumption has grown at a CAGR of 2% from 24 MMT in FY2007 to 29.6 MMT in FY2017 while production capacity has increased only by 1% CAGR over the period due to debottlenecking projects undertaken by various players. As a result, a significant supply deficit results in material reliance on imports. Urea imports as % of total consumption has increased from 17% in FY2007 to as high as 27% in FY2015 before declining to 19% in FY2017. The decline in urea imports has been majorly due to increase in domestic production of gas pooling policy in June 2015 along with lower gas prices which has resulted in domestic production remaining competitive against imports. Neem coating of urea has also resulted in higher nutritional efficacy and lower diversion of urea for Non-Agri purposes resulting in lower sales of urea. As a result, urea imports declined from 8.5 MMT in FY2016 to 5.5 MMT in FY2017. There had been lack of fresh investments in the sector barring Matix fertilisers during last decade due to lack of favourable policies. However with the implementation of gas pooling and other policy measures, ICRA expects 3-5 plants to come up in next 3-5 years including brownfield expansion at Chambal Fertilisers and revival of defunct plants by PSU's.

**P&K Fertilisers:** While the P&K fertiliser industry was subsidised under the cost-plus / import parity price-based frameworks previously, the Government of India (GoI) introduced nutrient-based subsidy (NBS) scheme from April 1, 2010 for various P&K fertilisers, thereby partially deregulating the sector. Accordingly, prices of these fertilisers have remained volatile in recent years as commodity prices and subsidies have fluctuated over the years. With increase in prices due to lower subsidy, difficult agro-climatic scenario in recent years, forex fluctuations and inventory build-up in the market, the performance of the P&K fertilisers industry has fluctuated. Different segments of non-urea fertilisers had witnessed de-growth in FY2013 and

FY2014 owing to weak agro climatic conditions, forex fluctuations and inventory build-up in the market. However, in FY2015 and FY2016 non-urea fertiliser sales increased in anticipation of normal monsoon though it declined again in FY2017 owing to high systemic inventory levels at the beginning of the year. However, import dependence, forex fluctuations, agro-climatic risks and retail price differential of P&K fertilisers vis-a-vis urea continue to pose significant challenges for the industry, given that Indian soil is significantly deficient in these nutrients. However, there exists a significant long-term growth potential for P&K fertilisers in India as application of N nutrient has exceeded P and K nutrients due to lack of awareness and demand-supply related issues.



**Exhibit 33 – Trends in Subsidy Rates under NBS**  
(Source: Industry, ICRA Research)

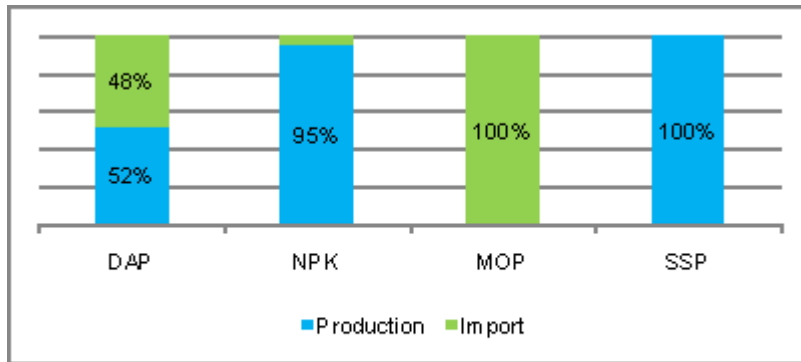


**Exhibit 34 – Consumption of Various Fertilisers in India**  
(Source: DoF, ICRA Research)

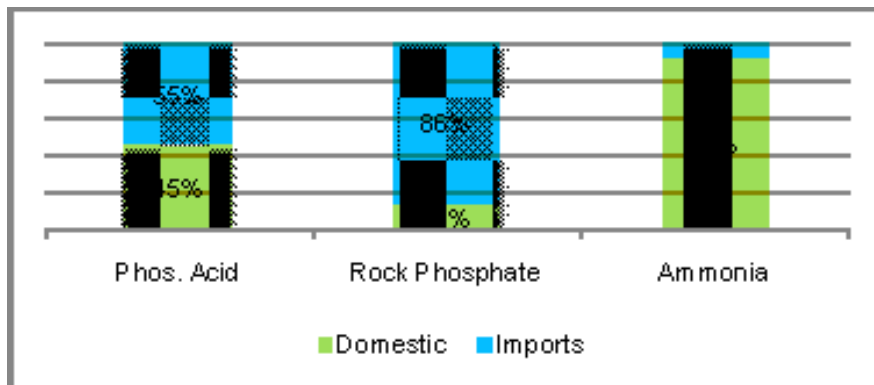
MMT	Urea	FY2017 Non Urea	Total	Urea	FY2016 Non Urea	Total
Uttar Pradesh	5.5	3.2	8.7	5.8	3.5	9.3
Maharashtra	2.5	3.5	6.0	2.4	3.7	6.1
Madhya Pradesh	2.3	2.3	4.5	2.4	2.6	5.0
Punjab	2.6	0.9	3.6	3.1	1.0	4.1
Andhra Pradesh	1.4	2.0	3.4	1.5	2.0	3.6
Gujarat	2.1	1.3	3.4	2.1	1.4	3.5
Karnataka	1.3	2.0	3.3	1.4	2.1	3.5
Rajasthan	2.0	1.1	3.1	2.1	1.3	3.4
Bihar	2.0	1.1	3.1	2.4	1.2	3.5
Telangana	1.5	1.4	3.0	1.3	1.2	2.5
Haryana	2.0	0.8	2.8	2.1	0.9	3.0
Tamil Nadu	0.8	1.1	1.9	1.1	1.3	2.4
Chhattisgarh	0.6	0.6	1.3	0.8	0.7	1.6
Odisha	0.5	0.5	1.0	0.6	0.5	1.1
Others	2.6	2.6	5.2	2.8	2.7	5.5
<b>Total</b>	<b>29.6</b>	<b>24.5</b>	<b>54.2</b>	<b>31.8</b>	<b>26.2</b>	<b>58.0</b>

**Exhibit 35 – State-wise consumption of fertilisers**  
(Source: DoF, ICRA Research)

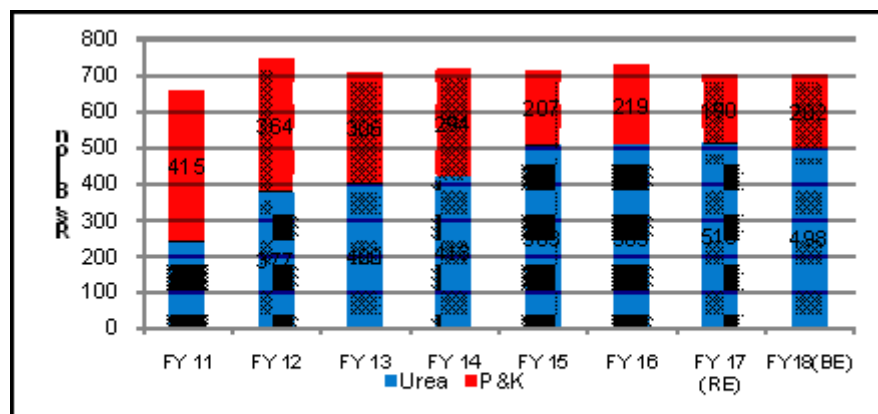
- **Usage of different fertilisers is skewed across geographies; usage of NPK complexes is higher in Southern and Western India:** Geography-wise sales remain skewed depending on farmer preferences and knowledge, presence of irrigation facilities, crops sown in the region, etc. For instance, usage of P&K fertilisers (barring DAP) is relatively limited in northern India with farmers preferring urea over other fertilisers. On the other hand, use of NPK complexes in western and southern India is relatively higher compared to northern India. In terms of state-wise consumption pattern, Andhra Pradesh, Telanaga, Tamil Nadu and Maharashtra together constitute 26-28% of the total fertiliser consumed in the country. However, the consumption of P& K fertilisers are higher in these states at 33-35% of the overall consumption of India. The demand in these states are also expected to grow in line with the overall demand trend and expected to be around 3-4%, with urea expected to grow by 1-2% and P&K fertilizers expected to grow by 4-6%.
- **Highly import dependent industry:** The Indian P&K fertilisers industry is highly dependent on imports because of lack of sufficient availability of cost effective raw materials in India. Domestic capacities of DAP and NPK fertilisers are limited, while MOP is entirely imported. India is the largest importer of DAP and one of the largest importers of MOP globally. Further, India also imports significant quantities of rock phosphate as well as phosphoric acid. Given the significant proportion of imports, international prices and currency movements play a major role in determining the end-product prices and profitability for the various fertilisers. Significant volatility in currency leads to weakening of margins for manufacture of DAP using phosphoric acid. Further, bargaining power of the industry with international suppliers is limited, although low off-take by India and China with regard to key raw materials and finished products have manifested in the form of low global demand for these fertilisers / intermediates and led to lower prices. Overall, profitability and returns depend on the ability to control the overall cost of production, which is influenced by import prices, exchange rate fluctuations and conversion efficiency. For example, high prices of phosphoric acid (as during H2 FY2016) had led to import of DAP becoming beneficial compared to manufacturing DAP using imported phosphoric acid, which adversely impacted the Indian DAP producers.
- **High working capital intensity due to subsidy delays:** As a major part of the cost is recovered by way of subsidy from the Government, timely receipt of subsidy from the Government remains critical for the companies for managing their working capital. Due to fiscal pressure, there has been inadequate subsidy budgeting leading to delay in the subsidy payments, more so in the second half of the financial year. This leads to cash flow mismatches for the players, leading to an increase in the working capital borrowings – an increase in gearing levels – and a corresponding increase in interest charges leading to reduction in profitability to that extent. During FY2017, urea manufacturers did not receive on-account payments (representing 95% of the subsidy due) since August 2016 and for P&K fertilisers up to July 2016 along with balance payments (5%) and freight subsidy bills being pending as well. These payments have been cleared only during Q1 FY2018. The subsidy backlog for the industry was lower at Rs. 300 billion at the end of FY2017 as against Rs 450 billion earlier owing to lower subsidy for urea players driven by lower gas prices. Nevertheless, the subsidy backlog remains significant and continues to affect the liquidity profile of the fertiliser industry. With the subsidy budget remaining unchanged at Rs. 700 billion for FY2018 and the DoF retaining fertiliser subsidy at Rs. 700 billion for FY2019 and FY2020 against an annual requirement of nearly Rs. 1005 billion the subsidy backlog is expected to continue in the medium term. ICRA research expects the liquidity profile of the fertiliser industry to remain stretched on-account of the subsidy backlog unless GoI provides for additional subsidy allocation or frequent Special Banking Arrangements (SBA) to reduce interest outgo for the industry.



**Exhibit 36 – Production vs. Imports for Key P&K Fertilisers**  
(Source: FAI, Industry, ICRA Research)



**Exhibit 37 – Production vs. Imports for Key P&K Raw Materials**  
(Source: FAI, Industry, ICRA Research)



**Exhibit 38 – Trends in Subsidy Payments for Fertiliser Sector**  
(Source: DoF, ICRA Research)

**Direct Benefit Transfer (DBT) being implemented for fertiliser sector:** In order to have more targeted delivery of subsidies GoI had planned to introduce DBT for purchase of LPG, kerosene and fertilisers. GoI had conducted a pilot introduction of DBT in 16 districts across India in FY2017 and the nationwide roll-outs expected by March 2018. The DBT being implemented in fertiliser sector is different from LPG i.e. the subsidy will still be paid to the industry while farmer will continue to pay the subsidised price. The implementation in this format will enable GoI to capture the data related to land holdings and purchase pattern of the farmers and help in transitioning the DBT regime to true DBT as exists for LPG at a later stage. The implementation of DBT in present form will impact the working capital cycle of the fertiliser manufacturers as the point of realisation of subsidy will now move from dispatch of fertiliser from the manufacturing unit to actual sale of the fertiliser to farmer. GoI plans to clear the dues of the industry within a

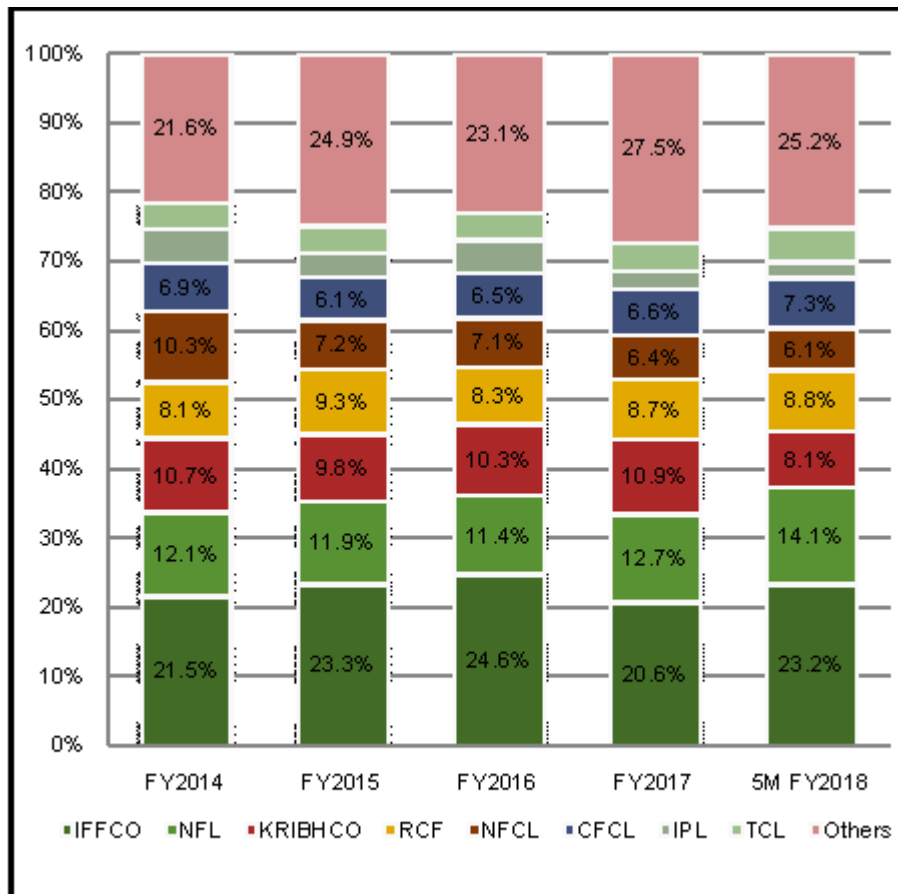
week of the sale being recorded and it will be important to adhere to these timelines failing which the working capital borrowings of the industry will rise further.

***High competition in the domestic industry due to presence of importers:*** While domestic production is limited, competition in the industry remains high due to the presence of importers. Most of the larger players, including importers, have well-entrenched dealer networks, developed brands and implemented farmer relationship initiatives over the years. Some of the urea players also import P&K fertilisers along with other agri-inputs such as seeds, pesticides, etc. to offer the whole basket of fertilisers. Hence competition in the industry remains high.

While cooperatives have traditionally been the major players in the domestic fertiliser industry, private players have also increased their market shares over the past decade, being attracted by relatively stable and regulated nature of profits in the industry. Players such as Chambal Fertilisers & Chemicals Ltd. (CFCL), Nagarjuna Fertilisers & Chemicals Ltd. (NFCL – which also trades in pool urea), Tata Chemicals Ltd., Indo Gulf Fertilisers (a division of Grasim Industries Limited) have been able to increase their presence in the industry on the back of energy efficient plants and increasing market presence. Besides, since import of urea is canalised, Indian Potash Ltd. (IPL), which is one of the three government agencies engaged in the import of urea and which trades in pool urea, has also been able to maintain a healthy market share due to increasing reliance on imports to meet domestic demand.

***Despite DAP and NPK complexes being a highly import dependent segment, domestic manufacturers constitute significant market share:*** The domestic P&K fertiliser industry has the presence of a few large DAP / NPK producers such as Coromandel International Ltd. (CIL), Paradeep Phosphates Ltd., Gujarat State Fertilisers & Chemicals Ltd., Zuari Agro Chemicals Ltd., Mangalore Chemicals & Fertilisers Ltd., etc. There are 11 DAP / NP / NPK and 8 other NP / NPK complexes manufacturers in India, with total capacities of ~15.3MMT. Besides, there are 105 SSP plants in India, apart from 137 smaller manufacturers of granulated fertilisers. Many other players (including other fertiliser sector players such as urea manufacturers) import DAP, MOP and NPK complexes in significant quantities to provide an entire basket of products to the customers under their own brands.

The presence of importers and small NPK / SSP manufacturers has led to high competition in the industry. Also, given that international prices of DAP and phosphoric acid / rock phosphate move in tandem with each other and there have been instances of inadequate availability of raw material for the domestic industry due to lack of agreement on prices with international suppliers, domestic production is sometimes impacted, which results in an increase in imports in certain years. Nevertheless, players who dominate the market include largely producers as they import finished fertilisers as well to maintain market share, with IPL and CFCL being the only entities whose market share is entirely constituted by trading of these products.



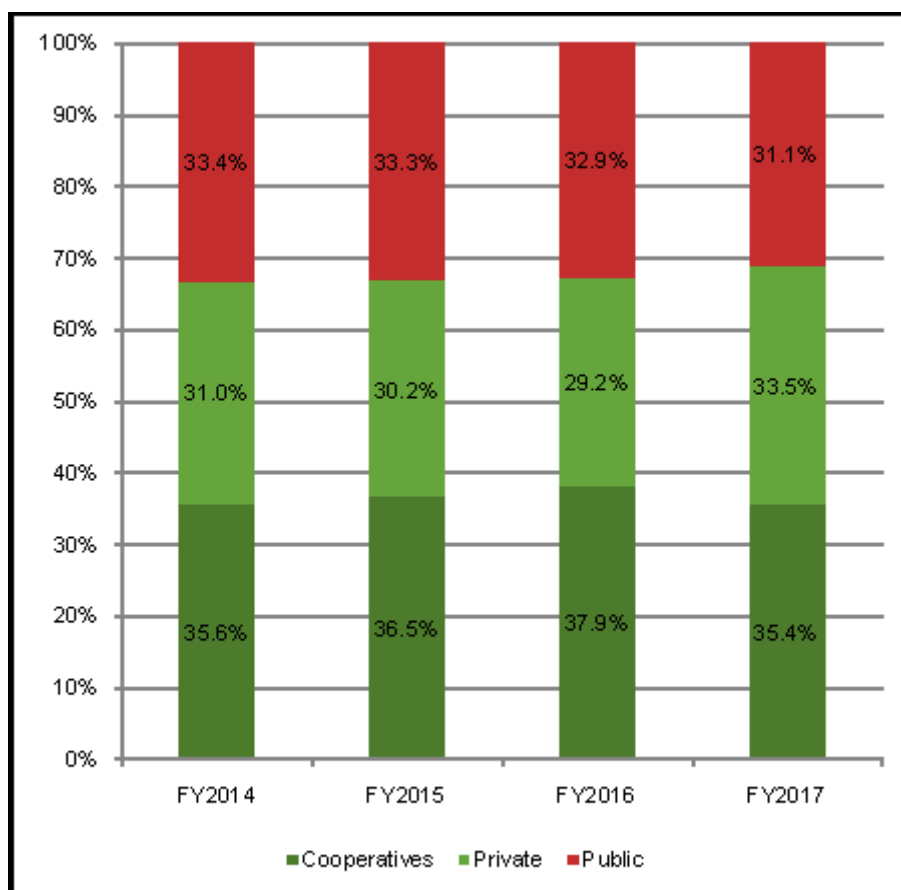
**Exhibit 39 –Market Shares of Leading Urea Players (Sales of >1 MMT in 5MFY18)**

IFFCO continues to be the leading player in the DAP-NPK segment as well with market share of 24.9% in FY2017 with strong brand among farmers and wide distribution network. Amongst the private players, CIL is the second largest player with a market share of 14.2% in FY2017. Other private players such as Zuari Agro Chemicals Ltd., Gujarat State Fertilisers Corporation Ltd. (GSFC), Paradeep Phosphates Ltd. (PPL), Tata Chemicals Ltd. (TCL), Fertilizers & Chemicals Travancore Ltd. (FACT), RCF, etc. are also engaged in the manufacture and trading of NPK complexes and have established markets in various parts of the country.

**MOP imports concentrated with IPL:** Fertiliser trading behemoth IPL is the leading trader of MOP by a huge margin, constituting ~62% of the market share in FY2017 (up from ~58% in FY12/16). Apart from IPL, ZACL and CFCL are the other major traders of MOP.

**Currency volatility adversely affects the performance of the fertiliser traders:** The fertiliser manufacturers also trade in variety of fertilisers and other value-added segments such as seeds, pesticides, etc., so that they can offer a basket of products to the farmers and utilise their vast network to advantage of the demand supply gap in fertilisers in the domestic market. The fertilisers are imported and sold through their existing distribution network. Trading and imports continue to meet a significant portion of domestic demand though imports declined in FY2017 owing to high systemic inventory for non-urea fertilisers and rising indigenous urea production. Nevertheless, trading is expected to meet a reasonable proportion of domestic demand going forward as domestic capacities are not sufficient. Trading operations are vulnerable to foreign exchange fluctuations and as was witnessed in FY2013, currency fluctuations led to significant losses for importers. However pots FY2013, most traders have adopted prudent hedging strategies to mitigate the risk of foreign currency fluctuations. Going forward, the profitability of the importer-traders would depend on the ability of the companies to manage the forex fluctuations effectively. In this regard, the pricing flexibility to pass on the prices of the P&K fertilisers to the farmers based on IPP prices mitigates the risk to some extent.



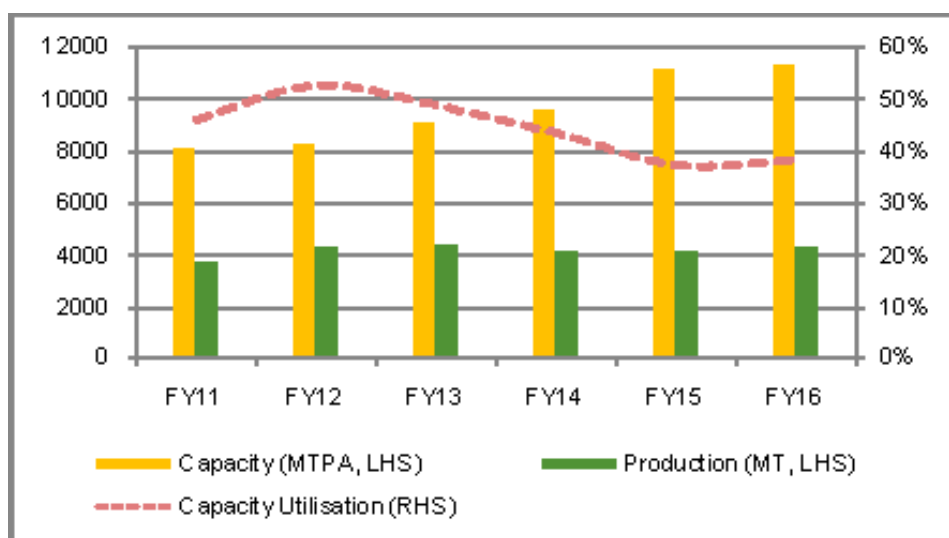


**Exhibit 40 – Sector-wise Market Shares in the Domestic Urea Industry**  
 (Source: DoF, Industry, ICRA Analysis)

**SSP: Moderate capacity utilisation for the SSP industry:** SSP is the oldest chemical fertiliser manufactured in India and meets around 10% of total P<sub>2</sub>O<sub>5</sub> requirement of the country. SSP is a low priced (MRP around Rs 7600/tonne) and multi nutrient fertiliser, as it contains P<sub>2</sub>O<sub>5</sub> as primary nutrient, while sulphur & calcium as secondary nutrient, along with micro nutrients such as magnesium, zinc, boron, manganese, copper etc. The requirement of SSP is higher in case of oilseeds, pulses, sugarcane, fruits and vegetables, tea, which require higher amount of phosphorous and sulphur nutrients.

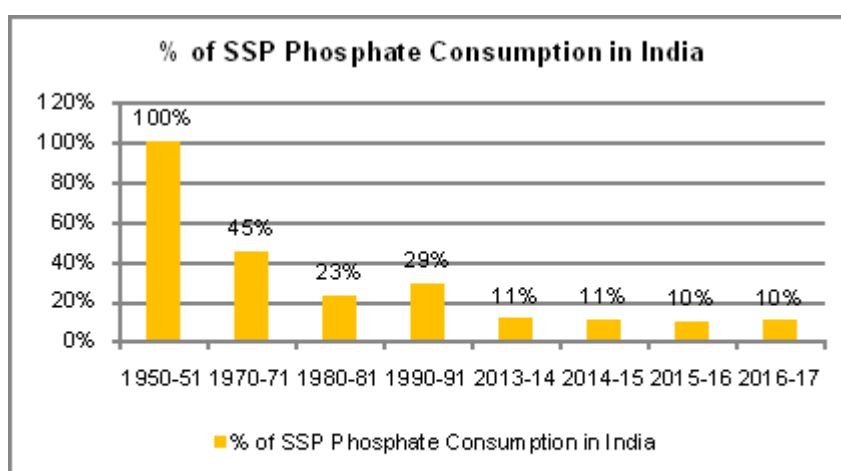
SSP is produced by 105 manufacturing plants in the country with an installed capacity of 11.3 MMT. SSP production is entirely domestically concentrated; however, most of these players are small in size and are unable to enjoy economies of scale. The capacity utilisation has been low, at 38.3% in FY2016. Of the total SSP production of 4.33 MMT in FY2016, about 72.5% was produced in the western region, which is also the largest consumer – accounting for 61.5% of the consumption. Punjab, Orissa, Gujarat and West Bengal are reported to have high sulphur deficiency.

**Introduction of NBS has been positive for the SSP industry at large:** The pricing and subsidy policies for SSP have witnessed various changes in the past. Since April 1, 2010, GoI announced the implementation of nutrient based subsidy policy for P&K fertilisers, which benefitted the manufacturers of SSP significantly as historically (i.e. prior to FY10), there was higher subsidy for ‘P’ in case of DAP as compared to SSP, which has not been encouraging for the SSP industry. Due to higher subsidy and contribution levels under NBS, SSP has seen high interest by the existing smaller manufacturers as well as larger non-SSP phosphatic fertiliser. With this, the per-nutrient subsidy across DAP/NPK and SSP was equalised resulting in higher profitability for SSP. Also, the share of SSP in the overall ‘P’ consumption is expected to go up. In the initial phase, SSP industry in fact lowered their MRP, in order to gain higher market share, which they were successful in, at the same time improving their profitability due to higher subsidy.



**Exhibit 41 – SSP Capacity, Production & Capacity Utilisation**  
(Source: FAI, ICRA Research)

**Significant capacity expansions in SSP segment looking at favourable demand potential:** Several large fertilizer manufacturers have setup SSP plants leading to significant capacity additions. These include the likes of Zuari Agrochemicals, Coromandel International Limited etc. wherein companies were looking at enhancing their phosphate product offerings utilizing their vast distribution network. Till recently, SSP being produced by smaller manufacturers had a smaller market presence and visibility. However, the entry of large players should increase the market size for the product, which should help all the players in general. There is moderate risk of overcapacity over the medium term, despite strong expected growth in demand. Nevertheless, though surplus capacity (50% of total capacity) in the near term appear high, in ‘P’ equivalent terms the surplus as of % of P capacity in India is likely to remain less than 10%. Further, the projected surplus capacity could easily help in substituting DAP imports which stood at 4.4 MMT in FY2017. Phosphate content of 1 million tonne of DAP can be replaced by 3 million tonnes of SSP, thus highlighting high absorption capacity for SSP surplus. Currently DAP MRP stands at ~Rs 23,000/MT whereas the MRP of SSP is ~Rs 7,600/MT. Considering Phosphate equivalent terms the MRP of SSP works out to be Rs22,800/MT. While DAP does have 18% nitrogen the same is needed by the plant at 1.5-2 months after germination, whereas, Phosphate and Sulphur are required prior to sowing. Additionally sulphur is critical for oil seed crops as it increases the oil content of oil seeds.



**Exhibit 42 – % of SSP in Phosphate Consumption in India**  
(Source: FAI, ICRA Research)

**Ability of SSP to establish higher share in overall ‘P’ consumption in India supported by global evidence as well as India’s own history:** SSP has a high proportion in overall phosphate consumption worldwide

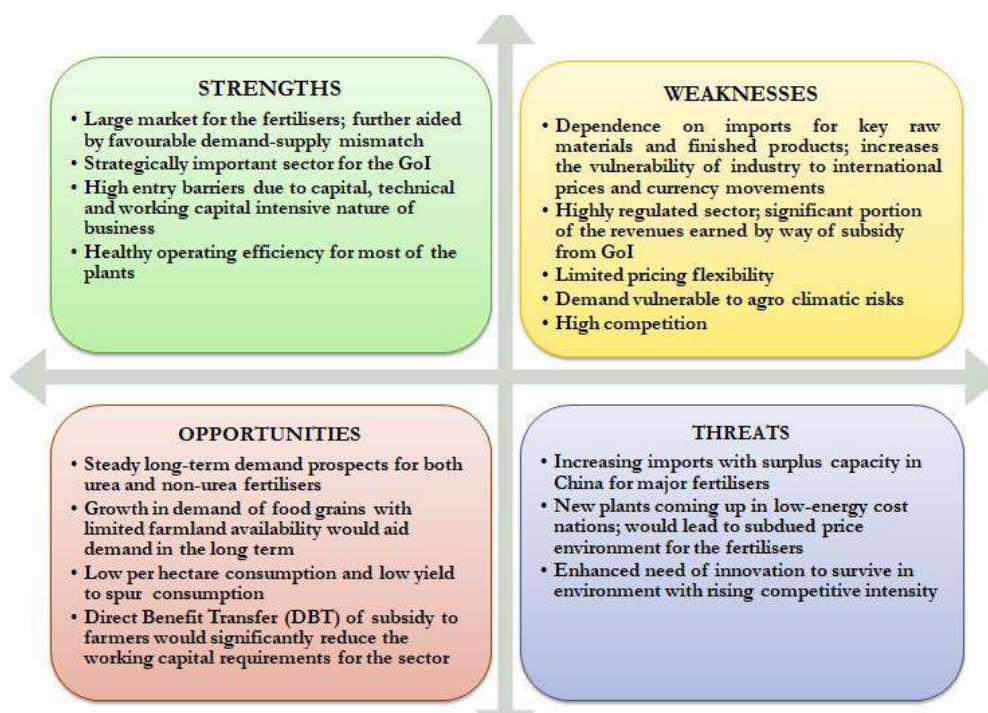
(13.5%) particularly in the two largest phosphate consuming countries of China and Brazil (~30% vs 10% in India). Also, when analyzing the impact of SSP proportion, it is found that the yield per hectare for key consuming crops in SSP dominant countries is higher. There is historical precedence of SSP accounting for in excess of 20% share in India's own phosphate consumption in the 1980's and 1990's. As a result, SSP has significant potential in gaining higher share of phosphate demand through substitution of imported DAP and NPK over the medium to long term.

**Future trends & outlook:** The fertiliser industry performance witnessed a decline in volumes during FY2017, primarily on account of high systemic level inventories for non-urea fertilisers and lower urea sales on account of neem coating and erratic monsoon. Overall fertiliser sales volumes declined 7% during FY2017, primarily due to neem coating and weak monsoon in Southern India. In ICRA Research's view, the demand for the fertilisers will witness modest growth in FY2018. ICRA Research expects the demand for the fertilizers to grow by 3-4% over the next few years, with volumes expected to grow at modest 1-2% from 29.6 MMT in FY2017 to 32-32.5 MTPA in FY2020, while the P&K fertilizers expected to grow by 2-3% from 21.7 MMT in FY2017 to 22.5-23 MMT in FY2020 (including SSP which is expected to grow by 2% from 4.20 MMT in FY2017 to 4.4-4.5 MTPA in FY2020).

Sales Volumes (MT)	FY2017 (Actuals)	FY2020 (Projected)
Urea	29.6	32.0-32.5
Non-Urea	21.7	22.5-23
<b>Total</b>	<b>51.3</b>	<b>54.5-55.5</b>

**Exhibit 43 – Expected Demand for Fertilisers in FY2020**

The demand would be driven by increasing demand for food-grains to feed a growing population and India's high dependence on agriculture growth. Also increasing proportion of irrigated land and rising MSPs of various crops would provide further support to the demand, going forward. While demand is expected to witness modest growth, capacity additions in urea to the tune of 5-7MMT over next 3-5 years would reduce dependence on imports for urea. In non-urea segment capacity additions of ~1.2-1.5 MMT are planned in next 3-5 years which should lead to lower reliance on imports. While import dependence is expected to decline going forward, in non-urea segment import dependence would still be at meaningful levels. The industry would continue to benefit from the moderate international fertiliser environment with subdued prices and subdued energy price environment which would keep the cost of production lower, although volatile currency may negate the impact to some extent.



## OVERVIEW OF THE CROP PROTECTION INDUSTRY

**Background:** Pesticides and agro-chemicals (PAC), also called crop protection products, are an important input for the agriculture sector and are used to improve crop performance. PAC product is any substance or mixture of substances intended for preventing, destroying, repelling, or mitigating any pest. Pesticides are referred according to the type of pest they control. PAC products primarily include:

- Insecticides: Act against insects which feed on crops, leaves, roots and other parts of plants. Provide protection by killing insects or preventing their attack. Help in controlling pest population below a desired threshold level.
- Herbicides/Weedicides: Act against weeds / unwanted plants.
- Fungicides: Act against bacteria, fungi, virus and mycoplasma which cause various diseases in plants. Protectants prevent or inhibit fungal growth, while eradicants kill the pests on application.
- Bio-pesticides: Derived from natural entities (plants, animals, bacteria, certain minerals, etc.). Eco-friendly, easy to use and require lower dosage vis-a-vis chemical pesticides.
- Others (Miticides, nematocides, rodenticides, plant growth regulators etc.): Fumigants and rodenticides protect crops from pest attacks during crop storage. Plant growth regulators regulate plant growth process and are usually used in cotton, rice and fruits.

PAC products can also be classified into generic (non-patented) and specialty (patented) products. The manufacturing of pesticides involves two stages:

1. Manufacture of the basic ingredient called 'technical'. Technical grade refers to the material containing the active ingredient, without any additives. They are not used directly, but are used to prepare various types of formulations.
2. Mixing of technical(s) with other solvents / additives to develop the pesticide as per specific requirement, called 'formulation'. Formulations contain technical grade active ingredient(s) and formulants(s) in a form that optimises biological efficiency and convenience at the same time, while minimising environmental hazards.

Formulants are any substance other than an active ingredient, intentionally added to a pest control product to improve its physical characteristics (e.g. spray-ability, solubility, spreadability, stability).

**Global market is an oligopoly; emerging markets expected to post strong growth globally in the PAC industry:** The global crop protection industry is an oligopoly with the world's six largest agrochemical manufacturers comprising ~75% of the global market. These companies include Bayer AG (Germany), Syngenta AG (Switzerland), BASF SE (Germany), Dow AgroSciences LLC, The Monsanto Company and E.I. du Pont de Nemours and Company (DuPont) (all USA). In CY2017, the global crop protection industry dipped majorly on account of a drop in pest incidence in major crop producing markets in the world. Further, high systemic inventory levels also impacted overall pesticide sales in 2017. Globally, Germany, France, US, China and Belgium are the largest exporters of PAC products, while Brazil, Canada, UK, Italy and Spain are the major importers. Latin America, Europe and Asia account for more than 75% of the global market size and have been reporting consistent growth y-o-y. Asia Pacific and Latin America are the biggest markets for crop protection chemicals, followed by North America and Europe. The leading players are trying the consolidated way involving conventional chemical treatment, bio-pesticides, seed treatment and agricultural biotechnology. They are investing to bridge gaps in their portfolios and/or buying into other companies to make up for what they lack; this explains Bayer's bid for Monsanto and ChemChina's bid for Syngenta.

While the large and established markets of North America and Western Europe are expected to post below-average growth, above average growth in agricultural output is expected to be seen in developing countries such as China, India, Brazil and Argentina, where pesticide usage is now becoming more common. The emerging agricultural powerhouse of Central and Southern America, particularly Brazil, as well as pesticide markets of Africa and Middle East are also expected to register strong growth. However, efforts to replace environmentally damaging products with benign alternatives lead to an ever-evolving spectrum of active ingredients, which will lead to drastic reductions and bans on the use of some products which were widely used earlier. This will thereby lead to a growth of these alternative products.

Growth in revenues is expected to be higher than volume due to increasing cost of pesticides. Development and registration of a pesticide active ingredient is one of the biggest components of cost for a pesticide company. Presently, the cost of innovation and registration of an active ingredient is as high as ~US\$ 200 million. Companies spend extensively on the research and development of new chemicals and improving the performance of existing ones.

**Essential for crop protection and food security:** Global population is expected to rise to 9.3 billion by 2050, which will require an increase in global food production by 70% to meet demand (*Source: FICCI*). Globally, up to 40% of crop output is lost due to attacks by pests, weeds, diseases, etc. PAC products protect crops from losses on this account. Besides, the PAC industry also supplies value-added products such as bio-pesticides and growth promoting chemicals, which can help increase crop productivity. Use of crop protection chemicals can increase crop productivity up to 50%. Thus, PAC products are essential to ensure crop protection and food security.

**Stringent exercise of regulations forced exit of many Chinese players:** The Chinese market situation of pesticides in CY2016 can be summarised as a declining growth rate in revenues of many pesticides manufacturers, combined with a globally weak market demand, and falling prices of pesticides, which led to a depressed market situation in general. Chinese producers, however, kept their production high, leading to even lower prices and an oversupply status. China's plan of zero growth of pesticides consumption till CY2020 and actions on pesticides reduction and phytotoxicity control supported the weak demand for pesticides in the past year. Technological advancements have replaced many old pesticides with high efficient, low toxic, and low residual pesticides as well as high efficient crop protection machinery. These new methods need much lesser use of pesticides in general, weakening the demand further.

China's increasing efforts in environmental protection have forced several enterprises to limit and/or shut down productions and implement expensive waste disposal machinery, increasing the costs of these companies and lower their profits.

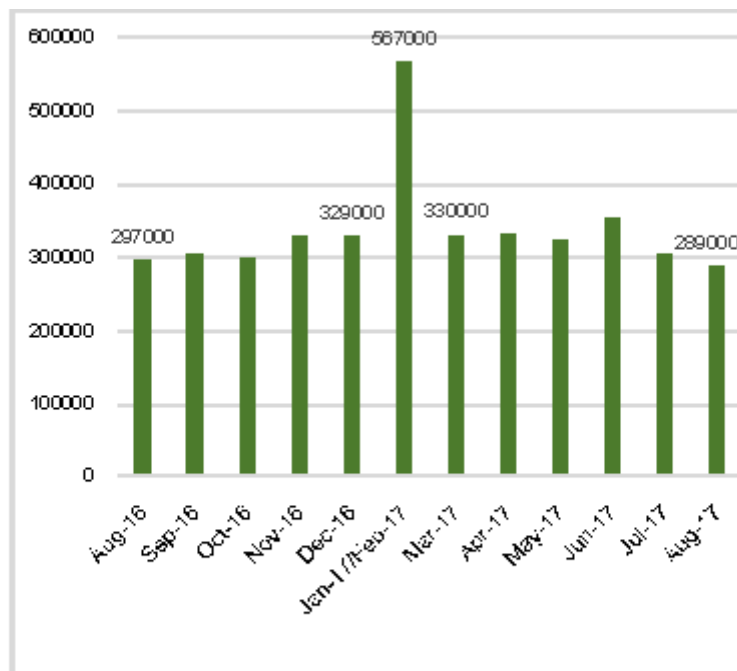
U S\$ Millions	2015-16	2016-17	% change
Latin America	14,052	13,076	-7%
Asia	14,040	13,866	-1%
Europe	11,604	11,453	-1%
North America	9,356	9,475	1%
Rest of the world	2,158	2,115	-2%
<b>Total</b>	<b>51,210</b>	<b>49,985</b>	<b>-2%</b>

**Exhibit 44 – Global Crop protection market in 2017**  
 (Source: Industry, ICRA Research)

China’s increasing efforts in environmental protection have forced several enterprises to limit and/or shut down productions and implement expensive waste disposal machinery, increasing the costs of these companies and lower their profits.

The five factors have decisively influenced the pesticide enterprise reform in CY2016, are as follows.

- ❑ Supply-side structural reform: The supply-side structural reform is the result of the depressed year for pesticides in 2016 and the large overcapacity. The reform is encouraging manufacturers to increase their efforts in better scientific research and innovation and strengthen the participation in market share going forward.
- ❑ New regulations on the Administration of Pesticides: The changes of the Regulations on the Administration of Pesticides are affecting mainly the work management of the departments and implement stricter requirements and punishments for non-compliance. This includes a system, where unqualified pesticide products need to be returned, reported and recalled. This new regulation is likely to clear the pesticides market in China and regulate the use of pesticides in general with an effect on many upstream and downstream enterprises.
- ❑ 13th five-year plan of the Pesticide industry: The 13th five-year plan (2016-2020) focuses on the enhancement of China’s industrial structure as well as the structure of products, technological innovation, and sustainable growth. For 2017, the plan will continue to solve the typical problems of the pesticides industry, like low concentration ratio, overcapacity, weak innovation, and bad waste treatment.
- ❑ 2016 Special Rectification Action Plan: The Rectification Action Plan for Pesticides was implemented in April 2016 to ensure more quality of agricultural products and protection of the environment. The plan is supposed to limit or completely ban the use of several pesticides in China, which show high toxicities.
- ❑ Pesticides advertising law: The policy about the pesticides advertising law gives only manufacturers of registered pesticides the right to do advertisements. These advertisements, however, have to be consistent with the pesticides registration certificate and the pesticide registration notice. The policy makes sure, that the public opinion about pesticides is not misled.



**Exhibit 45 – Production of pesticides in China for the period indicated (in MT)**  
 (Source: Industry, ICRA Research)

The actual import and export data displayed the following trend for the period from January to October 2016:

Import value: US\$ 371 million, de-growth of 37.01% on a YoY basis  
 Export value: US\$ 4.51 billion, decline of 27.10% on a YoY basis

The depressive export situation from China can be attributed to: (a) the global economic recession, leading to a slow economic growth, which hurts China as the main pesticides exporter, (b) high costs and weak profitability led development of inferior quality pesticides in China, (c) high export barriers for Chinese pesticides in many countries, owing to low-quality pesticides and (d) illegal trade kept the prices down and toughened fair competition.

However, the export decrease of pesticides in China slowed down in the second half of CY2016. The pesticides industry is expected to recover in 2017 and face an improved demand. The zero growth of pesticide consumption of China’s government opens the doors for highly efficient, low toxic, and environmental friendly pesticides as well as the development of them.

**INDIAN CROP PROTECTION INDUSTRY**

**Important industry in the Indian context:** India being an agrarian society with ~14% of GDP and >55% of the population depending on agriculture, the PAC industry is highly important in the Indian context. Further, the PAC industry plays an important role in catering to the increasing demand of food grains in India with only 2.3% of the world’s total land area and 18% of the population. The use of pesticides in India began in 1948 when DDT was imported for malaria control and benzene hexachloride (BHC) for locust control. India started pesticide production with manufacturing plant for DDT and BHC in 1952. Thereafter, Hindustan Insecticides Ltd. set up two units to manufacture DDT. In 1969, Union Carbide set up a small plant—Union Carbide India Ltd. or UCIL—in Bhopal to formulate pesticides. It continued pesticide production till the 1984 Bhopal disaster. The Indian pesticides and agrochemicals (PAC) industry has evolved as a leading player in the global PAC industry with a significant share of revenues coming from exports. Several factors have contributed to the emergence of the industry: importance of crop protection products on domestic agriculture sector due to large market, technical expertise, cheap labour costs, presence of companies having significant scale of operations and registrations in different geographies due to quality products, fiscal benefits for manufacture of agrochemicals provided by various states.



**High growth witnessed in recent years, driven by growth in domestic volumes and exports:** The global crop protection chemicals market is projected to reach ~USD 70 billion by CY2019 from ~USD 57 billion in CY14 – a CAGR of 4.2%. India is currently the fourth largest manufacturer of pesticides in the world, behind USA, Japan and China.

**Exhibit 46 – Technicals Manufacturing Capacity, Capacity Utilisation, Imports & Exports**

In '000 MT	2011-12	2012-13	2013-14	2014-15	2015-16
Capacity	288	269	283	288	292
Production	156	155	179	186	188
Capacity Utilization (%)	54	58	63	65	64
Imports	30	30	37	41	34
Exports	154	180	207	230	267

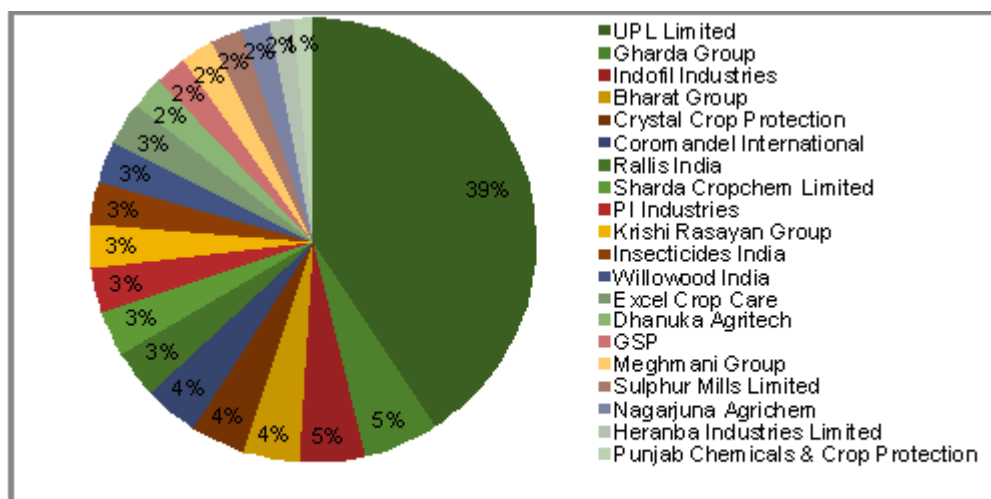
(Source: Department of Chemicals & Petrochemicals)

The size of the Indian crop protection industry is estimated to be around USD 4.9 billion (~Rs. 315 billion) as of FY2017. The industry has grown at a CAGR of 8-9% over the last 5 years, driven in a major part by exports. India has the advantages of being a low cost manufacturing hub with technical competence and manpower availability for producing quality agrochemical products, which has led to a substantial increase in exports over the past few years, majorly to USA, European and African countries. Exports currently contribute ~50% of the revenues. The PAC industry is expected to grow by 12-15% p.a. to reach around USD 7.5 billion by FY2019 with domestic demand growing at 8-9% p.a. and export demand growing at 11-12% p.a. India's high dependence on agriculture growth, particularly in terms of yields given land scarcity, to feed a growing population, low consumption of pesticides leading to substantial crop losses, increase in awareness amongst farmers, rising MSPs of various crops, increase in proportion of irrigated land and decreasing availability of cheap farm labour have supported the growth of the domestic industry. Further, ability to produce quality agrochemicals, primarily generics, at low cost has led to a substantial rise in exports over the past few years.

**High competitive pressures, although growth prospects lead to players being able to co-exist:** Indian players can broadly be divided into two categories (i) Generic manufacturers (ii) Specialty product manufacturers. Generics are commodity products and hence, competition is intense with most players present in the segment. Margins remain low in generics manufacturing and brand strength plays an important part in protecting the profitability in this segment. On the other hand, specialty product manufacturers have a tie-up with overseas technical manufacturers, mostly MNCs, and hence the product is exclusively sold by these companies during the patent period. These companies face lesser competitive intensity and hence, profitability is protected to that extent.

Pesticide manufacturing in the country is de-licensed and foreign investment of up to 100% is allowed in the sector. Most Indian companies manufacture and market generic and off-patent pesticides, which comprise ~80% of the Indian market, while MNCs focus





**Exhibit 47 – Revenue Share of top 20 Indian companies in Agrochemicals Industry for FY2017**  
 (Source: Company Annual Reports, ICRA Research)

On high-end specialty products. Key domestic players include UPL Ltd., Excel Crop Care Limited, Rallis India Limited, PI Industries Ltd., Indofil Industries Ltd., Meghmani Organics Ltd., Insecticides (India) Ltd., Crystal Crop Protection Pvt. Ltd., etc., while MNCs include Syngenta India Ltd., Bayer CropScience Ltd. and Monsanto India Ltd. UPL is the largest exporter of pesticides in India, while Bayer CropScience Ltd. and Syngenta India Ltd. are the market leaders in the domestic market. The onset of the product patent regime in 2005 has led to relatively better prospects for MNCs in the business. Further, with significant worth of patents expiring in the coming few years, many international companies are expected to forge alliances with the Indian generic players.

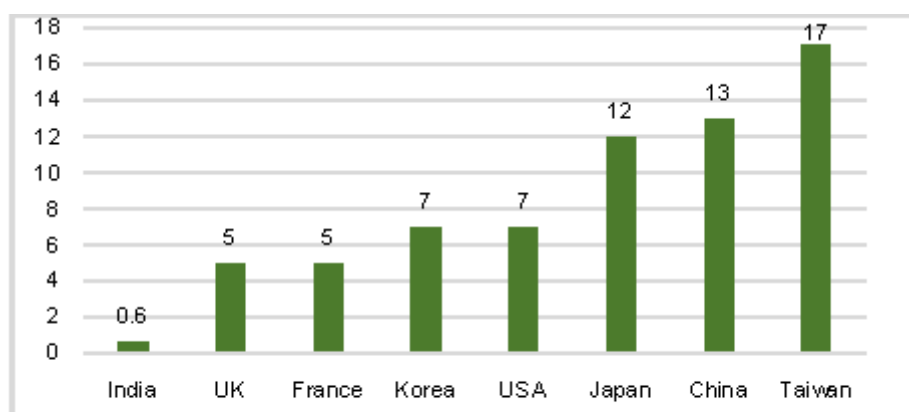
Considering the consecutive weak global agrochemical market and the negative growth rate of 2.5% of the global agrochemical industry in FY2017, the performance of the Indian enterprises was particularly exceptional. The rise in the volume and prices of agrochemical products brought about by the planting demand was the main reason for promoting the performance of the Indian agrochemical enterprises. Besides this, the insufficient rainfall during the monsoon season for two consecutive years led to the downturn of domestic market, which compelled the enterprises to attach more importance to exploit the overseas market, and then brought about a rapid growth in the Indian enterprises' foreign trade businesses last year. Those companies having strong cash flows and credit metrics are increasingly pursuing inorganic investments, majority of which are either targeted towards entering new markets or adding technical capabilities (in high entry barrier segments) or diversification into branded / specialty segment.

Segment	Key Products	Major Crop Applications
Insecticides	Acephate	Cotton, vegetables, rice, cotton, oilseeds, pulses, vegetables, horticulture, fruits, cotton, plantations, etc.
	Monocrotophos	
	Phorate	
	Chlorpyrifos	
	Cypermethrin	
	DDVP	
	DDT	
	Malathion	
	Imidachloprid	
	Quinalphos	
	Ethion	
	Triazophos	
	Dimethoate	
	Fenvalerate	
Fungicides	Deltamethrin	Fruit, vegetable, rice, maize, pulses, cotton, nut, field crops, ornamental crops etc.
	Alphamethrin	
	Terbufos	
	Phosphamidon	
	Mancozeb	
Herbicides / Weedicides	Carbendazim	Rice, wheat, cereals, tea, oilseeds, cotton, etc.
	Captaf	
	Ziram	
	2,4-D	
	Glyphosate	
Others	Isopturon	Stored cereals, fruits, rice, cotton, sugarcane, vegetables, etc.
	Atrazine	
	Butachlor	
	Aluminium Phosphide	Stored cereals, fruits, rice, cotton, sugarcane, vegetables, etc.
	Zinc Phosphide	

The Indian plant protection industry is dominated by generic products with more than 80% of molecules being non-patented. This results in very low entry barriers for the industry. Hence, strong distribution network, appropriate pricing, regular portfolio rebalancing by introduction of new molecules, brand recall and dealer margins are some of the key success factors for companies. Plant protection chemicals are manufactured as technical grades and converted into formulations for agricultural use. The Indian Agrochemical value chain comprises of technical grade manufacturers, formulators producing the end products, distributors and end use customers.

**Per capita pesticide consumption lowest in the world:** India's per capita consumption of pesticides is one of the lowest in the world at ~0.6 kg/hectares in 2015. In order to boost overall agricultural productivity and limit loss to pests and other diseases, overall consumption of agro chemicals is expected to grow at a healthy pace going forward. With increasing awareness, enhanced market penetration, the consumption of pesticides is likely to improve. However the industry faces several challenges like significant market share of counterfeit, spurious and substandard pesticides (estimated to be as high as 40% of the total pesticide sales in India), low awareness among the farmers, low focus on Research and Development by domestic manufacturers and inefficiencies in the supply chain etc.

Over the last few decades, the number of pests have increased significantly across all major crop categories as shown in (*Exhibit 50*). Limited or no application of pesticides can impact overall productivity significantly with losses in key crops like rice, sugarcane, groundnut, mustard and pulses at as high as ~90%. Some pests include insects and pathogens in addition to weed. Increasing pest incidence, and high risk of crop loss to the same are expected to keep pushing demand for pesticides in India.



(Source: Industry, ICRA Research)

**Exhibit 49 – Per capita consumption of pesticides (India vs Other countries) (2015)**

	1940		At present		Avoidable losses (%) with usage of pesticide
	Total Pests	Serious Pests	Total Pests	Serious Pests	
Rice	35	10	240	17	21-51%
Wheat	20	2	100	19	NA
Sugarcane	28	2	240	43	8-23%
Groundnut	10	4	100	12	29-42%
Mustard	10	4	38	12	35-75%
Pulses	35	6	250	34	40-88%

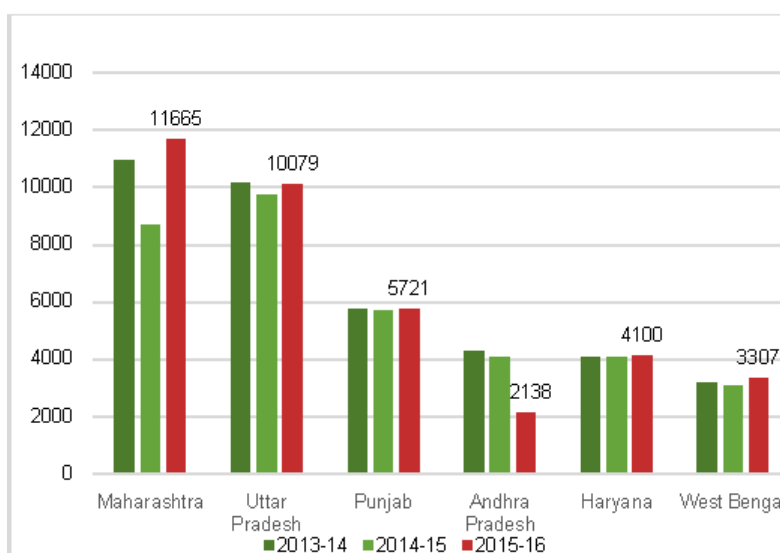
(Source: Industry, ICRA Research)

**Exhibit 50 – Increase in pests since 1940 across major crops and the avoidable losses from pesticides usage**

**Fragmented industry structure, but moderately concentrated; low value addition, barring specialty chemicals:** The domestic crop protection industry is highly fragmented with more than 60 technical grade pesticides being manufactured indigenously by about 125 manufacturers, including almost 60 large and medium scale enterprises (including 10 MNCs), about 800 formulators and more than 145,000 distributors spread all over the country. Nevertheless, the industry is a moderately concentrated with the top ten players controlling ~80% of the market share. The industry has seen mergers and acquisitions with large players buying out the smaller manufacturers.

Most Indian companies manufacture and market generic and off-patent pesticides, which comprise ~80% of the molecules being produced by the domestic industry. On the other hand, MNCs focus on high-end specialty products. Given the low value-added nature of the domestic industry, strong distribution network and brand image act as competitive factors. The industry has moderate entry barriers arising from the fact that it takes several years to develop a formulation, get requisite approvals from the respective regulatory authorities and market the same.

**Exhibit 51 – Consumption trend in the top pesticides consuming Indian states (in MT)**



**Exhibit 52 – Production and Capacity Utilisation Trends of Major Agrochemicals**

In '000 MT	2013-14	2014-15	2015-16
<b>Capacity</b>			
Mancozab	71.56	71.56	72.46
Chlorpyrifos	14.30	16.46	16.85
2,4-D	22.00	22.00	22.00
Monocrotophos	12.24	13.18	13.94
DDVP	32.48	35.72	35.72
Cypermethrin	15.69	15.69	13.92
Acephate	19.25	19.25	19.67
Profenofos Technical	14.60	14.90	12.90
<b>Production</b>			
Mancozab	57.82	61.40	66.38
Chlorpyrifos	9.54	9.73	6.87
2,4-D	17.90	11.62	18.46
Monocrotophos	4.27	6.97	5.48
DDVP	5.52	6.66	7.72
Cypermethrin	9.26	8.59	8.53
Acephate	14.51	17.97	16.58
Profenofos	7.18	7.58	6.85

***Insecticides dominate consumption in India as opposed to herbicides globally:*** Domestic consumption of PAC products is dominated by insecticides which form the largest segment of the industry (60% of the total market) and is followed by fungicides, herbicides, biopesticides and others (forming 18%, 16%, 3% and 3% of the total market respectively)(*Exhibit 51*). This is as opposed to global usage, with herbicides contributing

~44%, fungicides ~27% and insecticides ~22% (*Exhibit 52*). Herbicides have historically been used on a lower scale in India due to availability of cheap farm labour; however, rising costs of manual labour is increasing the economic viability of herbicides.

**Seasonal and working capital intensive nature of business; skewed geographical usage:** The demand for pesticides in India is seasonal and cyclical, as it largely depends on agricultural production. Pesticides demand is skewed in favour of kharif crops (May-November) such as cotton and rice. Geography-wise sales also remain skewed depending on presence of irrigation facilities and awareness amongst farmers. Maharashtra, Uttar Pradesh, Punjab and Haryana account for around 50% of the total pesticide consumption in India (*Exhibit 49*); Andhra Pradesh's contribution has witnessed a decline post the formation of Telangana. West Bengal also features among the top pesticide consuming state followed by Tamil Nadu and Rajasthan. Cotton, paddy, wheat, vegetables and fruits account for >80% of pesticide consumption in India. Cotton itself accounts for ~50% of consumption despite covering only ~4.5-5% of cultivable area.

Formulation manufacturing is not capital intensive and the government's policy of encouraging small-scale sector has resulted in fragmentation and high competition in the segment. On the other hand, technical manufacturing is technology and moderately capital intensive resulting in moderate competition. The industry is highly working capital intensive as companies have to keep high inventory due to seasonality and demand fluctuations based on monsoons and long credit periods provided to farmers.

**Vulnerability of profitability to fluctuations in prices of raw materials, which fluctuate with crude oil prices:** Chemicals are the major raw material required for the manufacture of technicals. Prices of most chemicals are exposed to cyclical pressures, which renders profitability of the end-product vulnerable to these pressures as well. Manufacturing of technicals is a moderately capital and technological intensive business. Further, economies of scale play a big role in reducing cost of production and hence, domestically produced technicals have faced tough competition from imported technicals. Most of the domestic formulation manufacturing companies import technicals from international players. This exposes the profit margins of the domestic players to foreign exchange movement. However, some of the large pesticide companies are backward integrated into technical manufacturing, providing them a degree of self-sufficiency and control on quality.

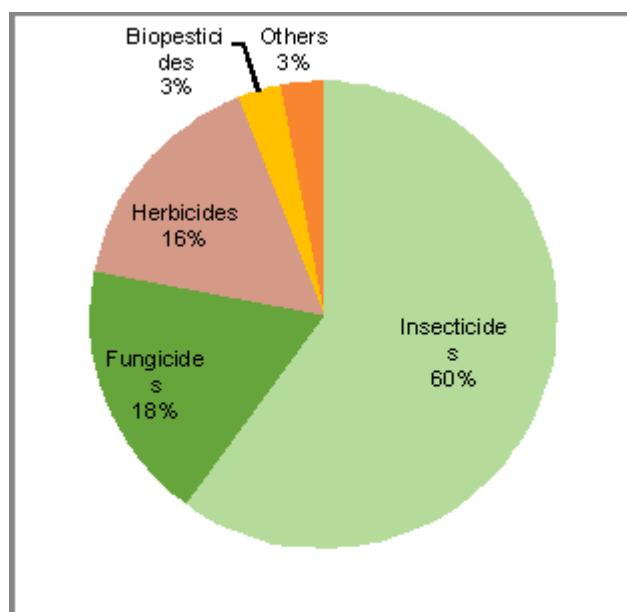
**Highly regulated nature of industry because of hazardous nature of pesticides:** The industry is highly regulated by two ministries: a) Department of Chemicals and Petrochemicals under the Ministry of Chemicals and Fertilisers, and b) Ministry of Agriculture. The Department of Chemicals and Petrochemicals is handling the responsibility of planning, development and regulations of the crop protection industry. The Ministry of Agriculture regulates registration, manufacture, sale, transport, export/import, distribution and use of pesticides through the Insecticides Act, 1968 and Insecticides Rules, 1971. All insecticides have to necessarily undergo the registration process with the Central Insecticides Board & Registration Committee (CIB & RC) before they can be made available for use. As on date, 260 products have been registered in India.

**Procedure for registration:** An application for registration of technical grade molecules can be obtained through:

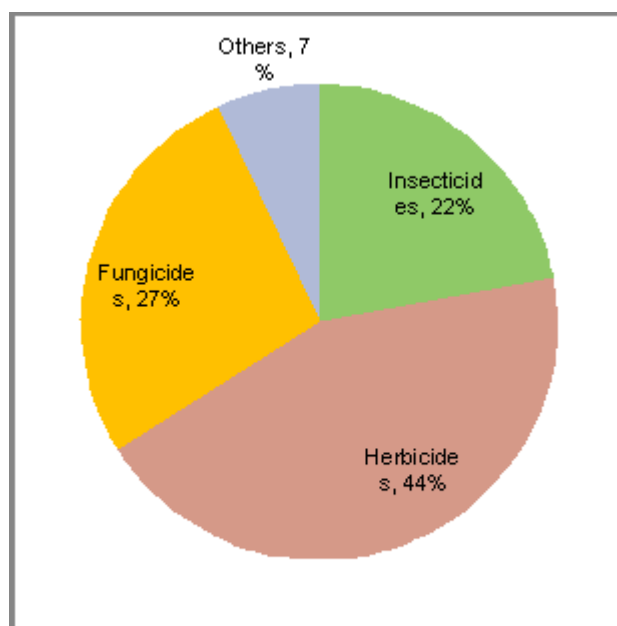
- Provisional registration under Section 9(3b): This registration is applicable for a new molecule introduced in India. The registration process takes 1-3 years and is usually granted for a period of two years.
- Regular registration under Section 9(3): Subject to submission of complete data
- "Me-Too" registration under Section 9(4): After 9(3) registration of a molecule, any other person can apply for a registration.

Registering a product in a geography takes 3-5 years globally and costs can range from US\$ 10-15 million. The registration process in India takes 1-3 years. Under the multilateral Trade-Related Aspects of Intellectual Property Rights (TRIPS) agreement, patent is provided for a period of 20 years and data exclusivity is to be provided for a specific period for new innovations. Data exclusivity prevents regulators from using clinical

trial data that was used to approve the original product to approve the chemically equivalent generic product of another company. If a generic company wants to replicate and register a product during the period of data exclusivity, it would need to duplicate the expenses and time taken for clinical trials, resulting in increased entry barrier for the product. The GoI is looking to provide data exclusivity for new agrochemical products for a period of five years from three years currently. The MNCs generally introduce new products, called 'specialty molecules' as opposed to 'generic' agrochemicals in the market through provision of a licence for the exclusive manufacture and / or marketing rights to a domestic player. Once the product is off-patent, generic players can register generic versions of the product and get them registered. However, before the expiry of the patent, other generic players will need to undertake tests and use clinical trial data to get approval for a version of an original product, which is a highly time-consuming and costly process. The major pesticides produced in the country include Mancozeb, Acephate, Monocrotophos, Isoproturon, Cypermethrin, Glyphosate, etc., with some of these chemicals falling under the hazardous category.



**Exhibit 53 – PAC Consumption – India**  
*(Source: Industry, ICRA Research)*



**Exhibit 54 – PAC Consumption – Global**  
*(Source: Industry, ICRA Research)*

***Proposed regulation may tone down Chinese imports:*** India's imports stand close to US\$ 925 million/year in agrochemical technicals, intermediaries, and finished products, out of which around 55% comes from China. Imports from the country grew at a CAGR of 6% from 2007 to 2017. However, the new agrochemical regulation proposals by the Indian government have now put a halt to any further increases in Chinese imports. In response to the Make in India initiative, the DAC&FW of India submitted a bill to the Central Insecticides Board and Registration Committee of India concerning the Make in India for pesticides in January 2017. The committee then amended its registration policy on May 19, 2017, to implement the restrictions on TIM and registrations for import. The proposed changes state that companies will no longer be issued import registrations for products that have a manufacturing registration in India. Two possible scenarios which could emerge as a result of the new legislation are discussed below.

*Scenario 1: if the regulation is strictly followed 'as is'*

- ❑ The growth rate of agrochemical imports from China will decline by 80%, thereafter increasing at a rate of ~1.2% annually to 2022. A large proportion of imports will shift from formulated products to raw materials
- ❑ Backward integrated companies will benefit, as they gain from having manufacturing assets. Going forward, they will be in a position to contract manufacture for other non-integrated players and MNCs. Integrated companies will further invest in manufacturing facilities, as newer off-patent products are introduced into the Indian market
- ❑ Trading companies heavily dependent on formulated imports from China will be hit the hardest
- ❑ Some of the companies who have the TIM (Technical Indigenous Manufacturing) registration will enjoy a monopoly in the domestic market, as other players will not be able to compete by offering the same product through imports—until they too can attain a TIM registration and manufacture in India. This will be a further positive for backward integrated players

*Scenario 2: if the regulation allows for some exceptions for finished product imports from Chinese sources*

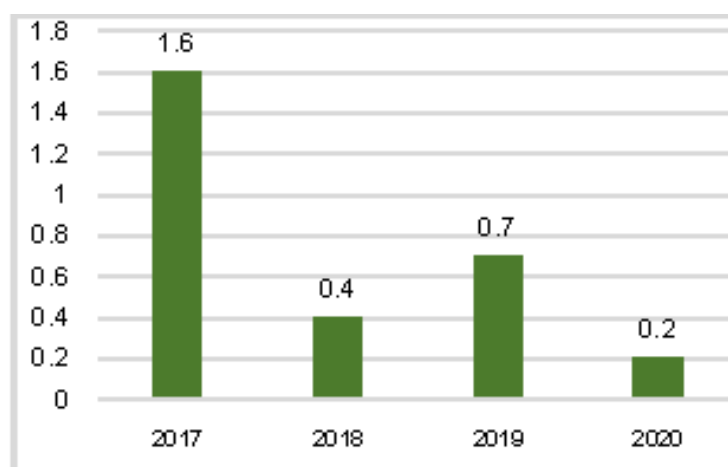
- ❑ The growth rate of agrochemical imports from China will decline by 50%, thereby increasing at a rate of ~3% annually to 2022. This is when imports of N-1 (where N is the formulated product, so it is a product that needs one processing step in order to become a formulated product) are allowed to be imported by Indian players.
- ❑ This will not trigger many additional investments by agrochemical players in India, as some of them will still manage to import an 'almost finished product', and pack and sell in India.
- ❑ The import growth rate will still slow from existing levels, as backward integrated companies will prefer to strengthen their manufacturing for any new product introduced in India, while they may still continue to import N-1 for their existing products.

Ongoing imports from China may also be hit if some companies importing from the country decide to give up their import registration and continue manufacturing in India. This will mainly apply to some of the newly introduced products in the Indian market—and not for highly generic products.

***Centre imposed ban on usage of hazardous agrochemicals, post expert committee recommendation:*** An expert committee headed by former national professor of the Indian Agricultural Research Institute (IARI), Anupam Varma, was constituted in July 2013 in order to review the usage of 66 pesticides which are banned or restricted in several countries across the world. After taking into account the recommendations of the said committee, the central government has decided to impose a ban on usage of 18 pesticides in India as they involve risk to humans and animals. The Union agriculture ministry in its draft order dated December 15, 2016, has asked manufacturers, importers and state authorities to completely ban 12 of the identified pesticides from January 1, 2018 and the remaining six from December 31, 2020. Though these pesticides are banned or restricted in other countries, their usage was continued in India. Some of these pesticides are highly toxic to honey bees and birds and even contaminate water bodies, thereby affecting aquatic organisms. Since the ban will come into force beginning early next year, the ministry has instructed current importers and manufacturers to incorporate in the label and leaflet of the product about the danger associated with the use of specific pesticides.

**Key growth drivers of crop protection market:** The long term prospects for the industry remain buoyant on account of a mix of reasons such as:

- ❑ **Contract manufacturing and export opportunities:** Low cost manufacturing as well as low cost manpower having reasonable experience results in cost competitiveness which coupled with seasonal domestic demand, domestic overcapacity, better price realisations in the overseas market along with strong presence in the generic pesticide manufacturing results in strong export potential. India is the thirteenth largest exporter of pesticides in the global market. Exports are expected to grow at a pace of 9% during FY2017-20.
- ❑ **Patent Expiry:** Patents of several agrochemical products are set to expire in the next few years (as depicted in *Exhibit 51*), which is expected to generate additional ~USD 3 billion (over Rs. 19,000 crore) opportunity worldwide.
- ❑ **Growth in herbicides and fungicides:** Increasing shortage of labour leading to rise in labour costs and growth in GM crops are leading to growth in the use of herbicides and fungicides in the domestic market as opposed to insecticides historically.
- ❑ **Low per capita consumption:** Per capita consumption of pesticides in India currently stands at 0.6 kg/hectare as compared to 3 kg/hectare for Europe, 7 kg/hectare for the US, 12/hectare kg for Japan and 13 kg/hectare for China. The same can be attributed to fragmented land holdings, low irrigation levels, low purchasing power of the farmers, lack of awareness among the farmers, limited reach and lower accessibility of the products. In order to increase yield and ensure food security for its enormous population, agrochemicals penetration in India is bound to go up.



**Exhibit 55 – Agrochemicals going off-patent (2017-2020) in USD billion**  
(Source: Industry, ICRA Research)

- ❑ **Growth in demand of food grains with limited farmland availability:** With only 2.3% share in world's total landmass, India has to ensure food security for 17.5% of world population. India has ~190 million hectares of gross cultivated area with limited scope of increasing the same in the future. This, coupled with low crop productivity of 2 MT/hectare as compared to 6 MT/hectare in USA and world average of 3 MT/hectare, translates to an expected increase in the usage of pesticides in the future.
- ❑ **Rural infrastructure and increasing irrigation:** Production areas are being connected to the market through use of IT and related services. This is also helping generate better awareness amongst farmers. Besides, better irrigation facilities through government programmes such as those promoting



micro-irrigation products, formation of Farmer Producer Organisation (FPOs) to counter the difficulties faced due to land fragmentation are also vital.

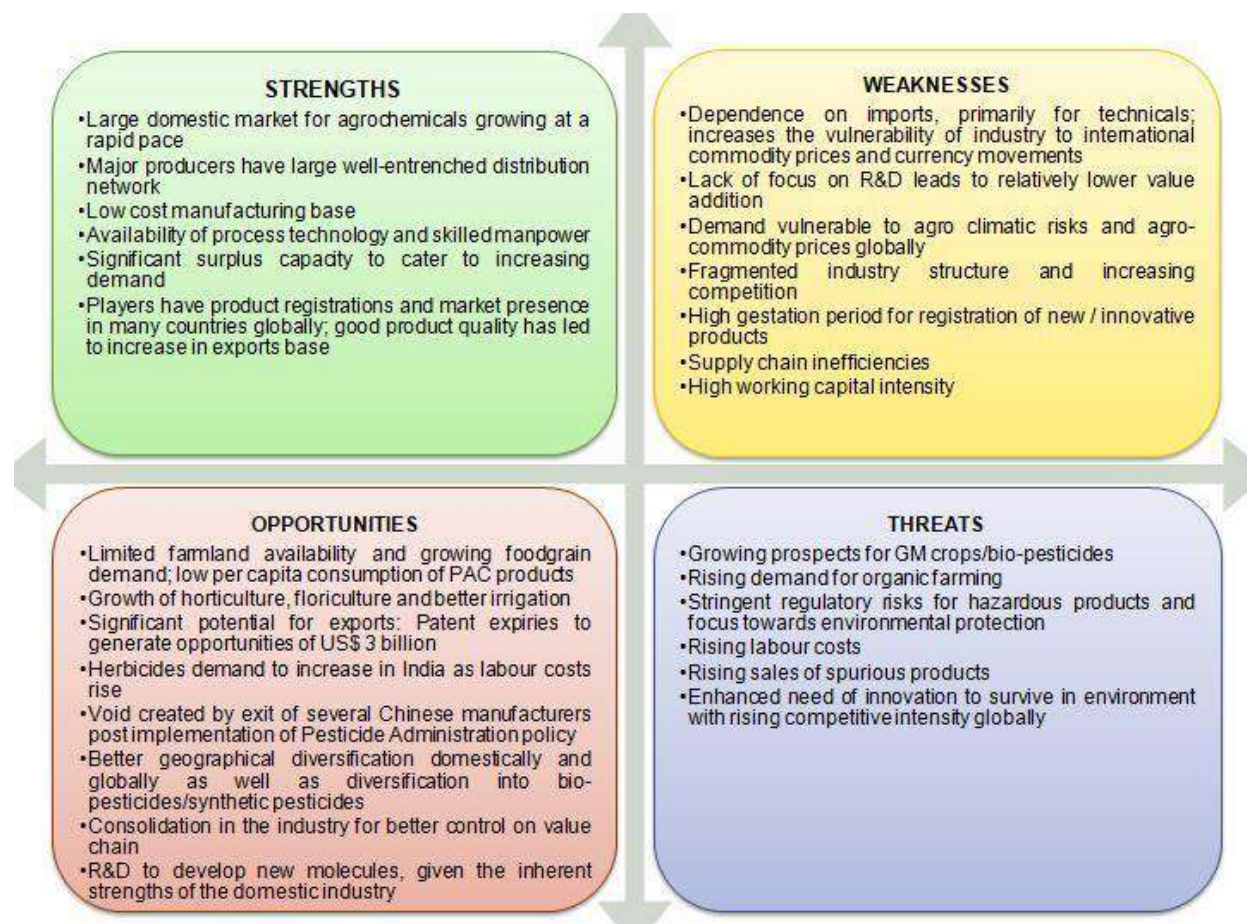
- ❑ **Planned expenditure and policies for governance:** Structured expenditure in the agriculture segment based on proper planning together with policies for improving for the functioning of the market has been beneficial to the agrochemicals industry.
- ❑ **Availability of credit facilities:** Increasing access and ease of availability of credit facilities to farmers in the rural areas are expected to boost agriculture productivity and use of more pesticides to improve crop yield.
- ❑ **Increasing synergies between agrochemicals and biotechnology:** The agrochemical industry is increasingly being shaped by biotechnology, and the two are now seen as synergistic tools that can lead to safer and more sustainable crop care. Till the advent of BT-cotton – the GM form was widely accepted by the Indian agri sector and accounted for a disproportionately large share of insecticides sprayed. Majority of these were older generation products which were used in high dosages and without any discrimination of the pests they attack. The scenario has undergone significant changes and is a pointer to the benefits agri-biotech can bring and the way in which it can shape the agrochemicals industry. The major positive development between agri-biotech and agrochemicals is best illustrated by the herbicide glyphosate and GM crops (soyabean & corn). The technology has since been embraced for other combinations and the approach is reshaping the structure of the agrochemical, seeds and agri-biotech companies.
- ❑ **Long-term threat from Genetically Modified (GM) / organic crops and integrated pest management techniques:** The markets for chemical pesticides have undergone rapid changes over the last decade. Concerns about the adverse effects of chemical pesticides due to their indiscriminate use is growing. Globally, pesticide use has remained constant or declined. The reduction can be explained partly by changing crop prices, greater efficiency of pesticide use due to improvements in pest management practices and technology, increased adoption of GM crops and integrated pest management (IPM) techniques. IPM emphasises the growth of a healthy crop with the least possible disruption to agro ecosystems and encourages natural pest control mechanisms. IPM was adopted as a national policy in 1995 in India to lower the health impacts of chemical pesticides. In these techniques, the use of chemical pesticides is very limited.
- ❑ Even if pesticides are used, it is only on a small scale for certain plants with high infestation. While India does not face decline in pesticide use owing to low per capita usage, the risk from GM and biotech crops might lead to decline in the usage of certain chemical pesticides. Since biotech / GM crops were first commercialised in 1996, the segment consistently witnessed double digit growth globally. In India, the area under Bt/GM cotton has increased from negligible in 2002-03 to ~95% of area under cotton now. Nevertheless, new pests keep developing, which may result in new growth opportunities.

**Increased resistance of pests to crop protection products:** Pesticide resistance may be described as lower susceptibility of a pest population to a PAC product which was previously effective in controlling the pest. This resistance is inherited by the pest offspring, thereby rendering the PAC product less effective or ineffective to eliminate the pest species. It is estimated that globally, more than a 1,000 pest species have evolved resistance to a pesticide. This may render a loss to the industry in terms of revenue as a product becomes ineffective, besides exposing the environment to potentially more hazardous chemicals to eliminate the pests.

**Future trends & outlook:** ICRA expects the Indian crop protection industry to grow at a CAGR of 8% over the next 3 years, driven largely by exports of generic products. Fundamental factors such as cost competitiveness on the export front aided by rupee depreciation, expected patent expiries in the near to medium term, growing horticulture and floriculture industries, increasing awareness and higher access of finance to the farmers are some of the forces boosting the growth of the crop protection industry. Besides, the focus of the new government on improving agricultural productivity through increased use of indigenously manufactured chemicals should also aid domestic sales growth. Also, change in consumption



preferences domestically towards herbicides amongst conventional PAC products and bio-pesticides / growth products provide further opportunities to the domestic industry. However, lack of focus in R&D, rising sales of spurious products, regulatory risks for hazardous products, supply chain inefficiency, lack of education and awareness among farmers, growth prospects of GM seeds in the longer run and bio-pesticides with advent of IPM techniques and high gestation period for registration of innovative products may restrict the growth prospects to certain extent. With high competition in the industry, innovation driven companies with strong R&D setup for development of new products are expected to achieve better consolidation in terms of value capture. However, with Indian industry dominated by off patent products, ability of the companies to streamline their distribution networks and build a strong brand presence will act as a competitive advantage. Improvement in capacity utilisation, cost rationalisation initiatives and increase in R&D for development of new products would be helpful for further improvement in return indicators of the domestic industry.



## OTHER RELATED PRODUCTS

**Seeds:** Seed is the basic and most critical input for sustainable agriculture. The response of other agricultural inputs depends on the quality of seeds used to a large extent. The Indian seeds industry can broadly be classified into three segments (i) Open/Self-pollinating certified seeds: Seeds bred through natural processes – i.e. self-pollination or pollination by wind, insects, gardener, etc. to set fruit and produce seeds (ii) Hybrid seeds: Seeds produced by cross-pollinating plants under controlled conditions to get specific characteristics, such as better yield, improved colour, disease / pest resistance, etc. (iii) Genetically Modified (GM) seeds: Seeds produced using gene splicing techniques in which genetic material has been purposely altered through combining DNA of species from different biological kingdoms. Technically, GM seeds fall under the hybrid seed category as many of hybrids today are genetically modified.

The Indian seed market is currently the sixth largest in the world after USA, China, France, Brazil and Canada, accounting for about 4.5% of the global industry and is valued at ~USD 3.6 billion, having grown at a CAGR of 14.8% during FY2009-17. In volume terms, the market has grown at a CAGR of 7.3% to reach 3.8 MMT consumption presently. Although the Indian seed market is one of the largest, it is almost

exclusively supplied by locally produced seeds. There are seventeen public sector corporations (both national and state level entities) as well as large number of private entities in the industry, with the public sector seed corporations mostly confining themselves to certified seeds of high volume, low value segment of high yielding varieties of cereals, pulses, and oil seeds with a limited presence in hybrid or GM seeds. On the other hand, private sector seed companies largely focus on the high value, low volume segment of hybrid and GM seeds mainly cotton, paddy, maize, sunflower and vegetable seeds. The composition of the seed industry, by volume of turnover, is estimated to have reached a ratio of 60:40 between the public and private sectors. More than 80% of the hybrid seed market is controlled by top ten domestic and multinational companies operating in the country. There are multiple entry barriers for new players to enter this industry which include efficient procurement set up, wide distribution set up and proven germplasm for the company (a collection of genetic resources with different traits) to suit the needs of the farmers in different locations. Further, the long time frame required to introduce hybrid variety means the companies need to have significant financial muscle for long drawn process of seed development and certification in order to grow in this market.

In recent years, the seed market, especially the hybrid seed market has grown at a CAGR of ~18-20% with increased seed replacement rate (SRR - percentage of area sown out of total area of crop planted in the season by using seeds (certified / hybrid) other than the farm saved seed). Constraints on procuring additional farmland make it critical for local farmers to use high-quality inputs like hybrid seeds to improve productivity and yield, which in turn opens up opportunities for Indian seed manufacturers and traders. Further, with reduced labour availability, the farmers are increasingly opting for seed replacement instead of using farm saved seeds as it needs labour to keep the seeds separate, process, dry and then store them. With increasing emphasis on raising farm yields and introduction of new traits like resistance of herbicides and drought-resistance, the demand for hybrid seeds is expected to grow in the medium term. The industry witnessed some pressure on profitability in FY2016 and FY2017 has been a mixed bag. Increase in realizations and move towards higher quality seeds has driven the faster growth in value terms. In FY2017, the profitability of several cottonseed producers is expected to have been boosted by lower royalty payment driven by Government intervention. However, some companies are expected to have got impacted by demonetisation. For FY2018, ICRA expects the profitability to be better on expectation of increased production and strong demand for seeds in the market. It is estimated that the Indian seed industry will grow twice the average of the rest of the world, for the years to come.

***Di-Calcium Phosphate (DCP):*** Feed phosphate is an important ingredient that is combined with basic feed mix to provide essential nutrition to animals and improve their overall growth. It is prepared by the reaction of phosphate with phosphoric acid. These help in improving the rate of weight gain, prevent deficiencies of calcium, enhancing the functioning of immune and nervous systems, and improve feed digestion. A variety of feed phosphates are used in different quantities and concentrations depending upon the type of animal. The three basic types of Phosphorous based animal feed supplements are Dicalcium phosphate (DCP), defluorinated rock phosphates (DFP) or tricalcium phosphate (TCP) and Monocalcium phosphate. DCP or calcium monohydrogen phosphate is the most popular type which is mostly used in feed grade of animals. In 2016, MCP and DCP accounted for 93% of world feed-grade calcium phosphate usage, while TCP accounted for the remaining 7%. (*source: www.ihs.com*)

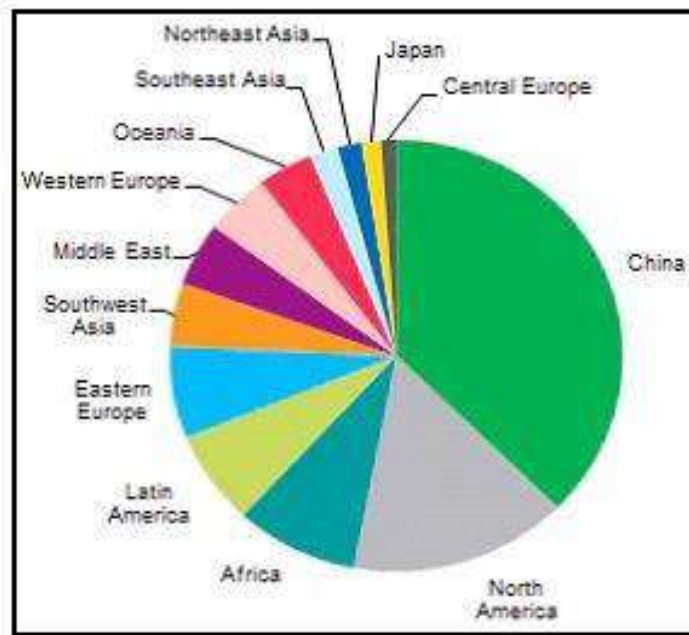
DCP is a dibasic calcium phosphate which can be made as fertilizer or animal feed. Fertiliser grade DCP is mainly used in phosphate fertiliser and compound fertilisers as raw material. As it is cheap, it helps in improving the product cost-effectiveness and enhancing market competitiveness. As an animal feed, DCP is mainly used as a dietary supplement in prepared breakfast cereals, dog treats, enriched flour, and noodle products. It is also used as a tablet agent in some pharmaceutical preparations and is used as a feed for poultry. Animal feed grade DCP has two types, namely granular and powder.

Globally, the largest producing regions for animal feed based phosphates are North America, Western Europe and China, while Asia-Pacific and North America are the top two consumers of feed phosphates in the world together accounting for more than 65% of the consumption. Asia-Pacific is estimated to be the fastest growing region in terms of revenue. Growth is particularly high in emerging countries such as China (consumed ~23.5% of the world feed phosphate consumption in 2014), India and Brazil because of rising per

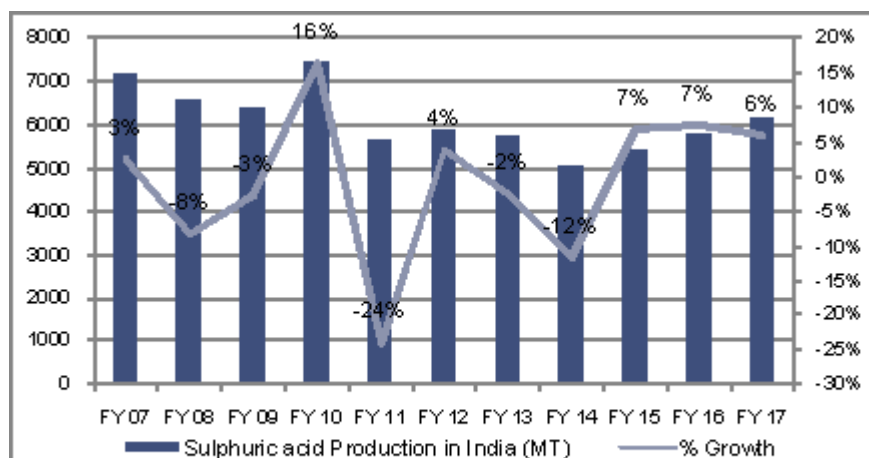
capita meat consumption. Also, the growing demand for livestock and healthy breeds of animals has led to the increase in demand over supplementing animals nutritiously in their meals, for good growth and development.

The feed phosphate market is fragmented and competitive, with a large number of players operating at regional and local levels. The key players in the market are The Mosaic Company (U.S.), EuroChem(Russia), PhosAgro (Russia), Yara International ASA (Norway), and EcoPhos S.A. (Belgium).

The Indian feed industry is more than 40 years old and, includes dairy and poultry feed manufacturing. The beef and pork feed industry is limited. The three key types of cattle-feed producers are the home-mixers, dairy cooperatives and private sector manufacturers of compound cattle feed. The Indian compound-cattle feed industry is relatively small but expected to grow at a healthy rate. However, the restraints for the industry are the increasing raw material costs and scarcity of raw materials



**Exhibit 56 – World Consumption of Sulphuric Acid – CY2017**  
(Source: IHS)



**Exhibit 57 – Trends in Sulphuric acid production in India**  
(Source: CMIE, ICRA Research)

The feed phosphate market is growing at a healthy rate and the market is expected to grow in the future due to the increasing demand for meat, pork and poultry around the globe. It is projected to reach US\$ 75.17 billion by 2021 (Source: [www.marketsandmarkets.com](http://www.marketsandmarkets.com)). The driving factors of the global animal feed phosphate market are: rise in global meat consumption, industrialization of pork and poultry industry and focus on continuous development of best breeds of animals. Hence, the manufacturers are focusing on expansion across regions and setting up new plants for increasing production capacity as well as strengthening the product line.

**Sulphuric Acid:** Sulphuric acid is one of the largest-volume industrial chemicals produced in the world and has large-scale industrial uses. Its major user is the phosphate fertilizer industry. Other important applications are in petroleum refining, steel pickling, rayon & staple fiber, alum, explosives, detergents, plastics and fibers etc. The global production of sulphuric acid stood at 264 million tonnes for CY2016. While 61% of sulphuric acid was sourced from sulphur, smelter acid and pyrites accounted for 30% and 8% respectively (Source: *NorFalco investor presentation*).

In CY2016, the global sulphuric acid market was pegged at US\$ 71.4 billion. The worldwide market for sulphuric acid witnessed stable growth in the last few years, supported by stable demand from major end-use industries. The major growth drivers for sulphuric acid demand have been its uses for phosphoric acid, titanium dioxide, hydrofluoric acid, ammonium sulfate production, and for uranium processing and metallurgical applications. Europe is the leading sulphuric acid exporter, while Asia is a market leader in terms of imports. China, the US, India, Russia and Morocco are the top five sulphuric acid manufacturing countries. The global leading players are Mosaic Co, OCP Group, PotashCorp, Vale Limited, Groupe Chimique Tunisien, Codelco, Maaden, Rhodia Inc, Xstrata, Aurubis.

In India, there were about 140 Sulphuric Acid Plants (130 Sulphur based & 10 Smelter Gas based) with Annual Installed Capacity of about 12 Million MT of which 25% of the installed capacity is located at Paradip, Orissa. Many companies produce sulphuric acid, despite relatively low margins, due to steam generated from the process which is used internally for manufacturing other products as well as for captive power generation. The current annual production of Sulphuric Acid is 5.5-6.5 MMT as some of the plants have been closed down due to various reasons. While few captive plants have been closed down due to non-viability of the main plant, viz. Single Super Phosphate etc., merchant plants have closed down due to poor demand. The demand of Sulphuric Acid is fully met by the current production, as the installed capacity is more than double the demand (Source: *Centre for Monitoring of Indian Economy - CMIE*). The global market is expected to reach US\$87.5 billion by CY2023 growing at a CAGR of 2.9% from CY2016-23. In 2016, fertilizer segment is the largest consumer of sulphuric acid, owing to its usage in production of phosphate fertilizers as raw material. Asia Pacific is expected to grasp major revenue share in sulfuric acid market. This growth is attributed to increasing foreign investments, booming agriculture sector with vast population base, increasing demand for sulfuric acid in various processes of fertilizers and chemical industries in emerging regions such as India and China (Source: [www.ihs.com](http://www.ihs.com)).

**Oleum:** Oleum is manufactured through contact process wherein key raw material being concentrated sulphuric acid. Sulphuric acid is also regenerated by diluting part of oleum. Oleum is used for:

- Sulphuric acid regeneration
- As an intermediate for transporting sulphuric acid compounds, typically in rail tankcars, between oil refineries (which produce various sulphur compounds as a byproduct of refining) and industrial consumers
- Explosives manufacturing
- As a strong dehydrating agent, like concentrated sulphuric acid

**Di Methyl Sulphate (DMS):** Di Methyl Sulphate (DMS) is an important raw material for the dyestuff, pharmaceuticals as bulk drug intermediate and aromatics industry. It is also used in medical laboratories for

chemical cleavage of DNA. It is one of the most efficient methylating agents for many organic chemicals. Compared to other methylating agents, it is preferred by the industry because of its low cost and high reactivity. The barriers to entry in the business are relatively high owing to high capital investment, stringent logistic requirements given the hazardous nature of products and requirement of having a diversified product portfolio so as to remain profitable. Hence, the competitive pressures for the players producing DMS are limited. Moreover, the competition from Chinese manufacturers remains limited, as they cater mostly to the domestic manufacturers in China.

Some of the major producers of DMS are Industrial Solvent and Chemicals, Aarti Industries, Dupont, USA and Grillo, Germany. Besides, there are smaller players like KPR Fertilisers who produces DMS using the byproduct from its sulphuric acid plant, along with methanol. The prices for DMS move in line with the raw material prices, i.e. sulphur and methanol, and witnessed a sharp rise in FY2013 and FY2014, before correcting in FY2015. The prices continued to remain stable in FY2017 and in the current fiscal too.

For the players producing DMS as API and supplying to the pharma industry, demand is expected to be favourable due to factors such as an increased focus on generics adoption globally, rising number of patent expiries in advanced markets like US and Europe, demand for new bio-generic drugs and constant demand for reduction in manufacturing costs. However, pricing pressures on the pharma sector may pressurize the margins of API producers. In such cases, small players with low bargaining power would likely be impacted more. Hence, high capacity utilisation and cost rationalization initiatives would be critical for improvement in return indicators for such players.

**Linear Alkyl Benzene Sulphonic Acid:** Linear Alkyl Benzene Sulphonic Acid (“LABSA”) is the most commonly used surfactant in production of detergents powders/liquids, emulsifiers and herbicides etc. The preference for use of LABSA as a surfactant is owing to its low prices against other surfactants and ease of production. The production of LABSA-90% (i.e. LABSA with 90% concentration) is not a technologically intensive process and requires physical mixing of LAB and Sulphuric Acid. Simple production process coupled with relatively low capital intensity, has resulted in a number of small-to-medium scale players having the capacity to produce LABSA-90%. Thus, the margins of LABSA producers remain overall low due to lower value addition and fragmented nature of industry.

Some of the key players manufacturing 90% LABSA are K.P.R Agrochem, Advance Surfactants etc. The prices of LABSA have a close correlation with crude oil prices as Linear alkyl Benzene (LAB), a key raw material is a crude oil derivative. LABSA prices had witnessed significant decline in FY2016 & FY2017 owing to low crude oil prices which resulted in decline in LAB prices. However, LABSA prices have recovered during YTD FY2018 owing to imposition of Anti-Dumping duty on import of LAB.

For players manufacturing LABSA 90%, the demand prospects remain positive owing to expected growth in detergent market driven by rising disposable income, changing consumer preferences and increasing penetration of washing machines in India. Limited availability of alternative surfactants like Methyl Ester Sulphonate (MES) along with difficulty in formulation and issues with performance will keep LABSA demand intact. Since majority of detergent manufacturers prefer to procure LABSA than undertake in-house production, the demand is expected to grow in-line with detergent market. Additionally, a large number of unorganised detergent players in India using LABSA 90% provide.

**Outlook:** Overall, ICRA Research believes that the demand outlook remains favourable for other related products manufactured by the company. Seed market, especially the hybrid seed market is expected to grow at a robust rate driven by increasing emphasis on raising farm yields and introduction of new traits like resistance of herbicides and drought-resistance. Further, regulatory clearances for trials and growth in contract farming are also expected to boost the demand for high quality hybrid seeds. Demand for Sulphuric acid, which is a key raw material for the phosphatic fertiliser industry, is expected to grow at a steady rate in line with the increased demand for the fertilizers in the domestic industry. Robust economic growth in many developing countries has resulted in improvement in per capita income which has resulted in a shift in lifestyle habits and dietary structure from low-protein, starch-based foods to more animal-based protein. Worldwide per capita meat consumption has increased from ~24 kg/ annum during 1960s to ~ 43 Kg/ annum by 2016. As a result, demand for DCP, which is an animal feed, is expected to remain healthy driven by

increasing demand for meat, pork and poultry around the globe. DMS, which is key pharma intermediate will experience stable demand with increased focus on generics adoption globally.

## INDUSTRY OUTLOOK

### *Factors which could affect growth of the fertiliser and agrochemicals industry*

- **Agro-climatic risks:** As the share of irrigated area is low in India, most of the regions are dependent on monsoons. Even the irrigated areas are indirectly dependent on monsoon. Thus fertiliser sales get negatively impacted in years when there is drought or deficient rainfall. While urea is protected to some extent due to low retail prices and higher subsidy, the P&K industry is exposed to higher demand risks on account of high retail prices and declining subsidy post the introduction of NBS. Besides, the demand of fertilisers in India is seasonal, as it largely depends on agricultural production and almost the entire off-take is recorded during *Kharif and Rabi* seasons.
- **Dependence on imports for fertilisers makes it vulnerable to commodity prices:** India is highly dependent on imports of key raw materials as well as finished products for fertilisers. Among the raw materials, India imports significant quantities of rock phosphate as well as phosphoric acid. In terms of finished products, domestic capacities of DAP and NPK fertilisers are limited, while MOP is entirely imported. With high proportion of imports, international prices and currency movements play a major role in determining the end-product prices and profitability for the various fertilisers. Significant increase in the prices of the key products would lead to increase the domestic prices for the fertilisers which in turn could impact the domestic demand adversely, making it imperative for the farmers to shift to urea, wherein the retail prices are kept low.
- **Forex fluctuations:** Sharp depreciation of the rupee against the dollar, as seen in the past could lead to increase the prices of the NPKs and also severely impact the profitability of the importers. This in turn, could impact the growth prospects for the sector.
- **Moderate threat from Genetically Modified (GM) / organic crops and integrated pest management techniques:** Globally pesticide usage has either remained constant or declined due to greater efficiency of pesticides on account of adoption of integrated pest management (IPM) techniques and usage of GM / biotech crops. While India faces lower risk of agrochemical demand decline owing to low per capita usage, moderate demand risk may result in case of particular crops. Nevertheless, new pests keep developing even in case of GM crops, which should arrest the fall in demand for agrochemicals.

**Conclusion: Cautious outlook for the near term though long term demand remains favourable:** After making satisfactory progress through the country till beginning of August 2017, monsoon weakened significantly and by mid of September 2017, the cumulative rainfall for the season has been 6% lower than the long period average. The spatial distribution of monsoon has been uneven with parts of the country like Gujarat, West Bengal, Bihar receiving excess rainfall leading to floods while regions like Western Uttar Pradesh, Haryana, Parts of Madhya Pradesh and parts of Vidarbha region receiving deficient rainfall. The near term outlook for the sector remain cautious even though uneven rainfall distribution and low moisture levels in several parts of the country have not impacted fertiliser sales during 5MFY2018. Weak monsoons during *kharif season* could impact the food grain production and the farm incomes which in turn could impact sowing during *rabi* season. Overall sales volumes growth for the year FY2018 is expected to be limited to 2%-4%. Over the medium term to long term, the demand outlook for agri-inputs, fertilisers and agrochemicals remains favourable as demand for food-grains is likely to accelerate with higher population and improved prosperity leading to higher food-grain consumption. Constraints on procuring additional farmland would make it critical for the farmers to use high-quality inputs, fertilisers and agrochemicals to improve productivity and yield, which in turn opens up opportunities for Indian manufacturers. Further, increasing MSPs have also made farming somewhat profitable in India with higher spend on quality inputs to maximize returns. These factors would continue to support the growth of the domestic industry, going forward.

## A PRIMER ON SUBSIDY FRAMEWORK FOR FERTILISERS

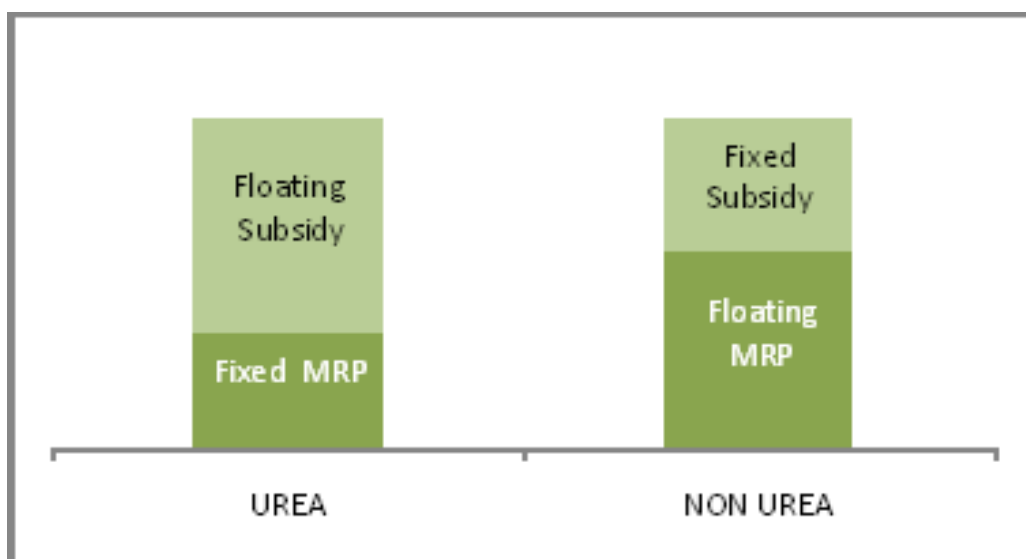


The Indian fertiliser industry sells products to farmers at below their cost of production and is eligible for subsidy from Government of India (GoI) for notified fertilisers. The total realisation thus comprises of subsidy and farm gate price (Maximum retail price or MRP). However, the decomposition of realisation is different for urea and non-urea fertilisers. Urea farm gate prices are fixed by GoI, and subsidy varies in line with feed and fuel prices in order to ensure normative fixed return (post tax 12% RoE). On the other hand, in case of non-urea fertilisers (viz. DAP, NPK, MOP), subsidy is fixed for a particular year and the players are free to fix their own MRP in line with raw material prices.

**P&K FERTILISERS:** The P&K fertiliser industry functions under the Nutrient Based subsidy (NBS) framework since April 2010. NBS is applicable for indigenously manufactured as well as imported DAP, MAP, TSP, MOP, complex fertilisers, SSP and indigenous Ammonium Sulphate. In the aforesaid fertilisers, primary nutrients Nitrogen ‘N’, Phosphate ‘P’, Potash ‘K’ and secondary nutrient Sulphur ‘S’ are eligible for NBS. Under NBS, a standard level of subsidy per kg of nutrient is provided across all specified non-urea fertilisers. The NBS regime marked a departure from fixed MRP and variable subsidy to fixed subsidy and variable MRP regime. Under NBS, GoI derives subsidy rates for N, P and K based on benchmark price of imported commodities: Urea, DAP and MOP generally. The MRP of the fertiliser is deduced from the benchmark import parity price to calculate benchmark subsidy. From the benchmark subsidy, the subsidy for the nutrient is extracted from the product subsidy based on the percentage nutrient content in the latter. Then the nutrient-wise subsidy is multiplied with the weight of respective nutrient in each fertiliser to arrive at the product-wise subsidy.

#### Estimated Calculation for NBS Rates for FY2018

Nutrient	N (Nitrogen)	P (Phosphorous)	K (Potash)
<b>Base commodity</b>	<b>DAP</b>	<b>DAP</b>	<b>MOP</b>
Nutrient Content	18%	46%	60%
<b>Benchmark Price (USD/MT) -CFR India</b>	<b>369</b>	<b>369</b>	<b>227</b>
Benchmark Exchange rate (INR/USD)	65	65	65
Import duty	5%	5%	5%
Handling charges(Rs/MT)	1,500	1,500	1,500
Margin	2,632	2,632	2,632
<b>Landed Cost (based on IPP) (Rs/MT): A</b>	<b>29,316</b>	<b>29,316</b>	<b>19,625</b>
<b>Target MRP: B</b>	<b>20,380</b>	<b>20,380</b>	<b>12,188</b>
<b>Benchmark Subsidy for product (Rs/MT): A-B</b>	<b>8,937</b>	<b>8,937</b>	<b>7,437</b>
Less Subsidy for other nutrients	5,519	3,418	
<b>Remainder</b>	<b>3,418</b>	<b>5,519</b>	
<b>Subsidy for Nutrient (= Benchmark subsidy for product /Nutrient content)</b>	<b>18.99</b>	<b>12.00</b>	<b>12.40</b>



### Subsidy Framework for Fertilisers

#### Nutrient-wise & Product-wise Subsidy Under NBS

NBS Rates (Rs/MT)	2015-16	2016-17	2017-18
N	20,875	15,854	18,989
P	18,679	13,241	11,997
K	15,500	15,470	12,395
S	1,680	2,044	2,240
<b>Product-wise Subsidy (Rs/MT)</b>			
DAP	12,350	8,945	8,937
SSP	3,173	2,343	2,166
MOP	9,300	9,282	7,437
20:20:0	7,911	6,085	6,197
10:26:26:0	10,974	9,050	8,241
12:32:16:0	10,962	8,165	8,101
19:19:19:0	10,460	8,467	8,242
15:15:15:0	8,258	6,685	6,507



## OUR BUSINESS

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

*Unless otherwise stated, references in this section to the "Company" are to K.P.R. Agrochem Limited and references to "we", "our" or "us" are to the Company and its Subsidiary. All financial information included herein is based on our restated consolidated financial information included in the chapter titled "Financial Statements" starting on page 223 of this Draft Red Herring Prospectus.*

### Overview

We are an agri-input Company focused on manufacturing, distribution and retailing of a wide range of crop yield enhancing and protection products. Our product portfolio includes crop protection, crop nutrients, seeds, veterinary feed supplements. Further, in order to secure supply of sulphuric acid, one of our key ingredients, we also ventured into manufacturing of sulphuric acid. We produce sulphuric acid as well as other sulphuric acid based chemicals like LABSA and oleum that have wider applications across industries like agrochemicals, veterinary feed supplements, pharmaceuticals, synthetic detergents etc. Our range of product encompasses products across the agri-value chain viz., from seeds to crop nutrients products to crop protection products and also veterinary feed supplements.

Majority of our sales is from branded products like "FAST" (application has been made for trademark registration), "MOTOX - 10G" (trademark registered), "SAMRAT ATRAZINE 50% WP" (application has been made for trademark registration) and "MEGA IMIDA" (application has been made for trademark registration) brands for crop protection; "AJAY (14-35-14)" (trademark registered) and "AJAY (20-20-0)" (trademark registered) for NPK mixture crop nutrient products; "ANNADATA SINGLE SUPER PHOSPHATE" for single super phosphate; "ABHAYA CAL MIX" (trademark registered) for di-calcium phosphate and "APURVA SEEDS" (application has been made for trademark registration) for seeds. For complete details of brands/trademarks registered by our Company, please refer chapter titled "**Government and Other Approvals**" on page 427 of this Draft Red Herring Prospectus. To ensure timely supply and availability of our products as well as achieve last mile connectivity with the farmers, we have set-up Company operated depots at 9 locations across India that are established based on the agricultural belts and / or having ease of connectivity with our dealer network. We have also appointed C & F Agents in 8 locations. Our products are distributed from our depots / manufacturing location based warehouses/C & F Agents to a network of approximately 8,000 dealers spread across various states in India. Further, our Company has also set-up a chain of company operated retail outlets known as Kisan Seva Kendras in the East and West Godavari, Vizianagaram, Srikakulam, Visakhapatnam and Krishna districts of Andhra Pradesh; Warangal district of Telangana; and Koppal, Raichur, Bellary and Gadag districts of Karnataka where our primary manufacturing operations are conducted as a channel of direct sales to our end customers.

Our Company is a part of the K.P.R. group based out of East Godavari district of Andhra Pradesh. The group has interests in agri-inputs, chemicals, rice mills and poultries. One of our Promoters, Rajasekhar Reddy Kovvuri along with other partners entered into business of agrochemicals and fertilisers through a partnership firm M/s. Mega Chemicals and Fertilisers on January 17, 2000. Pursuant to a Partnership Deed – Change in Constitution dated March 1, 2003, our Promoters Venkata Mukunda Reddy Karri and Papa Reddy Kovvuri also became partners amongst other partners of M/s. Mega Chemicals and Fertilisers. Post incorporation of our Company in the year 2007, the assets and liabilities of M/s. Mega Chemicals & Fertilisers were transferred to our Company. For further details, see the chapter titled "**History and Certain Corporate Matters**" on page 183 of this Draft Red Herring Prospectus. Over the years, we have focused on organic growth by investing to increase our production capacities and diversify our product range from being only a crop protection product company to wide product portfolio based agri-input company.

As on January 31, 2018, we have a wide product portfolio across the agri-value chain as noted below –

- Crop Protection Products – registrations of 156 formulations from CIB;
- Crop Nutrient Products - single super phosphate, 11 grades of NPK mixture fertilizers, micro nutrients and bio products;

- Seeds – 83 variety of seeds spanning various field and vegetable crops for which we have received centralised seed license certification for marketing and/or research and trial marketing;
- Veterinary Feed Supplements– di-calcium phosphate for animal feed and also for use in pharmaceutical industry; and
- Sulphuric Acid – production of sulphuric acid and sulphuric acid based chemicals like LABSA and oleum for variety of industrial applications including agrochemicals, pharmaceuticals, etc.

We operate three manufacturing facilities viz one each at Balabhadrapuram and Biccavolu in East Godavari district of Andhra Pradesh and one in Koppal district, Karnataka and our seed processing unit is located in Warangal district, Telangana which is operated under our wholly-owned subsidiary Sri Sai Swarupa Seeds Private Limited. We have an installed capacity of 555,000 MTPA of crop nutrient products, 21,560 MTPA of crop protection products, 32,400 MTPA for veterinary feed supplements, 162,600 MTPA for chemicals and the installed capacity of our seed processing unit is 15,000 MTPA. We have also set-up a waste heat recovery plant at our manufacturing facility at Biccavolu, East Godavari as well as Koppal, Karnataka to generate power in order to optimally use the steam produced during the manufacturing of sulphuric acid. The aggregate capacity of our waste heat recovery power plants is 2.5 MW (1.5 MW at Biccavolu, Andhra Pradesh and 1 MW at Koppal, Karnataka) which caters to our captive power requirements at our manufacturing facilities.

We have a quality control laboratory at (i) Biccavolu facility, Andhra Pradesh, (ii) Balabhadrapuram facility, Andhra Pradesh; (iii) Warangal facility, Telangana; and (iv) Koppal facility, Karnataka, which primarily monitors the quality of our major raw materials and finished goods. Further, we have received quality control certifications relating to our products and manufacturing facilities including ISO 14001:2004 certificate for operating as environmental management system for our manufacturing facilities located at Biccavolu and Balabhadrapuram, Andhra Pradesh and Koppal, Karnataka having scope of manufacturing and supply of pesticides, fertilizers, chemicals, API's and animal nutrients; OHSAS 18001:2007 certificate for operating as occupational health and safety management system for Biccavolu facility and Balabhadrapuram facility, Andhra Pradesh and Koppal facility, Karnataka having scope of manufacturing and supply of pesticides, fertilizers, chemicals, API's and animal nutrients; ISO 9001:2015 certificate for operating as quality management system for manufacturing facilities at Balabhadrapuram and Biccavolu, Andhra Pradesh having scope of manufacturing & supply of pesticides, fertilizers, chemicals, bulk drugs and animal nutrients; license as per IS 5470:2002 for the product dicalcium phosphate animal feed grade for manufacturing facility at Biccavolu, Andhra Pradesh and license as per IS 1664:2002 for the product mineral mixture supplementing cattle feed type 1 and 2 for manufacturing facility at Biccavolu, Andhra Pradesh. For further details please refer to our chapter titled “*Key Regulations and Policies*” appearing on page 171 of this Draft Red Herring Prospectus.

As on January 31, 2018, we had a total workforce of 1,517 (including 61 contract labourers).

The table below provides information regarding total revenue from operations (net of excise duty) on consolidated basis, including subsidy from the government relating to various business verticals for the last three Fiscals:

*(Unless stated otherwise, ₹ in million)*

Segments	Fiscal 2015		Fiscal 2016		Fiscal 2017	
	Net Sales	% of revenue from operations	Net Sales	% of revenue from operations	Net Sales	% of revenue from operations
<b>Fertilisers*</b>	3,971.88	66.48	4,075.05	70.25	4,102.28	70.28
<b>Chemicals</b>	600.01	10.04	450.97	7.77	445.55	7.63
<b>Pesticides</b>	1,166.38	19.52	1,003.18	17.29	1,017.01	17.42
<b>Seeds</b>	236.11	3.95	271.66	4.68	272.54	4.67
<b>Total</b>	<b>5,974.38</b>	<b>100.00</b>	<b>5,800.87</b>	<b>100.00</b>	<b>5,837.38</b>	<b>100.00</b>

\*including veterinary feed supplements and trading in fertilisers

## OUR STRENGTHS

We believe that the following are our key competitive strengths:

1. *Wide agri-input product portfolio with presence across the agri-value chain enabling diversification of revenue risk*

Over the years, we have grown significantly on account of diversification of our product range from being only a crop protection product company in the year 2007 to a wide agri-input product portfolio company. Our range of product encompasses products across the agri-value chain viz., from seeds to crop nutrients products to crop protection products and also veterinary feeds supplements. Today, we have a diversified portfolio including (i) registrations of 156 formulations in the crop protection products from CIB; (ii) Single super phosphate fertilizer, 11 grades of NPK mixture fertilizers, micro nutrients and bio products under crop nutrient products; (iii) 83 variety of seeds; (iv) Di-calcium phosphate which is used for veterinary feed supplements and also for use in the pharmaceuticals industry; and (v) sulphuric acid and sulphuric acid based chemicals like DMS, LABSA and oleum for variety of industrial applications including agrochemicals, pharmaceuticals, etc.

Further, we believe our continued engagement with the dealers and wide reach to the farmers has helped us to understand the specific product requirements of end customers thereby enabling us to identify new product opportunities from time to time. This along with our objective of being present across the agri-value chain and meet the growing needs of farmers has enabled us to widen our product portfolio which has also helped us to de-risk our revenues.

## **2. *Strong and growing distribution network***

In order to ensure timely supply and availability of our products as well as achieve last mile connectivity with the farmers, we have set-up company operated depots at 9 locations and also have C & F Agents at 8 locations across India that are established based on the location of the agricultural belts and / or for having ease of connectivity with our dealer network. Our products are distributed from our depots and manufacturing location based warehouses to a network of approximately 8,000 dealers/distributors spread across various states in India. Further, as on January 31, 2018, our Company has also set-up a chain of 131 Company operated retail outlets known as Kisan Seva Kendras in the East and West Godavari districts; Srikakulam, Vizianagaram, Visakhapatnam and Krishna district of Andhra Pradesh; Warangal district of Telangana as well as Koppal, Raichur, Bellary and Gadag districts of Karnataka, where our primary manufacturing operations are conducted as a channel of direct sales to our end customers, which also enables us to showcase our variety of products. We believe, our growing distribution network facilitates efficient sales and brand visibility of our products in the markets where we operate.

We have a strong marketing team of 162 people as on January 31, 2018, who are in touch with our dealer network on a regular basis to understand demand patterns and also offer them various incentive structures, payment patterns, etc. in order to push our product sales. Further, our sales personnel visit various villages on periodic basis to conduct camps to educate farmers and dealers on the various products of our Company, application procedures and the related benefits. In order to provide support services to our end customers and dealers, we have also set-up a dedicated toll-free helpline for delivering product information, technical details, etc. This has helped us to reach and establish connectivity with our end customers. Further, we believe our strong relationship with our dealers and our chain of company operated stores has enabled us to introduce new products in our existing markets within a short time frame.

## **3. *Material sourcing capabilities***

We believe that the availability of multiple raw material providers across various jurisdictions for our varied range of products helps us in not being dependent on a single or limited number of suppliers. We source our technicals, chemicals, urea, DAP, MOP and other generic active ingredients in their finished form from third party manufacturers, domestically as well as internationally depending on the availability and pricing dynamics. We continue to develop and maintain our relationship with the third party suppliers to ensure timely delivery of raw materials.

Further, our Company is registered with Department of Fertilisers as a certified importer of P&K fertilisers, which we import and process into various grades of NPK mixtures and then subsequently sell them under our brand. Further, our Company is also licensed to import some technical products which are primary raw materials for some of our crop protection products. We do not have to depend on third party for sourcing these materials. Our ability to directly source raw materials enables us to plan our production and allocate resources effectively.

## **4. *Certified manufacturing facilities***

Our Company operates three manufacturing facilities viz one each at Balabhadrapuram and Biccavolu in East Godavari district of Andhra Pradesh and one in Koppal district, Karnataka and our seed processing unit is located in Warangal district, Telangana which is operated under our wholly-owned subsidiary Sri Sai Swarupa Seeds Private Limited. We have an installed capacity of 555,000 MTPA of crop nutrient products, 21,560 MTPA of crop protection products, 32,400 MTPA for veterinary feed supplements, 162,600 MTPA for chemicals and the install

capacities of our seed processing unit is 15,000 MTPA. Our combined installed capacities for production of sulphuric acid is 420 TPD used for both captive consumption as well as external sales. We have also set-up a waste heat recovery plant at our manufacturing facility at Biccavolu, East Godavari as well as Koppal, Karnataka to generate power in order to optimally use the steam produced during the manufacturing of sulphuric acid. The aggregate capacities of our waste heat recovery power plants is 2.5 MW (1.5 MW at Biccavolu, Andhra Pradesh and 1 MW at Koppal, Karnataka) which caters to our captive power requirements at our manufacturing facilities.

We have a quality control laboratory at (i) Biccavolu facility, Andhra Pradesh, (ii) Balabhadrapuram facility, Andhra Pradesh; (iii) Warangal facility, Telangana; and (iv) Koppal facility, Karnataka, which primarily monitors the quality of our major raw materials. Further, we have received quality control certifications relating to our products and manufacturing facilities including ISO 14001:2004 certificate for operating as environmental management system for our manufacturing facilities located at Biccavolu, Balabhadrapuram and Koppal having scope of manufacturing and supply of pesticides, fertilizers, chemicals, API's and animal nutrients; OHSAS 18001:2007 certificate for operating as occupational health and safety management system for our manufacturing facilities located at Balabhadrapuram and Koppal having scope of manufacturing and supply of pesticides, fertilizers, chemicals, API's and animal nutrients; ISO 9001:2015 certificate for operating as quality management system for our manufacturing facilities located at Biccavolu and Balabhadrapuram having scope of manufacturing and supply of pesticides, fertilizers, chemicals, bulk drugs and animal nutrients; license as per IS 5470:2002 for the product di-calcium phosphate animal feed grade for our Biccavolu facility and license as per IS 1664:2002 for the product mineral mixture supplementing cattle feed type 1 and 2 for our manufacturing facility located at Biccavolu. For further details please refer to our chapter titled "**Government and Other Approvals**" appearing on page 427 of this Draft Red Herring Prospectus.

#### **5. Experienced Promoters and management team**

Our Promoters have played a key role in developing our business and we benefit from their significant experience in the agri-input industry. Our individual promoters traditionally were into the business of rice mills and poultry farming. For details in relation to our Promoters and the experience of our Key Managerial Personnel, see "**Our Promoters, Promoter Group and Group Entities**" and "**Our Management**" on pages 206 and 191, respectively of this Draft Red Herring Prospectus. We believe that the domain knowledge and experience of our Promoters and our management team provides us with an advantage as we seek to grow in our existing markets and enter new geographies. We believe that our management team's industry experience, knowledge and relationships with suppliers and customers have led to growth in the past. Our management's ability to identify new avenues of growth and implement our business strategies in efficient manner has been one of the important factors towards our Company's growth.

#### **Business Strategy**

##### **1. Enhance product offering**

We will continue to identify related product opportunities based on market trends and intelligence, feedback from our dealer network and identify opportunities in the off-patent chemistry products.

##### **2. Geographical expansion**

Currently, our products are marketed in Andhra Pradesh, Telangana, Maharashtra, Odisha, Rajasthan, Bihar, Tamil Nadu, Kerala, Karnataka, Punjab, Haryana, Jharkhand and Madhya Pradesh. We intend to expand our reach in these states by appointing more dealers. We also intend to market our products in other parts of India, namely, Uttar Pradesh, Himachal Pradesh, Chhattisgarh and West Bengal thereby increasing our footprint.

##### **3. Increase our market penetration**

To further strengthen our timely supply and availability of our products as well as achieve last mile connectivity with the farmers around our manufacturing facilities, our Company has set up Kisan Seva Kendras – Company Operated retail stores. Currently, our Company has these stores in and around the districts of Andhra Pradesh Koppal, including Srikakulam, Vizianagaram, Vishakhapatnam, East and West Godavari and Krishna; in Karnataka around Gadag, Bellary and Raichur districts and in Warangal district of Telangana which are closer to our manufacturing units. Further, to deepen our connectivity as well as expand our reach, our Company will explore the possibility to increase the dealer network across various states in India.

#### **Our Products**

Our products can be broadly divided into 5 business verticals namely, crop protection, crop nutrients, veterinary feed supplements, chemicals and seeds.

## 1. CROP PROTECTION PRODUCTS

We manufacture wide variety of pesticides intended for preventing, repelling and mitigating any pest infesting various type of agricultural produce including paddy, cotton, sugar cane, pulses, vegetables, etc. Our crop protection products include insecticides, antibiotics, bactericides, herbicides, fungicides, micro nutrients, organic manure and bio-products for protecting crop from pests, weeds, diseases, etc. As on January 31, 2018, we have a diverse portfolio of 156 formulations that have been registered with CIB through Commissioner and Director of Agriculture, Andhra Pradesh. These formulations are manufactured either in liquid, granular and powder form and are available in various sizes of packaging to cater to the varied needs of different customers, primarily farmers.

### Manufacturing Process

The manufacturing processes of formulations differ from product to product. However, it typically involves stages of reactions under controlled temperature and pressure to produce the finished products. Each of these processes depends on the form of product, i.e., granular / powder or liquid. It is then suitably packed in different packaging material.

#### Manufacturing process for granule / powder formulations

The plant and machinery required for granule manufacturing is granule plant and coated granule mill. In granule / powder manufacturing plant, each raw material is weighed and fed into the mixing mill. In the mixing mill all the raw materials are mixed and finished granule is produced. After quality checking of samples at our lab, the finished granules are transferred to the storage tank for packing. The finished packed products are then sent to the storage godowns for dispatch.

#### Manufacturing process for liquid formulations

For the manufacturing of liquid formulations, raw materials are mixed in the kettle after weighing. The technicals, solvents, emulsifiers and other ingredients are weighed based on the batch size that is to be formulated. The materials weighed are directly transferred from the drum/storage tanks to a stainless steel formulation tank in which they are mixed and stirred for a specified period to get the desired formulation. Once the desired formulation is ready, samples are drawn from the tank for analysis for quality check at our labs. The quality check department gives an analytical report confirming that the products produced meets all specifications as set by the Bureau of Indian Standards (BIS). After which the material in the tank is passed via a filter to the auto filling machine and onto the packing line. The products are then packed in various types of containers which are then sent to the godowns for dispatch.

### Raw Materials

The primary raw materials for formulations are technicals or active ingredients which vary depending on the pesticide that we manufacture. Some of the major technicals that we source are phorate, acephate, glyphosate, paraquate dichloride, monocrotophos, chlorpyrifos, cypermethrin, etc. To these technicals we add adjuvants such as granules, emulsifiers, solvents, etc. We usually source these raw materials from spot markets domestically as well as internationally depending on the market condition.

### Marketing

Our branded formulations of crop protection products are sold across India through a network of approximately 8,000 dealers and also through 131 Kisan Seva Kendras, our Company operated retail stores. As on January 31, 2018, we have registrations for 156 formulations from CIB in the crop protection products, some brands of which are as mentioned below:

#### Insecticides

Brand	Technical name	Brand	Technical name
FAST <sup>^</sup>	Acephate - 75% SP	–	Imidachloprid 2.15% GEL
POWER <sup>^</sup>	Acephate 25% + Fenvalerate 3% EC	Admit <sup>^</sup>	Imidachloprid 70% WG
PROUD <sup>^</sup>	Acetamiprid - 20% SP	CLAWS <sup>@</sup>	Indoxacarb 14.5% + Acetamiprid 7.7% SC
PRESTIGE <sup>^</sup>	Alphamethrin 10% EC	Avian <sup>^</sup>	Indoxacarb 14.5% SC

Brand	Technical name	Brand	Technical name
MEGA NEEM^	Azadirachtin 0.03% EC	-	Indoxacarb 15.8% E.C
MEGA NEEM^	Azadirachtin 0.15% EC	FIGHTER PLUS@	Lambdacyhalothrin 10% WP
-	Benfuracarb 3% GR	FIGHTER CS@	Lambdacyhalothrin 4.9% Capsule Suspension
STAR WIN^	Bifenthrin 10% EC	SAINIK^	Lamdacyhalothrin 2.5% EC
PushOut^	Buprofezin 25% SC	FIGHTER^	Lamdacyhalothrin 5% EC
Megafuran 3G^	Carbofuran 3% CG	NURON@	Lufenuron 5.4% EC
-	Carbosulfan 25% EC	MEGA MALL^	Malathion 5% DP
-	Carbosulfan 6% G	MALIK^	Malathion 50% EC
TOP 4G*	Cartap Hydrochloride 4% GR	METHONATE@	Methomyl 40% SP
TOP SP			
INSECTICIDE*	Cartap Hydrochloride 50% SP	-	Monocrotophos 15% S.G
-	Chlorantraniliprole 18.5% S.C	-	Fipronil 2.92% E.C
	Chloripyriphos		
JODI 505^	50% EC+Cypermethrin 5% EC	MEGA CRON@	Monocrotophos 36% SL
Mr. Bon Plus^	Chloripyriphos-50% EC	MEGA SYSTOX@	Oxydememethyl 25% EC
BON DP@	Chlorpyriphos 1.5% D.P	-	Phenthoate 2% DP
-	Chlorpyriphos 10% GR	MOTOX-10G*	Phorate 10% CG
Mr. Bon			
INSECTICIDE *	Chlorpyriphos 20% EC	SALONE@	Phosalone 35% EC
FLUFAC@	Cyfluthrin 5% EW	PHOSPHAMIDON 40% SL^	Phosphamidon 40% SL
-	Cypermethrin 1.0% CHALK	-	Primiphos Methyl 50% E.C
			Profenofos 40% + Cypermethrin 4% EC
MEGA HIT^	Cypermithrin 10% EC	Strike^	Profenophos 50% EC
AKRAMAN^	Cypermithrin 25% EC	Shourya INSECTICIDE^	
	Deltamethrin 1% + Trizophos 35% EC	Killmite^	Propargite 57% EC
AGNI^			
MU ON^	Dichlorvos 76% EC	-	Propoxur 20% E.C
Mefol *	Dicofol 18.5% EC	MELUX QUINALPHOS 25% EC^	Quinalphos 25% EC
RUDE*	Dimethoate 30% EC	MELUX-GR QUINALPHOS 5% Gr ^	Quinalphos 5% GR
SuperClaim			
Emamectin			
Benzoate 5% SG*	Emamectin Benzoate 5% SC	TRAKER@	Spinosad 45% SC
	Ethion 40% + Cypermethrin 5% EC	-	Temephos 50% EC
OFFENDER*			
		Thiamex Thiamethoxam 25% WG^	Thiamethoxam 25% WG
KOSMITE*	Ethion 50% EC	Laurel^	Thiodicarb 75% WP
-	Fenobucarb(B.P.M.C) 50% EC	-	Transfluthrin 0.88% Liquid Vaporiser
-	Fenpyroximate 5% S.C	-	
		CHAKRA TRIAZOPHOS 40% E.C. BROAD SPECTRUM INSECTICIDE^	Triazophos 40% EC
FENTEX@	Fenthion 82.5% EC	Progent S.C.^	Fipronil 5% SC
MEGAFEN DP^	Fenvelerate 0.4% DP	SAVE*	Fluebendiamide 39.35% SC
MEGAFEN 20 EC^	Fenvelerate 20% EC	-	Flufenzin 20% S.C
PROGENT^	Fipronil 0.3% GR	-	Imidacloprid 30.5% S.C
MEGA IMIDA^	Imidachloprid 17.8% SL	-	Thiamethoxam 30% F.S
-	Permethrin 25% E.C	-	
DIFENCE@	Diafenthuiuron 50% W.P		
		Sticky Universal Spreader-sticker Activator*	
CROPVIT*		Cyperfan (WITH DEVICE)*	
Two in One*			

\* Trademark registered

^ Application has been made for trademark registration.

@ Application for trademark has not been made

## Antibiotics

Brand	Technical name	Brand	Technical name
KASUGA@	Kasugamycin 3% SL	SHETHAF VALIDAMYCIN 3% L*	Validamycin 3% L

\* Trademark registered

@ Application for trademark has not been made.

## Herbicides

Brand	Technical name	Brand	Technical name
WEEDKILL 2, 4-D AMINE SALT 58% SL <sup>^</sup>	2,4-D Amine Salt 58%SL	SUCKER Metribuzin 70% WP <sup>^</sup>	Mertibuzin 70% WP
–	2,4-D Ethyl Ester 20% W.P	–	Metalachlor 50%EC
VIRAT 2, 4-D SODIUM SALT 80% <sup>^</sup>	2-4,D Sodium Salt 80% WP	Megasulf <sup>^</sup>	Metsulfuron Methyl 20% WP
SNARE@	Alachlor 50%EC	–	Butachlor 50%EW
SPEED 71@	Ammonium Salt of Glyphosate 71% S.G	–	Oxadiargyl 80% W.P
–	Chlorimuron Ethyl 25% WP	–	Oxyflourfen 23.5% E.C (W/W)
Alcon <sup>^</sup>	Anilofos 30%EC	QUARIDE*	Paraquate Dichloride 24% SL
Samrat Atrazine 50% WP <sup>^</sup>	Atrazine – 50% WP	KRANTI@	Pendimethalin 30%+Imazethapyr 2% EC
MEGACHLOR BUTACHLOR 50% EC*	Butachlor – 50% EC	STUMP <sup>^</sup>	Pendimethelene 30% EC
–	Cyhalofop Butyl 10% E.C	PRETY FIT*	Pretilachlor 30.7% EC
TREX DIURON 80% WP <sup>^</sup>	Diuron 80% WP	–	Pretilachlor 37% W/W E.W
–	Fenoxaprop-P-Ethyl 9.3% E.C	Destory <sup>^</sup>	Pretilachlor 50% EC
–	Glufosinate Ammonium 13.5% W/W S.L	–	Trifluralin 48% EC
–	Isoproturon 75% W.P	SPEED <sup>^</sup>	Glyphosate 41% SL
–	Linuron 50% WP	EXHAUST@	Imazethapyr 10% S.L
-	Pendimethalin 5% G.R		

\* Trademark registered

<sup>^</sup> Application has been made for trademark registration.

@ Application for trademark has not been made.

## Fungicides

Brand	Technical name	Brand	Technical name
CAP TOP@	Captan 50% WP	Patriots <sup>^</sup>	Hexaconazole 4% + Zineb 68% WP
FORCECAPTAN 70%+HEXACONAZOLE 5% WP <sup>^</sup>	Captan 70%+Hexaconazole 5% WP	MEGA MASTER <sup>^</sup>	Hexaconazole 5% EC
MEGATWO IN ONE*	Carbendazim 12%+ Mancozeb 63% WP	MASTER Plus <sup>^</sup>	Hexaconazole 5% SC
–	Carbendazim 46.27% SC	–	Iprodione 25% + Carbendazim 25% W.P
–	Carbendazim 5% GR	ISOLONE <sup>^</sup>	Isoprothilane 40% EC
Megastin <sup>^</sup>	Carbendazim 50% WP	Mega M-45 <sup>^</sup>	Mancozeb 75% WP
–	Carboxin 17.5% + Thiram 17.5% FF	METALAXYL 35% W.S. <sup>^</sup>	Metalaxyl 35% WS
–	Chlorothalonil 75% W.P	Metamil MZ 72WP*	Metalaxyl 8% + Mancozeb 64% WP
Cocxy <sup>^</sup>	Copper Oxy Chloride50% WP	CANON <sup>^</sup>	Propiconazole 25% EC
COUNT Difenconazole 25% E.C. SYSTEMIC FUNGICIDE*	Difenconazole 25% EC	PROCOL PROPINEB 70% WP <sup>^</sup>	Propineb 70% WP
–	–	FIXER SULPHUR 55.16% SC Contact Fungicide 55 <sup>^</sup>	Sulphur 55.16% SC
–	Dimethomorph 50% W.P	SULFATE-G <sup>^</sup>	Sulphur 80% WDG
–	Dinocap 48% EC	ACCOR <sup>^</sup>	Sulphur 80% WP
–	Dodine 65% WP	DIAMOND@	Sulphur 85% DP
–	Ediphenphos 50%EC	–	Tebuconazole 2% DS
–	Fenarimol 12 % EC	–	–
–	–	THIOPHANATE METHYL 70% WP SIGMA <sup>^</sup>	Thiophanate Methyl 70% WP
–	Flusilazole 40% E.C	–	–
TRIZEB <sup>^</sup>	Tricyclozole 18% + Mancozeb 62% WP	Armor <sup>^</sup>	Thiram 75% WS
BLASTER	Tricyclozole 75% WP	BELLTONE@	Tradimefon 25% WP

Brand	Technical name	Brand	Technical name
TRICYCLAZOLE W.P.^	75%		
-	Myclobutanil 10% W.P		

\* Trademark registered

^ Application has been made for trademark registration.

@ Application for trademark has not been made.

### Bio-products (Pesticides)

Brand	Technical name	Brand	Technical name
-	Ethephon 10% Paste	-	Triacantanol 0.05% E.C
BIGPON*	Ethephon 39% SL	-	Triacantanol 0.05% G.R
-	Gibbrelic Acid 0.001% L	-	Triacantanol 0.1% E.W
-	Paclbutrazol 23% W/W (25% W/V) S.C		

\* Trademark registered

For further details please refer to our chapter titled “**Government and Other Approvals**” appearing on page 427 of this Draft Red Herring Prospectus.

## 2. CROP NUTRIENT PRODUCTS

Crop nutrient products (fertilisers) enhance the natural fertility of the soil by replenishing the chemical elements taken from the soil by harvesting, grazing, leaching or erosion. Under this category, our Company primarily manufactures NPK mixtures (N – Nitrogen; P – phosphorus and K – potassium), Single Super Phosphate (SSP), micronutrients and bio products.

### NPK Mixtures:

NPK Mixtures are formulated in appropriate concentrations and combinations of three main nutrients: nitrogen, phosphorus and potassium (N, P and K). All the major plant nutrients like Nitrogen, Phosphorus and Potash are mixed in different ratios to make it suitable for specific crops. These specific ratios of NPK are called grades. The numbers in the grade’s name represents the percentage of Nitrogen, Phosphorus and Potash respectively in the mixture.

### Manufacturing Process

Depending upon the product grade to be produced, the raw materials like urea, DAP, MOP and fillers are moved to the weighing machines from which they are further carried to granulator for producing homogenous mixture. The mixture is converted into granule by spraying of water (as per quantity required). The granules are transferred to the rotating dryer through conveyor belt for further ammoniation. The material is then taken to dryer drum where hot air generated in the furnace is passed through it. The temperature in the dryer is maintained between 400° to 600°C. The raw material having low melting points easily melts and gets deposited on the nuclei. The high temperature evaporates water and the material is air dried. Further, the material is cooled by blowing ambient air through the cooler drum. The 1 – 4 mm or desired size homogenous particles are obtained using vibrating screens (as per Fertilisers Control Order, 1985 norms, the finished material granules size is to be below 4 mm and above 1 mm, 10 % variation is permissible). The granules which are bigger than 4 mm will pass to the hammer mill where the product is milled and transferred into the granulator through a conveyor belt which is linked to the granulator input conveyor belt. The screened particles of uniform size are packed in bags as per the requirements. Batch number and manufacturing date are printed onto the bags which post quality checks are dispatched.

### Raw Materials

The major raw materials required for NPK mixtures are urea, mono ammonium phosphate, di – ammonium phosphate, potash and filler in varying quantities, depending on different grades manufactured. We usually source these raw materials from spot markets domestically as well as internationally. Further, we are registered with Department of Fertilisers as a certified importer of P and K fertilisers that can be sold directly under our brand as well as further processed into various grades of NPK mixtures.

### Marketing

We manufacture different grades of NPK Mixtures with different composition and sell NPK mixtures under the brand name “Ajay” in the state of Andhra Pradesh, Telangana, Karnataka and Orissa. We manufacture varied



NPK mixture crop nutrient products that cater to the different needs in the life-cycle of a crop suiting varied soil conditions. The various grades of NPK mixtures manufactured by our Company are as follows –

Brand	Grade	Brand	Grade
AJAY 10 – 26 – 26@	NPK 10 – 26 – 26 mixture	AJAY 20–20–0*	NPK 20–20–0 mixture
AJAY 14–35–14*	NPK 14–35–14 mixture	AJAY 19–19–19^	NPK 19–19–19 mixture
AJAY 15–15–15@	NPK 15–15–15 mixture	AJAY 18–18–9@	NPK 18–18–9 mixture
AJAY 17–17–17^	NPK 17–17–17 mixture	AJAY 20–10–10@	NPK 20–10–10 mixture
AJAY 22–0–11^	NPK 22–0–11 mixture	AJAY 14–28–14@	NPK 14–28–14 mixture

\* Trademark registered

^ Application has been made for trademark registration.

@ Application for trademark has not been made.

The various brands for our micro nutrients and bio-products are as follows –

#### **Micro nutrients:**

Brand	Brand	Brand	Brand
MEGA MIX@	MEGA MIX-F4*	MEGA MAG*	ANNADATA SETRIGHT^
MEGA MIX-F6^	MEGA MIN^	MEGA ZINC(FOLIAR)@	AKSHAYA GOLD@
	MEGA ZINC 33%@	MEGA MIX-F1^	JIVAN*

\* Trademark registered

^ Application has been made for trademark registration.

@ Application for trademark has not been made.

#### **Bio-products:**

Brand	Brand	Brand	Brand
ERADICATOR@	PHOSCAL^	SONA PLUS^	HUMID^
EXTRA POWER^	STORM^	Mr. GREEN*	FLORISE^
DILUBOR*	ASSUALT^	GROW GREEN*	ATTACK@
MR.GREEN (Granules)*	FLOWER GAIN^	GROW RICH^	MORE FLOWERS^
SONA^			

\* Trademark registered

^ Application has been made for trademark registration.

@ Application for trademark has not been made.

For further details please refer to our chapter titled “**Government and Other Approvals**” appearing on page 427 of this Draft Red Herring Prospectus.

#### **Single Super Phosphate:**

Single Super Phosphate (“SSP”) is used in large quantities for replenishing “P” (Phosphorus) in the soil which gets depleted steadily with each crop. Our Company manufactures SSP in both, powder as well as granulated form. Powder form of SSP gets dissolved immediately in irrigation water, of which some parts are used by plants and the balance goes to the sub soil along with the water making it useless. The powder can be used only whilst sowing the seeds. It cannot be used on the growing crops as it gets deposited on the leaves of the plants and being slightly acidic, it burns them. Granulated SSP can be used harmlessly on the standing/growing crops with the advantage being that it is available to the crops for longer time, because it gets dissolved slowly in water.

#### **Manufacturing Process – Powder SSP**

The main raw materials for manufacturing of SSP are rock phosphate (crystal rock phosphate with P<sub>2</sub>O<sub>5</sub> in the range of 31% to 33% or beneficial rock phosphate with P<sub>2</sub>O<sub>5</sub> in the range of 32% to 34%) and sulphuric acid (spent sulphuric acid or diluted sulphuric acid of desired strength). Rock phosphate is stored in yard and sulphuric acid in fabricated tanks. The process of manufacturing of SSP involves chemical reactions between rock phosphate and sulphuric acid. Tractor mounted bulls are used for feeding rock phosphate into rock hopper which is passed through a pin-gate and transferred to the grinding mill through conveyor belts. The conveyor belt is equipped with suspended electromagnet to remove all magnetic materials. From the grinding mill, the grinded phosphate powder is further carried to the acidulation section through bucket elevators. The feed in the acidulation section is regulated by the volumetric variable speed screw feeder. In the acidulation mixer, acid and grinded rock phosphate are mixed together with the help of paddles where about 65% reactions take place. The acidulation mixer discharges ‘slurry’ to den, a slow rotating machine where reaction is completed upto 90% and noxious gases go to scrubber section where gases are scrubbed in presence of water and finally pollution free gases go to

the atmosphere with the help of induced draft (“ID”) fan and chimney. In the den, slurry consisting of mono calcium phosphate, gypsum, silica and un-reacted rock phosphate gets hardened. The slurry is cured for necessary period with necessary reshuffling to achieve desired chemical reaction. The hardened slurry is discharged to a godown through a cutter in powder form. This powder remains in piles for eight to ten days to complete the reaction. Thereafter, once the powder is ready and it is carried to the bagging hopper for packing and dispatch.

### **Manufacturing Process – Granular SSP**

SSP powder is fed into the granulator drum where the powder gets converted into granules with the addition of water droplets. These granules are fed to the dryer and dried by blowing hot air. Later on dried granules are fed to a cooler drum and conveyed to screens where 1 to 4 mm granules are collected for packing. The outlet of the drier drum and the inlet of the cooler drum remain connected with a series of ID fans and chimney to remove the dust particles and make the air cleaner, before releasing the same in the atmosphere.

### **Raw Material**

There are two basic raw materials namely, rock phosphate and sulphuric acid which are used for manufacturing of SSP. Our Company’s entire raw material requirement of rock phosphate is primarily imported from Jordan and Egypt. Sulphuric acid, which is manufactured internally, is used for captive consumption. Further, dilute sulphuric acid (80% concentration), which is a by-product in the LABSA manufacturing process is also utilised as a raw material.

### **Marketing**

We manufacture SSP in our manufacturing facilities at Biccavolu in the East Godavari district of Andhra Pradesh and in Koppal district, Karnataka and sell SSP under the brand name “Annadata” in the states of Andhra Pradesh, Telangana, Karnataka, Orissa, Kerala and Maharashtra.

## **3. VETERINARY FEED SUPPLEMENTS**

With a view to diversify into further value added products with common raw materials, our Company forayed into manufacturing of veterinary feed supplements Di calcium phosphate, which is one of the most popular type of the veterinary feed supplement used in feed grade of animals.

### **Manufacturing Process**

A feed grade Di Calcium Phosphate (“DCP”) is manufactured by reacting rock phosphate with dilute sulphuric acid at precise conditions to produce phosphoric acid. After separation and washing of the un-reacted mass namely, gypsum and other unwanted impurities, the purified phosphoric acid is obtained. This phosphoric acid is reacted with calcium source (hydrated lime 90-95% purity) to produce DCP. The water insoluble DCP precipitates out which is further passed through plate and frame filter press (leaf filters) and dried, blended, sieved and tested for uniform batch characteristics. We manufacture DCP in powder form.

### **Raw Materials**

Major raw materials for manufacturing of DCP are rock phosphate, sulphuric acid and hydrated lime. As stated earlier, rock phosphate is primarily imported from Jordan and Egypt and also selectively sourced locally. Further, sulphuric acid which is manufactured by our Company is primarily used for captive consumption. We primarily source hydrated lime from the state of Rajasthan, India.

### **Marketing**

We manufacture DCP in our manufacturing facilities at Biccavolu in East Godavari district of Andhra Pradesh and in Koppal district, Karnataka and sells under the brand name “ABHAYA CAL MIX” (trademark registered). The DCP that our Company manufactures is also sold through our Kisan Seva Kendras network and also to institutional clients like state milk federation bodies.

## **4. CHEMICALS**

Sulphuric acid is a major raw material in the phosphate fertiliser industry and one of the largest-volume industrial chemicals produced in the world with large-scale industrial uses. Other important applications are in petroleum refining, steel pickling, rayon and staple fiber, alum, explosives, detergents, plastics and fibers etc.

With an objective to secure continuous supply of raw material at a stable price for manufacturing of SSP and DCP, our Company ventured into manufacturing of sulphuric acid. In order to extend our application for usage of sulphuric acid manufactured in-house, we expanded our offering into related products including oleum, dimethyl sulphate and linear alkyl benzene sulphonate ("LABSA"), oleum, dimethyl sulphate and LABSA are basically used in variety of chemical and fertilizer industries.

We manufacture oleum which is an important sulphonating agent as well as dehydrating agent used in the production of organic intermediates in many industries. We also use oleum as a raw material for manufacturing of dyes and fertilisers. Dimethyl sulphate is a versatile chemical and is one of the most efficient agent for many organic chemicals and an important raw material for the dyestuff, pharmaceuticals and aromatics industry.

## **Manufacturing Process**

### **Sulphuric Acid**

Sulphuric acid is manufactured with double contact double absorption process to achieve higher efficiencies in the conversion and higher yields of product. Sulphur is the only raw material for manufacturing sulphuric acid. The main steps in the manufacture of sulphuric acid by the contact process from elemental sulphur consists of burning of elemental sulphur to sulphur dioxide and then converting it to sulphur trioxide in the presence of vanadium pentoxide catalyst and finally absorbed in the sulphuric acid to produce high concentrated sulphuric acid. Higher concentration thus formed is brought up to 98-98.5% by adding water.

Sulphur is melted in the sulphur melting pit (MP-104) indirect heat by steam at 6-8 kg/cm<sup>2</sup>/g pressure. The temperature of molten sulphur is maintained at about 125<sup>o</sup>C – 140<sup>o</sup>C and the molten sulphur is kept agitated by an agitator in the melting pit so that the solid impurities do not settle down in the melting pit. Molten Sulphur is filtered in a horizontal sulphur filter and stored in clean sulphur pits and finally sent to the pumping zone area. Clean sulphur is pumped to the sulphur burner by sulphur pumps (P-101 A/B) where it is burnt in excess of dry air to give sulphur dioxide. Flow of sulphur is regulated by a steam jacketed valve and the molten sulphur is sprayed under pressure inside the sulphur burner. Dry air is fed to the sulphur burner after scrubbing it with sulphuric acid. The combustion gases from the sulphur burner containing 10% SO<sub>2</sub> at a temperature of around 970<sup>o</sup>C are cooled down to 410<sup>o</sup>C, in the waste heat boiler. Cooled gases are then passed through the hot gas filter where any dirt, dust etc. is removed, which may choke the catalyst beds.

Sulphur combustion is an exothermic reaction and the heat so generated is utilised to produce steam in waste heat boiler. The outlet gases from the boiler enter into first stage of the four stage converter, where V<sub>2</sub>O<sub>5</sub> catalyst is used. The conversion of SO<sub>2</sub> to SO<sub>3</sub> will take place in the four stage converter and it is also an exothermic process.

The heat liberated due to exothermic reaction is recovered after each stage of conversion. The gases from the first stage are passed through a super-heater to raise steam at 42kg/cm<sup>2</sup> (g) and 430<sup>o</sup>C. The gases are cooled and then passed to second stage for further conversion. The heat from the second stage is utilized to raise the temperature of gases from intermediate absorption tower to the reaction temperature of gases in the hot heat exchanger. The gases are then transferred to the third stage where the gases are first cooled down to 180<sup>o</sup>C – 200<sup>o</sup>C in an economiser and get divided into two streams: one stream of sulphuric acid and the other stream goes for preparation of oleum. The flow is controlled by flapper valves. One stream of sulphuric acid gases goes to the inter-pass absorber tower ("IPAT") where the SO<sub>3</sub> gases are absorbed in 98.4% circulating sulphuric acid. The temperature of the gases from IPAT outlet is raised to the reaction temperature of 420<sup>o</sup>C after passing them through cold heat exchangers and hot heat exchangers. Final absorption is carried out after the fourth stage of conversion. The gases from the fourth stage are cooled to 150<sup>o</sup>C – 180<sup>o</sup>C in the cold heat exchanger and absorbed in sulphuric acid in the final absorption tower.

Double absorption process generates very large quantities of super heated steam at a pressure of 42 Kg/cm<sup>2</sup>(g) with a temperature of about 420<sup>o</sup> C from the waste heat recovery boiler. This steam is used for generation of power, used in the condensing type turbine. The steam generated out of the manufacturing units is sufficient to produce 1.5 MW at Biccavolu facility, East Godavari, Andhra Pradesh and 1 MW at Koppal facility, Karnataka.

### **Oleum**

The second stream of SO<sub>3</sub> gases get absorbed in the oleum tower and its solubility depends upon the temperature and the concentration of the circulating oleum. Oleum concentration rises to 30% where circulation of oleum in the oleum tower is carried out with proper cooling of oleum in the plate heat exchanger. 30% oleum from the oleum process tank is passed through a 'shell & tube' type heat exchanger before feeding to oleum evaporators. In the oleum evaporators, 30% oleum is heated with steam (4-5 kg/cm<sup>2</sup>) and pure SO<sub>3</sub> gas is stripped off so that 30% oleum gets reduced to 20% oleum. SO<sub>3</sub> gas is liquified in the condensers. Hot 20% oleum is sent back to the

oleum tower via 'shell & tube' type heat exchanger called a pre-heater. Water is used to liquify the gas in the condenser. We primarily produce 23% grade Oleum. To produce 23% oleum, sulphuric acid and 30% oleum are mixed in 23% oleum process tank in requisite proportions. After thorough mixing, 23% oleum is cooled in a trombone M.S. pipe cooler and then transferred to 23% storage tanks. With the help of dispatch pumps, 23% oleum may be filled in the tankers directly.

### **Dimethyl Sulphate**

Dimethyl Sulphate ("DMS") is used as a methylation agent and is essential in several chemical applications. It is also used as a solvent, stabilizer, sulfonation agent and catalyst. Its end applications is found in crop protection products, pharmaceuticals, water treatment and rubber chemicals, surfactants, fabric softeners, colouring agents, etc.

DMS is produced by synthesis of methanol with liquid  $\text{SO}_3$ . Methanol is pumped continuously into methanol vaporizer and the resulting vapours of methanol are fed into a reactor containing alumina catalyst. At  $250^\circ\text{C}$ , methanol vapours react with alumina to get converted to Di-methyl-Ether ("DME"). These vapours of DME are fed into a stripping column along with water and unreacted methanol (15 to 20%). The resultant compound is pure DME which is retrieved from the top of the column and water plus methanol mixture that is retrieved from the bottom of the column which is further taken to methanol recovery column to get pure methanol for re-use. The pure DME gas is then fed into a sulphonater containing liquid  $\text{SO}_3$  to get technical di-methyl sulphate ("TDMS") (min 94 to 95%). This TDMS is purified by vacuum distillation to get pure DMS (min. 99.5%).

### **Linear Alkyl Benzene Sulphonic Acid ("LABSA")**

LABSA is one of the major active ingredients for the production of soaps, synthetic detergent powders and liquids like laundry powders, laundry liquids, dish washing liquids, other house hold cleaners, etc. It is also used as industrial applications like emulsifiers and for use in herbicides, wetting agent with other surfactant in soap for foaming and emulsion polymerization. Further, it finds application in crop protection products to improve the spray-ability.

Our Company produces LABSA with 90% active ingredient. LABSA is produced by reaction of linear alkyl benzene ("LAB") with sulphuric acid. LABSA is produced in a two stage reaction process. The first stage consists of exothermic reaction of LAB with sulphuric acid into a reactor for around 8 hours at a temperature ranging between  $30^\circ\text{C}$  to  $60^\circ\text{C}$ . On reaching  $60^\circ\text{C}$ , the compound is cooled till temperature reaches  $50^\circ\text{C}$ . To control the temperature, cold water from the chilling towers is passed through the jackets of the reactors. On reaching  $50^\circ\text{C}$ , the second stage of hydrolysis is commenced by slowly adding water to the compound and the temperature is increased up to  $70^\circ\text{C}$ . At this temperature, the reaction process will be stopped and the compound will be allowed to settle. During hydrolysis, excess  $\text{SO}_3$  present in the compound may be converted into dilute acid. After hydrolysis in the reactor, the compound will form in two layers, based on specific gravities viz., diluted acid and LABSA. The diluted acid will first be decanted out into a dilute acid batch tank and then to dilute acid storage tank. The second layer i.e., LABSA will be transferred to the LABSA storage tank.

### **Raw Materials**

Major raw materials for manufacturing of sulphuric acid, dimethyl sulphate, oleum and LABSA are sulphur, demineralised water, liquid sulphur trioxide ( $\text{SO}_3$ ), methanol and linear alkali benzene. We usually source these raw materials from spot markets domestically as well as internationally. We are importing sulphur from Middle East Countries.

### **Marketing**

Sulphuric acid, apart from captive utilisation, along with other sulphuric acid based chemicals are sold to corporate and dealers in bulk.

## **5. Seeds**

Seed is the basic and most critical input for sustainable agriculture. The response of other agricultural inputs depends on the quality of seeds used to a large extent. In the year 2009, with an objective to have presence across the agri-value chain, our Promoters had established 'Sri Sai Swarupa Seeds Private Limited', which was made a wholly owned subsidiary of our Company with effect from Fiscal year 2014. Our seeds business is researchdriven wherein we develop, produce, process and sell seeds across variety of field crop and vegetable crops. Our major crop seeds are paddy, maize, BT cotton, sunflower, wheat, mustard, sorghum sudan grass, grams in field crops and okra, chillies, tomato, brinjal, water melon, gourds, cole crops and leafy vegetables in the vegetable

crops.. We seek to produce open pollinated varieties of notified varieties, company research based self-varieties and hybrid seeds having high yield potentiality with abiotic and biotic stress tolerance. We have a DSIR accredited research laboratory where we have built a large repository of germplasm and from which we have developed wide varieties of hybrid and research varieties of seeds. We have developed, produced and commercialised seeds of different durations that are suitable for varying agro climatic conditions, soil conditions, drought and pest and diseases tolerance across different geographic regions in India. As on January 31, 2018, we produce 83 varieties of seeds crops for which we have received centralized seed license certifications for various different field and vegetable crops.

### **Research and Development:**

We collect germplasm material from various sources, including research institutions from both public and private sector and from farmer's field as a local race collection and catalogue them on the basis of their unique traits. We store these germplasm lines in our germplasm bank under controlled environmental conditions. From these germplasm pools, we have developed different research varieties and hybrids through conventional breeding. After thorough evaluation of products in different locations, both in state agriculture universities and by in-house multi location testing, we release various varieties or hybrids of different crops into the market.

### **Production Processes:**

We supply breeder seed of hybrids or open pollinated varieties which are developed through research and development processes for production of quality foundation seed. A foundation seed is a parental seed to produce large scale production of hybrid seeds or varieties through contractual arrangements with seed growing farmers under the supervision of skilled production staff. Under these contractual arrangements, we retain ownership of the entire crop. We choose the location for production of the seeds across India, based on the agro-climatic conditions required for different crops, availability of skilled labour and other related infrastructure.

### **Seed Processing and Conditioning:**

Once produced, we bring the seeds to our processing facilities which are located at Warangal, Telangana. We process and condition the seeds to enhance their physical parameters. Seed processing is based on physical parameters like seed size, length, weight, shape, texture of seed, colour and other quality parameters. During this process, we remove unwanted material, all under sized broken, damaged and malformed seeds along with dust to maintain good physical quality using different processing machineries. We have a maize cob drying facility to reduce the moisture level to optimum conditions to facilitate long term storage of seeds. We treat the seeds with chemicals, which is a prophylactic treatment against seeds borne and soil borne diseases and insects to protect the plant in early seedling stage. Seed treatment chemicals differ based on types of crops. These chemically treated seeds are called, treated seeds.

### **Quality Control:**

After arrival of raw seeds from hybrid seeds production area, we draw samples from each lot and those seeds are sent to our seed testing lab where tests to check germination, genetic purity, physical purity and vigour to maximise seed yield are conducted by seed technology experts.

### **Supply Chain Management:**

A strong supply chain management system is essential for us to ensure timely availability of our products to meet the demand for our products, which in turn requires quick turnaround time and high level of coordination between our production, storage facilities and our distributors. Our supply chain management system closely monitors and manages our operational processes, transportation and logistics and the storage space at our facilities in order to optimize our inventory position, reduce costs and to enhance our flexibility to adapt to changing patterns in consumer behavior and demand for our products.

### **Marketing:**

We distribute our products for marketing through our brand "APURVA SEEDS" (application made for trademark registration) across various states of India through our Kisan Seva Kendras as well as the existing network of dealers. For effective distribution of seeds, our subsidiary utilizes the depot network of our Company across India. Our marketing team and market development team visit the farmer's field and provide proper guidelines regarding agronomic package of practice to reap good yields. We also identify our product field and conduct farmer's field day to create awareness about products at the end of each crop sowing season. These extended services also play an important role in the product development and help us launch new products in a timely manner. We source BT

Cotton genotype from Xylem Seeds Private Limited for marketing of genotypes in our brands. Further, through public private partnership mode, we also have a memorandum of understanding with Central Rice Research Institute, Cuttack (“CRRRI”) for production and commercialization of CRRRI developed Paddy Hybrid (CRHR 32 or CR Dhan 701).

### Our Manufacturing Facilities

Our Company operates three manufacturing facilities viz. one each at Balabhadrapuram and Biccavolu in East Godavari district of Andhra Pradesh and one in Koppal district, Karnataka and our seed processing unit is located in Warangal district, Telangana which is operated under our wholly-owned subsidiary Sri Sai Swarupa Seeds Private Limited. We also have a waste heat recovery power plant at Biccavolu, Andhra Pradesh unit as well as Koppal, Karnataka unit generating power in order to optimally use the steam generated during the manufacturing of sulphuric acid. The aggregate capacities of our waste heat recovery power plants is 2.5 MW (1.5 MW at Biccavolu facility in East Godavari, Andhra Pradesh and 1 MW at Koppal facility, Karnataka), which caters to our captive power requirements at our manufacturing facilities.

Facility	Survey No. And Address	Area and type of construction
<b>Biccavolu Facility</b>	Survey No. 24/1, 2, 28/1, 23/1, 2, 21/2, 3, 30/1 and 23/3, Nallamilli Road, Biccavolu, East Godavari, Andhra Pradesh, India	31 acres and 945 cents; includes RCC framed structure comprising of 3 floors and sheds with AC sheet roofs
<b>Balabhadrapuram Facility</b>	Survey No. 248/4, 248/B-3, 248/B-2, Door No. 8 – 256, Tata Nagar, Balabhadrapuram, East Godavari, Andhra Pradesh, India	3 acres and 24 cents; includes RCC framed structure comprising of 1 floor and sheds with AC sheet roofs
<b>Koppal Facility</b>	Survey No. 108/2&3, and 109/2, 6,8 & 10, 108/4 & 5, 109/1, 2, 4, 5, 7, 9, 11, 12, 13 and 14, 110/5 & 6 Halavarthy, Koppal, Karnataka, India	36 acres and 15 cents; includes Administrative building with RCC roof comprising of 3 floors and sheds with AC sheet roofs
<b>Warangal Facility</b> (under our Subsidiary)	Survey No. 424/2, 3 & 5, Ananthasagar, Hasanparthy, Warangal	2 acres and 525 cents; includes RCC framed structure comprising of 3 floors with AC sheet roofs

### Capacity and Capacity Utilisation for last 3 years

Segment	Fiscal 2015		Fiscal 2016		Fiscal 2017	
	Installed	Capacity	Installed	Capacity	Installed	Capacity
	Capacity	Utilisation	Capacity	Utilisation	Capacity	Utilisation
	(MTPA)	(%)	(MTPA)	(%)	(MTPA)	(%)
<b>Crop Protection</b>	21,560	60.70	21,560	55.93	21,560	56.80
<b>Crop Nutrients</b>	5,55,000	31.60	5,55,000	38.03	5,55,000	30.28
<b>Veterinary Feed Supplements</b>	18,000	95.40	34,560	98.25	34,560	98.91
<b>Chemicals</b>	1,60,800	84.30	1,75,800	42.68	1,75,800	53.16

### Utilities

**Power:** We have a connected load capacity of 100 KVA and 750 KVA for Balabhadrapuram facility and Biccavolu facility, respectively, from Eastern Power Distribution Company of A.P. Limited unit and 950 KVA for Koppal unit certified by the Electrical Inspectorate, Government of Karnataka.

In addition to the power drawn from the power distribution companies, our Company has also set-up a waste heat recovery plant at Biccavolu, Andhra Pradesh unit as well as Koppal, Karnataka unit, generating power in order to optimally use the steam generated during the manufacturing of sulphuric acid. We have a generating capacity of 1.5 MW and 1 MW at Biccavolu, Andhra Pradesh and Koppal, Karnataka respectively. The Biccavolu and Koppal plants have been approved by Electrical Inspectorate, Government of Andhra Pradesh and Electrical Inspectorate, Government of Karnataka respectively.

Further, as an alternative power source we also have DG sets of 1,000 KVA at Biccavolu facility and 63 KVA at Balabhadrapuram facility and 500 KVA at Koppal facility. The DG sets at Biccavolu and Balabhadrapuram facilities have been approved by Electrical Inspectorate, Government of Andhra Pradesh and the DG set at Koppal facility has been approved by Electrical Inspectorate, Government of Karnataka.

**Water:** Our total water requirement for consumption as sanctioned by the Pollution control authority is approximately about 748.00 kilo litres per day at Biccavolu facility, 2.00 kilo litres per day at Balabhadrapuram facility and 482 kilo litres per day at the Koppal facility. We have 3 tubewells at Biccavolu facility, 2 tubewells at Balabhadripuram facility and 2 tubewells at Koppal facility. Our Company has received the requisite permission from Ground Water Departments of Government of Andhra Pradesh and Government of Karnataka respectively. Further, water discharged during the manufacturing process is recycled for reuse. Our Company has also built rain water harvesting facilities at Biccavolu unit in Andhra Pradesh and Koppal unit in Karnataka. Biccavolu facility has 2 rain water harvesting tanks, each with capacity of 7,500 kilo litres, while the Koppal facility has 1 rain water harvesting tank with a capacity of 35,000 kilo litres.

**Fuel:** We use diesel for DG sets (generators) at our manufacturing facilities which are used as a standby arrangement for power. At present, we have 2 DG sets at Biccavolu facility with a total capacity of 1,000 KVA, 1 DG set at Balabhadrapuram facility with a total capacity of 63 KVA and 1 DG set at Koppal facility with a total capacity of 500 KVA.

### **Effluent Treatment and Disposal**

The production process emanates effluents which are treated and discharged by existing effluent treatment plants. We have set up effluent treatment plants at Biccavolu facility in Andhra Pradesh and Koppal facility in Karnataka for treating the waste water that is discharged during the manufacturing of sulphuric acid. Effluent treatment plant is designed to treat all liquid effluents from the sulphuric acid plant. Normally liquid effluents are acidic due to leakages and seepages of acid from pumps, cooler and tanks. Liquid effluents are treated with milk of lime to neutralize the acidity. It is further ensured that any liquid effluent from plant has a pH between 6.5 to 8.5 only. Milk of lime is prepared in the slurry tank using powder hydrated lime and a measured quantity of milk of lime is added to it. Gases emanating from the stacks are treated in venture scrubber with a caustic soda solution to remove any unheated or unabsorbed SO<sub>2</sub> or SO<sub>3</sub> gases. We have also installed appropriate instruments and devised systems in our sulphuric acid plants to substantially bring down the noise and air pollution levels during plant start-ups and operations.

The various categories of effluent streams from different sections of the fertiliser plants and from the pesticide plants are collected through an exclusive epoxy lined drainage system into the equalisation tanks at effluent treatment plant. The effluents from various sections of the plant will have wide variations in their pH values and therefore, the first step in the effluent treatment plant is the pH correction. Our effluent treatment plant consists of two equalisation tank cum neutralization tanks where the pH is corrected to 7.5 to 8.0 by the addition of causticlye/milk of lime or hydrochloric acid. Two on-line pH meters are provided for the continuous monitoring of the inlet effluents to the effluent treatment plants and the neutralised effluents in the equalisation tanks.

The effluent from the equalisation tanks is then pumped through an on-line flow meter into a primary clarifier, where suspended solids in the effluent are settled down to the bottom of the clarifier by the addition of a suitable flocculent. The clarifier is of hi rate solid contact clarifier type with a sloppy bottom to collect the suspended solids to the bottom. The sludge settled at the bottom of the clarifier is drawn to the sludge drying beds for drying. The clear and treated effluent will be obtained from the clarifier overflow and it is collected into an aeration tank to decrease the odour after which it then goes to a secondary clarifier for the separation of fine solids which then overflows and it is finally collected into a treated effluent storage pond. The treated effluent is then pumped to the on-land irrigation system within the plant premise for the green belt development.

### **Environment Protection Measures**

Our Company has deployed certain techniques to keep the surroundings clean of chemical impurities. Few of the techniques adopted by our Company are –

**Alkali scrubbing system in sulphuric acid:** During the normal operation of the sulphuric acid plant, the intermediate pass absorption tower and final absorption towers are sufficient for the complete absorption of the SO<sub>3</sub> produced from the processed gases and control the emissions effectively. However, additionally, we have set-up an alkali scrubbing system that takes care of any excessive emissions during the start-up periods and intermediate prolonged stoppages. We keep this alkali scrubbing system operating continuously for enhanced protection. The alkali scrubbing system consists of a dilute caustic solution tank, a venturi scrubber, a packed

scrubbing tower and a caustic circulation pump. The unconverted SO<sub>2</sub> emissions during the start-up periods are scrubbed with dilute caustic soda solution in the venturi scrubber and in the packed tower. The residual gases after passing through the final absorption tower are treated with dilute caustic soda solution in the alkali scrubbing system by passing through the venturi scrubber and the packed towers. The residual gases of about 24,000 Nm<sup>3</sup>/hr, treated in the alkali scrubbing system, will be let out into the atmosphere through a chimney of 1,000 mm diameter of 50 mtr Height.

**On-Line Analysers:** An on-line analyser or the monitor for SO<sub>2</sub> emissions has been commissioned for the continuous monitoring of stack gases from the sulphuric acid plant; and an on-line monitor for measuring the pH of the Scrubber solution during the operation of the scrubber is also installed for effective operation of alkali scrubber.

**Continuous Ambient Air Quality Monitoring ('CAAQM'):** We have installed one CAAQM station in the Biccavolu unit, Andhra Pradesh to continuously monitor the ambient air quality. With CAAQM we are able to analyse the particulate matter (pm 10 and pm 2.50) and gases like sulphur dioxide, sulphur tri-oxide, nitrogen oxides, etc. in the ambient air. This enables us to control the operating parameters, thereby managing pollution.

### **Quality Control**

We have a quality control laboratory at our Biccavolu facility, Balabhadrapuram facility, Warangal facility and our Koppal facility which monitors the quality of our major raw materials and finished goods. Our laboratory is equipped with various instruments like, electronic analytical balance, ph meter, muffle furnace, water distillation plant, magnetic stirrer, vaccum oven, vaccum pump, spectro-photometer, ion analyser, universal tensile tester, bulk density sieve shaker, conductivity meter, gutzeit apparatus, kjeldhal appartatus, etc. The raw materials and the finished products are subjected to various physical and chemical tests to check that they meet the required specifications.

Further, we have received quality control certifications relating to our products and manufacturing facilities including ISO 14001:2004 certificate for operating as environmental management system for Biccavolu facility, Balabhadrapuram facility and Koppal facility with a scope of manufacturing and supply of pesticides, fertilizers, chemicals, API's and animal nutrients; OHSAS 18001:2007 certificate for operating as occupational health and safety management system for Balabhadrapuram facility, Biccavolu facility and Koppal facility having scope of manufacturing and supply of pesticides, fertilizers, chemicals, API's and animal nutrients; ISO 9001:2015 certificate for operating as quality management system for Balabhadrapuram facility and Bicaavolu facility with a scope of manufacturing and supply of pesticides, fertilizers, chemicals, bulk drugs and animal nutrients; license as per IS 5470:2002 for the product dicalcium phosphate animal feed grade for Biccavolu facility and license as per IS 1664:2002 for the product Mineral Mixture supplementing cattle feed type 1 and 2 for Biccavolu facility.

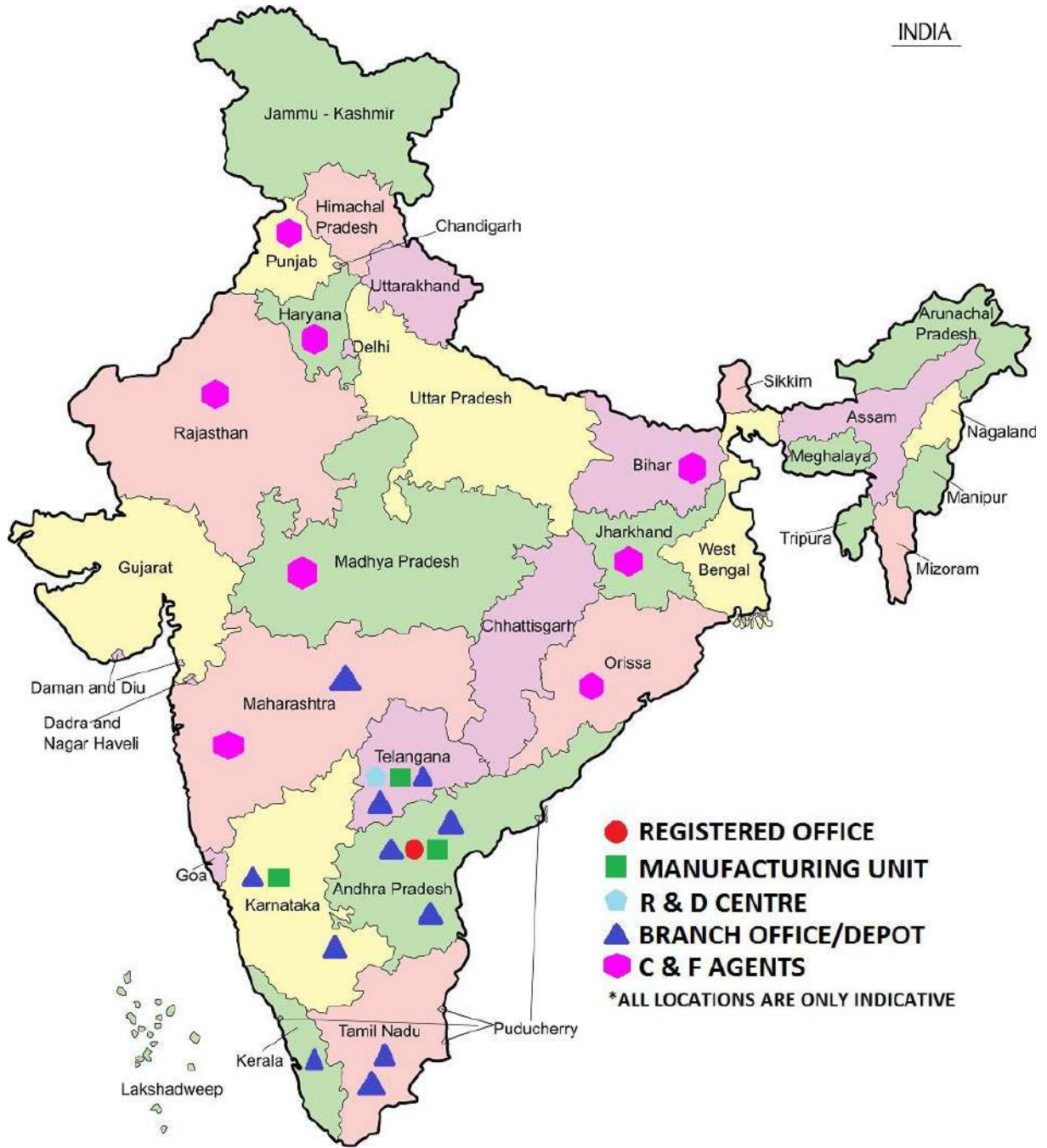
### **Marketing and Distribution**

Our Company has a focused centralised marketing team consisting of 162 members as on January 31, 2018. The marketing function is structured region-wise to design and implement various marketing initiatives introduced by our Company for varied products which is further co-ordinated by a dedicated central office co-ordination cell. The focus of the marketing team of our Company to draw up a detailed marketing strategy based on the type of products and the markets catered to. We usually follow a two pronged marketing approach – one being direct approach to end customers; and second being, reaching out to current as well as prospective dealer network. Some of our direct marketing initiatives include (i) installation of stalls at kisan melas or fairs organised by agricultural departments across India; (ii) vehicle campaigning / farmer meets explaining the various products of our Company, application procedures and the related benefits; (iii) television commercials across regional and local channels; (iv) newspaper advertisements across regional and local newspaper; and (v) hoardings across the key markets. In order to provide support services to our end customers and dealers we have also set-up a dedicated toll-free helpline for delivering product information, technical details, etc. Further, with an objective to reach out to dealers, we have organised periodic dealer meets for product launch; new activities and entertainment initiatives.

We sell our products through a mix of Company operated retail outlets known as Kisan Seva Kendras and dealer network. As on January 31, 2018 we have 131 Kisan Seva Kendras based in East and West Godavari, Krishna, Srikakulam, Vizayanagaram and Visakhapatnam districts of Andhra Pradesh, Warangal district of Telangana and Koppal, Bellary, Raichur and Gadag districts of Karnataka. Further, we also sell our products through a wide distribution network of approximately 8,000 dealers spread across India to whom we sell from our 9 depots and 8 C & F Agents.

For details on our Company's footprint, please refer the geographical representation given below (not to scale):





## Human Resources

Our human resource policies are aimed towards creating a skilled and motivated work force. We believe in recognizing talent and potential in our employees and encouraging them to take additional responsibilities. Based on performance, we calibrate our employees and reward performance and loyalty by preferring in-house promotions to lateral hiring. We conduct functional and behavioural training for our employees to develop skills set in each employee that complements their key responsibility areas, and helping them perform with improved efficiency. We also train our employees to assume cross-functional responsibilities.

Our total employee benefit expenses, as a percentage of our total revenue, on consolidated basis, for Fiscals 2013, 2014, 2015, 2016 and 2017 is 1.75%, 2.48%, 3.60%, 4.99% and 5.71%, respectively. We provide continuous training to our customer sales representatives working at our retail chain Kisan Seva Kendras, from time to time, to ensure that our employees have the skills to meet our customers' demands, explain our customers about our products and its specification and help them choose the correct product for their agriculture. Further, to provide motivation to our employees, we follow a system of performance-linked incentives, linking individual performances to targets for employees both at the frontend and at the backend. To ensure performance and quality of work of our employees, we have a performance appraisal system, with a view to reward them and also to set a corrective mechanism to understand the support required and developmental needs of the employees to meet their targets. The performance appraisal for each employee is conducted on a half yearly basis and if an employee's performance meets the expected levels, such employee will be eligible for an increase in salary.

Our employees are not unionized and our operations have not been interrupted by any work stoppage, strike, lockout, demonstration or other labour or industrial disturbance. We have not experienced any industrial disputes and further our attrition level has been commensurate with the industry standards. Our work processes and skilled resources together with our strong management team have enabled us to successfully implement our growth plans.

Our employees contribute significantly to our business operations. As on January 31, 2018, we had a total workforce of 1,517 (including 61 contract labourers) across our Registered Office, manufacturing units, depots and Kisan Seva Kendras.

The break-up of employees of our Company can be summarised as follows:

Category	Balabhadrapuram unit / Registered Office	Biccavolu Unit	Koppal Unit	Kisan Seva Kendras Stores	Depots
Management	3	0	0	0	0
Accounts	20	4	7	0	0
Managerial& Supervisory staff	23	9	37	80	0
Administration	50	71	32	0	36
Marketing	115	0	43	4	0
Skilled / semi - Skilled	29	231	171	311	7
Unskilled workers	15	104	51	0	3
Contract labourers	13	8	40	0	0
<b>Total</b>	<b>268</b>	<b>427</b>	<b>381</b>	<b>395</b>	<b>46</b>

## Competition

For agri input products, the Indian agrochemicals market is highly fragmented in nature. The market for the production, distribution and retailing of agrochemicals is competitive in India. Certain competitors may be larger than us and may have significantly greater financial resources than us. As a result, to remain competitive in our markets, we continuously strive to reduce our costs of production, transportation and distribution and improve our operating efficiencies. We believe, some of our major competitors are Coromandel International Limited, Chambal Fertilisers and Chemicals Limited, Rallis India Limited, PI Industries Limited, Insecticides India Limited, Dhanuka Agritech Limited, etc. The basis of competition includes availability of products, product range and price of agrochemicals.

## Corporate Social Responsibility ("CSR")

Our Company's CSR Policy was adopted on June 12, 2015 in accordance with Section 135 of the Companies Act, 2013, Companies (Corporate Social Responsibility Policy) Rules, 2014 and Schedule VII of the Companies Act, 2013. This policy is aimed at addressing specific social concerns, contributing to local communities where our

Company has presence and involving our Company's employees in our Company's CSR initiatives. The Companies Act, 2013 introduced provisions relating to CSR, pursuant to which our Company is required to spend, in each financial year, at least 2.0% of its average net profits during the three immediately preceding financial years towards one of the specified CSR activities. Our Company has incurred ₹ 0.31 million for the Fiscal 2015 ₹ 1.39 million for the Fiscal 2016 and ₹ 1.42 million for the Fiscal 2017.

As part of the CSR initiatives, our Company supported initiatives in rural development that included spending on drinking water plants and other projects like sports, school books, green belt development etc.


Our Company was required to spend ₹ 7.43 million in Fiscal 2017 towards CSR activities. However, the actual expense incurred by us was ₹ 1.42 million. The reason for such shortfall is due to lack of identification of projects.

### **Insurance**

Our operations are subject to hazards inherent to manufacturing facilities such as risk of equipment failure, work accidents, fire, earthquakes, flood and other force majeure events and explosions including hazards that may cause injury and loss of life, severe damage to and the destruction of property and equipment and environmental damage.

Our principal types of insurance coverage include standard fire and special perils insurance policy which covers hazardous and non-hazardous goods stored in warehouses, retail shops, manufacturing units and also covers property lost or damaged due to earthquakes and motor vehicle insurance policy. Further, we have worker's welfare insurance policy which covers employees working for our Company and money insurance policy which covers the cash in safe in the retail shops of our Company.

### **Intellectual Property**

We do not own our corporate logo “” and have obtained non-exclusive rights to use it from KPR Foundation, a trust through a Trademark License Agreement dated September 24, 2015 for a royalty of 0.05% of net sale of our Company per annum. KPR Foundation has filed the application for the registration of corporate logo before Registrar of Trademarks, Chennai and the same is pending as on date of this Draft Red Herring Prospectus. This agreement expires on September 23, 2020 and there can be no assurance that we will be able to renew this agreement on the same terms or at all. The current trustees of KPR Foundation are Papa Reddy Kovvuri, Venkata Mukunda Reddy Karri and Rajasekhar Reddy Kovvuri.

As on January 31, 2018, our Company has 31 Trademarks registered in its name and has 88 applications pending with the Trademark Registry, Chennai for the products manufactured by us. Our Company has also withdrawn the trademark “PHOSPHAMIDON 40% S.L”.

Further, our Subsidiary has 3 trademarks registered in its name and has 11 applications pending with the Trademarks Registry, Chennai, for the products manufactured by our Subsidiary. For further details in relation to the risk relating to our intellectual property, please refer to the section titled “*Risk Factors*” on page 16 of this Draft Red Herring Prospectus

### **Our Properties**

Our Registered office which is situated at Door No. 8-256, Tata Nagar, Balabhadrapuram – 533 343, Andhra Pradesh is owned by our Company. Our Company has set up three manufacturing facilities, located at Balabhadrapuram and Biccavolu, both in East Godavari in Andhra Pradesh; and Koppal, in Karnataka, all of which are owned by the Company. In addition to the same, we have land at Aurangabad, Maharashtra and Trichy, Tamil Nadu for any future expansion opportunity. Further, as on January 31, 2018, our Company has 9 depots, across India through which we distribute our products to dealers. Out of the 9 depots, we own 3 depots and have taken 6 depots on leasehold basis from third parties. In addition to our depots, we have 8 C & F arrangements with various parties. We also operate 131 Company operated retail chain stores under the name of “Kisan Seva Kendra” which are based in East and West Godavari districts, Krishna district, Srikakulam district, Vizianagaram district and Visakhapatnam district of Andhra Pradesh, Warangal district of Telangana and Koppal, Raichur, Gadag and Bellary district of Karnataka. Out of the 131 Kisan Seva Kendras, we own 1 Kisan Seva Kendras and have taken 130 Kisan Seva Kendras on short term or long term lease hold basis from third parties.

The aggregate rent paid by our Company on consolidated basis for the Fiscal 2017 for all short-term and long-term leases is ₹38.10 million.

## KEY REGULATIONS AND POLICIES

The following is an overview of the important laws, regulations and policies which are relevant to our business in India. The description of law, regulations and policies set out below are not exhaustive, and are only intended to provide general information to Bidders and is neither designed nor intended to be a substitute for professional legal advice.

Except as otherwise specified in this Draft Red Herring Prospectus, taxation statutes such as the Income Tax Act, 1961 and Goods and Service Tax, various labour laws and other miscellaneous laws apply to us as they do to any other Indian company. The statements below are based on the current provisions of Indian law, and the judicial and administrative interpretations thereof, which are subject to change or modification by subsequent legislative, regulatory, administrative or judicial decisions.

### BUSINESS RELATED LAWS

#### *The Fertilizer (Control) Order, 1985*

The Government of India has passed the Fertilizer (Control) Order, 1985 (“Order”) in exercise of the powers conferred to it under Section 3 of the Essential Commodities Act, 1955. As per the provisions of this Order, the Government of India has wide powers to regulate the trade in fertilizers across India. As per provision 7 of the Order, no person shall sell or carry on the business of selling fertilizer without obtaining prior permission of the state government. The state government under provision 10 has the power to issue license for trading in fertilizers for a period of three years, which may be renewed, suspended or cancelled at its discretion. Under provision 8, any person intending to sell or offer for sale as industrial dealer has to make an application in Form A together with the certificate of source in form O and thereafter the controller shall grant registration in Form B. Further, Provision 15 states that the state government has power to issue a certificate of manufacture, without which no person can carry on the business of manufacture of mixtures of fertilizers, organic fertilizer and bio-fertilizer which shall be valid for period of 3 (three) years. The Government of India also has the power to regulate prices and also has the power to direct manufacturers/importers to sell fertilizers to particular States, in order to ensure fair and equitable access to farmers across India.

#### *The Insecticides Act, 1968 and Insecticides Rules, 1971*

The Insecticides Act, 1968 (“Insecticides Act”) is an Act to regulate import, manufacture, sale, transport, distribution and use of insecticides with a view to prevent risk to human beings or animal and other matters connected therewith. Insecticides Rules, 1971 were formulated under the Insecticides Act. Any person desiring to import or manufacture any insecticide is required to apply to the registration committee for the registration of such insecticide under section 9(1) and as per the Insecticides Rules 6, the application shall be made in Form I and there shall be a separate application for each such insecticide. The certificate of registration granted shall be in form II or IIA. Any person desiring to manufacture or sell, stock or exhibit for sale or distribute any insecticide may make an application to the licensing officer for the grant of license within 17 months from the date of such commencement under section 13(1) in form III and form IV as per Insecticides Rule 9. A license granted shall be valid for the period specified therein and the same needs to be renewed from time to time. Section 27 states that no person shall himself, or by any person on his behalf, import or manufacture any misbranded insecticide, any insecticide which for the time being has been prohibited under the Insecticides Act. As per the Insecticides Act, the insecticides, which are manufactured need to be packaged, labelled, transported and stored according to the procedure enumerated under the Insecticides Act.

#### *Pesticides Management Bill, 2017*

The Pesticides Management Bill, 2017 (“Pesticides Bill”) is proposed as a step towards promoting safe use of pesticides and seeks to regulate the manufacture, inspection, testing and distribution of pesticides. The Pesticides Bill replaces the Insecticides Act, 1968. It establishes a system of licensing as well as the setting up of a registration committee to register pesticides. It establishes a central pesticides board to advise the government on matters related to pesticide regulation, manufacture, use and disposal and registration committee to register pesticides. No pesticide can be registered unless tolerance limits for its residues on crops and commodities are specified under the Food Safety and Standards Act, 2006. Further, it also establishes a procedure to license manufacturers, distributors and retailers of pesticides, to be administered by state governments. However, the Pesticides Bill is currently pending in Rajya Sabha.

### ***Drugs and Cosmetics Act, 1940 and Drugs and Cosmetics Rules, 1945***

The Drugs and Cosmetics Act, 1940 regulates the import, manufacture, distribution and sale of drugs and cosmetics. The Central Government has passed the Drugs and Cosmetics Rules, 1945 in exercise of powers conferred by sections 6(2), 12, 33 and 33-N of the Drugs and Cosmetics Act, 1940. Pursuant to rule 69 of the Drugs and Cosmetics Rules 1945, application for grant or renewal of license to manufacture for sale or for distribution of drugs, other than those specified in Schedules C and C(1) shall be made to the licensing authority appointed by the state government in form 24F. License granted under Form 25 shall be valid for period of five years according to Rule 72. Further Rule 85 of the rules states that a licensee may be directed to stop manufacture, sale or distribution of the said drugs if the licensee fails to comply with any of the conditions of the license or any provisions of the Act or rules.

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

The Essential Commodities Act, 1955 (the “Essential Commodities Act”) provides for the regulations relating to production, supply, distribution, trade and commerce of the commodities that are declared as essential, for maintaining or increasing supplies of any essential commodity or for securing their equitable distribution and availability at fair prices. Fertilisers and heavy chemicals (whether organic or inorganic) are categorized as essential commodities under the Essential Commodities Act. The ministries/ departments of central government have issued control orders for regulating production, distribution, and quality aspects pertaining to the commodities which are essential and administered by them.

### ***The Seeds (Control) Order, 1983***

The Seeds (Control) Order, 1983 (the “Seeds Control Order”) issued under the Essential Commodities Act necessitates every person carrying on the business of selling, exporting, or importing seeds to obtain a license. Provision 3(1) of the Seeds Control Order states that no dealer shall sell, export or import seeds in contravention to the terms and conditions of the license granted under the Seeds Control Order. As per Provision 6, every license granted shall be valid for a period of three years from the date of its issue unless previously suspended or cancelled.

In order to obtain a license for selling exporting or importing of seeds, an application shall be made in duplicate in the prescribed form A along with the prescribed fee to the licensing authority under provision 4 and the licensing authority, if it thinks fit, grants a license in form B under provision 5. The license can be renewed by the holder of the license under provision 7 by making an application for renewal in form C together with a fee of ₹20.

Under the Seeds Control Order, every dealer is required to maintain books, accounts and records relating to his business as directed by the state government. He shall also submit a monthly return relating to his business for the preceding month by the 5th day of every month.

Pursuant to the Seeds Control (Amendment) Order, 2006, every dealer of seeds in notified kind or variety or other than notified kind or variety of seeds shall ensure that the standards of quality of seeds claimed by him shall conform to the standards prescribed for the notified kind or variety of seeds under Section 6 of the Seeds Act, 1966 (54 of 1966) and any other additional standards relating to size, colour and content of the label as may be specified.

### ***The Seeds Act, 1966***

The Seeds Act, 1966 (the “Seeds Act”) regulates the quality of certain seeds for sale. The central government may set up a central seed committee for the purpose of advising the central government and state governments on matters arising out of the Seeds Act. After consultation with the committee, if the central government is of the opinion that it is necessary to regulate the quality of seed of any kind or variety to be sold for purposes of agriculture, it may, by notification in the official Gazette, declare such kind or variety to be a notified kind or variety for the purposes of this act. The state government or the central government may by notification in the official gazette establish certification agency to grant certificate under section 9 for any person selling, keeping for sale, offering to sell, bartering or otherwise supplying any seed of any notified kind or variety. If any person contravenes any provision under the Seeds Act, then the person shall be punishable with fine which may extend to ₹500 for the first offence and for the second offence imprisonment for term which may extend to 6 months or fine which may extend to ₹ 1000, or with both under section 19 of the Seeds Act.

The Seeds (Amendment) Act, 1972, enables the central government to establish a central seed certification board, by notification in the official gazette for advising the central government and the state governments on all matters relating to certification and to co-ordinate the functioning of the agencies under the Seeds Act.

### ***The Seeds Rules, 1968***

The Seeds Rules, 1968 (the “Seeds Rules”) contain provisions pursuant to the Seeds Act. It contains provisions relating to certification, selling, fastening, dispatch and analysis of samples of seeds. The certification agency outlines the procedure for submission of applications and for growing, harvesting, processing, storage of seeds which are going to be certified. Certification of seeds ensures that the seed lots are of a certain variety and standard. For obtaining a certificate, the applicant must make an application in form I in line with the procedure outlined by the certification agency for submission of applications under rule 15 and thereafter the certificate is granted by the certification agency in form II under rule 17. The Seeds Rules requires each container to be marked or labeled when a seed of a notified kind or variety is offered for sale.

### ***The Seeds Bill, 2011***

The Seeds Bill, 2011 (the “Seeds Bill”), as amended, was first introduced in the year 2004. The Seeds Bill was passed in the Lok Sabha. However, the Bill is pending to be passed in the Rajya Sabha. The bill was introduced for keeping a check on the quality of seeds produced for sale. Under the Seeds Bill, every kind or variety of seed which is intended to be sold shall be registered. Where the seed of a registered kind or variety is sold to a farmer, the producer, vendor or distributor shall disclose the expected performance of such kind or variety under a given set of conditions. In case the performance is not up to the set standards, the farmer may claim compensation from such producer, vendor or distributor, as determined by the compensation committee. The Seeds Bill provides for the setting up of the compensation committee as prescribed by the central government. It also provides for appellate mechanism against the decisions of the compensation committee.

### ***The National Seeds Policy, 2002 (“National Seeds Policy”)***

The Seeds Act, Seeds (Control) Order and the New Policy on Seeds Development, 1988 (the “New Policy on Seeds Development”) form the basis of promotion and regulation of the Indian seeds industry. The New Policy on Seeds Development led to phenomenal development. The main objectives of the National Seeds Policy were to provide an appropriate climate for the seeds industry in order to utilize the available and prospective opportunities, protecting the interests of Indian farmers and the conservation of agro-biodiversity.

The India seed programme under the National Seeds Policy aims to stimulate the rate of seed production. It also looks into the matters relating to assurance of the quality of the seeds produced, its marketing and distribution, and infrastructure facilities. With the financial support of NABARD, commercial and co-operative banks, the seed industry is getting a boost. Various incentives are being provided to the domestic seed industry. Importation and exportation of seeds is also encouraged. The National Seeds Policy is said to double the food production of India.

### ***New Policy on Seed Development, 1988***

This policy aims to provide farmer the best planting material available in the world so as to increase productivity and thereby increasing farm income and export earnings. This policy covers the import of seeds of coarse cereals/pulses/ oil seeds; vegetable and flower seeds; bulbs/tubers of flowers; cuttings/ saplings, etc, of flowers; and seeds and planting material of fruits. The import of seeds of coarse cereals/pulses/oil seeds is permitted for a period not exceeding two years by companies that have technical/financial collaboration with companies abroad, provided that the latter agree to supply parental lines/nucleus or breeder seed technology to the Indian firm within two years of first shipment of commercial consignment.

### ***Andhra Pradesh Factories and Establishments (National, Festival and Other Holidays) Act, 1974***

The Act applies to the factories established in the state of Andhra Pradesh wherein every employee shall be allowed in each calendar year a holiday of one whole day on the 26th January, 1st May, the 15th August and the 2nd October and four other holidays each of one whole day for such festivals. Where an employee works on any holiday allowed under Section 3, he shall, at his option, be entitled to twice the wages for such day and to avail himself of a substituted holiday with wages on one of the three days immediately before or after the day on which he so works.

Every employer shall maintain a register and it shall be produced whenever it is required by the inspector having jurisdiction over the area, however no separate register needs to be maintained if the inspector having jurisdiction over the area in which the factory establishment is situated is satisfied that the particulars required are contained in any other register maintained by the employer. A strict vigil is reserved on the employers by imposing a penalty of one hundred and fifty rupees and for a second and subsequent offence may extend to seven hundred and fifty rupees.

### ***The Karnataka Industrial Establishments (National and Festival Holidays) Act, 1963***

The Act provides for the grant of national & festival holidays to persons employed in industrial establishments in the State of Karnataka.

The Act applies to any industrial establishment in the State of Karnataka wherein employees are entitled for national holidays on 26<sup>th</sup> January, 1<sup>st</sup> May, 15<sup>th</sup> August, 2<sup>nd</sup> October and 1<sup>st</sup> November plus other five festival holidays in each calendar year. But, in case of undertakings of GoI, the number of such holidays will be seven. In case of general elections to the Lok Sabha and Vidhana Sabha and in case of any bye election, a holiday shall be given to all employees on polling day. Where an employee works on any holiday allowed under Section 3, he shall, at his option, be entitled to twice the wages for such day and to avail himself of a substituted holiday with wages on one of the three days immediately before or any other day at the same rate. The penalty imposed on an employer who contravenes the provisions of the Act may be fined up to one hundred and twenty-five rupees and for the second offence may extend to two hundred and fifty rupees.

### ***The Apprentices Act, 1961***

The Apprentices Act, 1961 (“**Apprentices Act**”) is an Act to provide regulation and control of training of persons who are undergoing course of training in any industry or establishment pursuant to a contract of apprenticeship. Further, the Apprenticeship Act states that for a person to be qualified as apprentice to undergo apprenticeship training, the person shall not be less than 14 years and not less than 18 years for designated traders related to hazardous industries and have to comply with standards of education and physical fitness as may be prescribed. No person can be engaged as an apprentice to undergo apprenticeship training unless that person has entered into a contract with the employer. The contract of apprenticeship has to be sent by the employer within 30 days to the Apprenticeship Adviser who registers the contract within 30 days from the date of the receipt.

### ***Conservation of Foreign Exchange and Prevention of Smuggling Activities Act, 1974***

Conservation of Foreign Exchange and Prevention of Smuggling Activities Act, 1974 (“**COFEPOSA Act**”) is an Act to prevent detention in certain cases for the purposes of conservation and augmentation of foreign exchange and prevent smuggling activities. COFEPOSA Act provides for the Central or State Government not below the rank of Joint Secretary or Secretary respectively to pass orders for detention of any person to prevent him from (i) smuggling goods, (ii) abetting the smuggling of goods, (iii) engaging in transporting or concealing or keeping smuggled goods; (iv) dealing in, smuggled goods otherwise than by engaging in transporting or concealing or keeping smuggled goods; and (v) harbouring persons engaged in smuggling goods or in abetting the smuggling of goods. The detention order may be executed for the execution of warrants of arrest under the Code of Criminal Procedure, 1973. The maximum period of detention for cases in which the persons may be detained for period longer than three months without obtaining the opinion of Advisory Board is 2 (two) years and to the cases in which the persons may be detained for period longer than three months without obtaining the opinion of Advisory Board is not applicable is 1 (one) year.

## **ENVIRONMENTAL LAWS**

### ***Environment Protection Act, 1986***

The Environment Protection Act, 1986 (the “**Environment Protection Act**”) contains provisions for the protection and improvement of the environment on the whole. Environmental legislations such as the Water (Prevention and Control of Pollution) Act 1974 (“**Water Act**”) as amended, the Air (Prevention and Control of Pollution) Act, 1981 (“**Air Act**”) as amended, and the Environment Protection Act, 1986 (“**Environment Act**”) as amended must be complied with while undertaking manufacturing projects.

Under the Environmental Protection Act, the central government executes various functions including coordination of the activities performed by the state governments, planning and execution of nation-wide programmes for the prevention and control of environmental pollution, laying down standards for the emission or discharge or environmental pollutants, providing safeguards against accidents causing environmental pollutions.

### ***Environment (Protection) Rules, 1986***

The Rules set standards for emissions or discharge of environmental pollutants from the industries, operations or processes, for protecting and improving the quality of the environment and preventing and abating environmental pollution.

Prohibitions and restrictions on the location of industries and the carrying on processes and operations in different areas are laid down by the Central Government after considering factors such as standards for quality of environment in its various aspects laid down for an area, the maximum allowable limits of concentration of various environmental pollutants (including noise) for an area, the likely emission or discharge of environmental pollutants from an industry, process or operation proposed to be prohibited or restricted, the topographic and climatic features of an area. The biological diversity of the area which, in the opinion of the Central Government needs to be preserved, amongst other factors.

#### ***Manufacture, Storage and Import of Hazardous Chemical Rules, 1989***

The Manufacture, Storage and Import of Hazardous Chemical Rules, 1989 (“Hazardous Chemical Rules”) were made in exercise of the powers conferred under section 6, 8 and 25 of the Environment (Protection) Act, 1986 for the industrial activity in which a hazardous chemical maybe involved. Under Rule 7, an occupier has to submit a written report to the concerned authority about the notification of sites containing the threshold quantity or more of an additional hazardous chemical. Also, Rule 10 prohibits the occupier to undertake an industrial activity unless he has prepared a safety report on that industrial activity and that report has to be submitted to the concerned authority at least ninety days before commencing that activity. Further it is stated that every container of hazardous chemical has to be clearly labelled or marked.

#### ***Water (Prevention and Control of Pollution) Act, 1974***

Water (Prevention and Control of Pollution) Act, 1974 (the “**Water Act**”) aims to prevent and control water pollution. The Water Act provides for the constitution of a central pollution control board (“**CPCB**”) and state pollution control boards (“**SPCBs**”).

The CPCB, constituted by the Central Government, performs scores of functions which comprise advising the central government in matters relating to prevention and management of water pollution, coordinating the activities of the SPCBs and resolving disputes among them, if any, taking care of the water pollution by organizing programmes through mass media, collecting data relating to water pollution and the stipulation of measures for the prevention and control of water pollution. The streams and wells are required to be maintained according to the standards prescribed by the CPCB. The SPCBs are in turn responsible for the planning of programs for the prevention and management of pollution of streams and wells, collecting and disseminating information relating to water pollution and its prevention and control, inspection of sewage or trade effluents, works and plants for their treatment and to review the specifications and data relating to plants set up for treatment and purification of water and laying down or annulling standards for treatment of trade effluents to be discharged. This legislation prohibits any person from establishing any industry, operation or process or any treatment and disposal system, which is likely to discharge trade effluents into a stream, well or sewer without the prior consent of the relevant SPCB.

#### ***Water (Prevention and Control of Pollution) Cess Act, 1977***

Water (Prevention and Control of Pollution) Cess Act, 1977 (“**Water Cess Act**”), as amended states that every person carrying on any industry is required to pay cess for the purpose specified in the Water Cess Act. The cess shall be calculated on the basis of water consumed by those persons at such rate as specified in the Water Cess Act. However, these persons shall be entitled to a rebate of 25% if they install any plant for the treatment of sewage or trade effluent, provided they do not consume water in excess of the maximum quantity prescribed for that category of industries and also comply with the provisions relating to restrictions on new outlets and discharges under the Water Act or any standards laid down under the Environment Act. For recording the amount of water consumption, every industry is required to install meters as prescribed. Non-payment of cess within the specified time may lead to imposition of penalty. In case if any person, liable to pay cess under the Water Cess Act, wilfully or intentionally evades or attempts to evade the payment of such cess, shall be punishable with imprisonment which may extend to six months or a fine which may extend to ₹1,000/- or both.

#### ***Air (Prevention and Control of Pollution) Act, 1981***

Air (Prevention and Control of Pollution) Act, 1981 (“**Air Act**”) envisages the prevention, control and abatement of air pollution, by the establishment of boards for conferring on and assigning to such boards powers and functions as prescribed under the Air Act. Pursuant to the provisions of the Air Act, as amended, no person shall establish or operate any industrial plant in an air pollution control area without the prior consent of the state board. No person operating any industrial plant in any air pollution control area is permitted to discharge the emission of any air pollutant in excess of the standards laid down by the SPCBs. Any contravention to the provisions of the Air Act may lead to imprisonment of up to six years and a fine as may be deemed appropriate.



The CPCB and the SPCBs constituted under the Water Act are to perform functions under the Air Act for the prevention and control of air pollution. The Air Act aims to prevent and control air pollution. It is mandated under the Air Act that no person may, without the prior consent of the relevant SPCB, establish or operate any industrial plant in an air pollution control area.

#### ***Environment Impact Assessment Notifications***

The Environment Impact Assessment Notification S.O.60(E), issued on January 27, 1994 (“1994 Notification”) under the provisions of the Environment Act, as amended, prescribes that for the construction of certain power projects specified in the 1994 Notification, in the case of new projects. The environmental clearance must be obtained from the ministry of environment and forest (“MoEF”) according to the procedure specified in the 1994 Notification. No construction work, preliminary or other, relating to the setting up of a project can be undertaken until such clearance is obtained.

The clearance granted is valid for a period of five years from the commencement of the construction or operation of the project. The project developer / manager concerned are required to submit a half yearly report to the impact assessment authority to enable it to effectively monitor the implementation of the recommendations and conditions subject to which the environmental clearance has been given. If no comments from the impact assessment authority are received within the time limits specified above, the project will be deemed to have been approved by the project developer / manager.

On September 14, 2006, the Environmental Impact Assessment Notification S.O. 1533 (“2006 Notification”) superseded the 1994 Notification. Under the 2006 Notification, the environmental clearance process for new projects consists of four stages – screening, scoping, public consultation and appraisal. After completion of public consultation, the applicant is required to make appropriate changes in the draft environment impact assessment report and the environment management plan. The final environment impact assessment report has to be submitted to the concerned regulatory authority for appraisal. The regulatory authority is required to give its decision within 105 days of the receipt of the final environment impact assessment report.

#### ***Hazardous Waste (Management and Handling) Rules, 1989***

Hazardous Waste (Management and Handling) Rules, 1989 (“Hazardous Waste Rules”) provides that it is the responsibility of the occupier and the operator of the premises to look into matters relating to proper collection, reception, treatment, storage and disposal of hazardous wastes. The occupier, transporter and operator of a facility shall be liable for damages caused to the environment resulting due to improper handling and disposal of hazardous waste. For this, the occupier shall obtain an authorization from the relevant SPCBs. The SPCBs are empowered to cancel the authorization issued under the Hazardous Waste Rules if such persons fail to comply with any of the provisions of the Hazardous Waste Rules. Penalty for the contravention of the provisions of the Hazardous Waste Rules includes imprisonment up to 5 (five) years and imposition of fine as may be specified in the Environment Act or both.

#### ***Hazardous and Other Wastes (Management and Transboundary Movement) Rules, 2016.***

The Hazardous and Other Wastes (Management and Transboundary Movement) Rules, 2016 notified by the Union environment ministry on Sunday replaces its older version made in 2008. The new rules distinguish hazardous waste from others such as waste tyre, paper waste, metal scrap and used electronic items. The rules recognize the latter as a resource for recycling and reuse supplementing industrial processes, thereby reducing the load on the country’s resources.

Among other items banned for import are waste edible fats and oil of animals, household waste, tyres for direct re-use purpose, solid plastic wastes, including PET bottles, waste electrical and electronic assemblies scrap and other chemical wastes especially in solvent form.

The rules make state governments responsible for environmentally sound management of hazardous and other wastes and mandate them to set up industrial space or sheds for recycling, pre-processing and other utilization of hazardous or other waste.

Waste Management hierarchy in the sequence of priority of prevention, minimization, reuse, recycling, recovery, co-processing; and safe disposal has been incorporated. All the forms under the rules for permission import/export, filing of annual returns, transportation, etc. have been revised significantly, indicating the stringent approach for management of such hazardous and other wastes with simultaneous simplification of procedure.

The basic necessity of infrastructure to safeguard the health and environment from waste processing industry has been prescribed as Standard Operating Procedure (SOPs), specific to waste type, which has to be complied by the stakeholders and ensured by SPCB/PCC while granting such authorisation.

The import of metal scrap, paper waste and various categories of electrical and electronic equipment for re-use purpose has been exempted from the need of obtaining Ministry's permission.

The basic necessity of infrastructure to safeguard the health and environment from waste processing industry has been prescribed as Standard Operating Procedure (SOPs) specific to waste type.

### ***The Explosives Act, 1884 and Explosives Rules, 2008***

The Explosives Act, 1884 ("Explosives Act") is an act which regulates the manufacture, possession, use, sale of explosives. In exercise of the powers conferred under the Explosives Act and in supersession of Explosives Rules, 1983, the central government makes the Explosives Rules, 2008 ("Explosives Rules") to regulate or prohibit, except under and in accordance with the conditions of a license granted as provided by those rules, the manufacture, possession, use, sale, transport, import and export of explosives, or any specified class of explosives.

Where a person makes an application for license, the prescribed authority shall, subject to the provisions of the Explosives Act, either grant the license or refuse to grant the same. Under rule 7 of the Explosives Rules, the licensing authority shall grant a license where it is required for the purpose of manufacture of explosives if the licensing authority is satisfied that the person by whom license is required possesses technical know-how and experience in the manufacture of explosives and where it is required for any other purpose, if the licensing authority is satisfied that the person by whom license is required has a good reason for obtaining the same. Rule 106 states that the licensing authority may grant a license for a period of 6 months for import export of explosives or for 5 years in case of manufacture of explosives.

### ***Public Liability Insurance Act, 1991***

Public Liability Insurance Act, 1991 ("Public Liability Act") provides for the public liability insurance for the purpose of providing immediate relief to the persons affected by accident occurring while handling any hazardous substance and for matters connected therewith. Under the Public Liability Act, every owner or controller of hazardous substances is required to take out one or more insurance policies providing for contracts of insurance stating that he is insured against the liability to give relief before he starts handling the hazardous substance. Consecutively, he is required to renew the abovementioned policies from time to time before their expiry so that the insurance policies remain valid throughout the period during which such hazardous waste is handled.

The Public Liability Act empowers the central government to establish the environment relief fund by notification in the official gazette. Pursuant to the provisions of the Public Liability Insurance Rules, 1991, every owner or handler is obliged to contribute to the environment relief fund a sum equal to the premium payable to the insurer. Every contribution to the environmental relief fund shall be payable to the insurer, together with the amount of premium.

## **LABOUR LAWS**

### ***Factories Act, 1948***

Factories Act, 1948 ("Factories Act") regulates the provisions relating to labour in factories. The Factories Act defines a factory as any premises on which ten or more workers are employed or were employed on any day of the preceding twelve months and on which an electronic manufacturing process is carried on. Further, it also includes any premises on which twenty or more workers are employed or were employed on any day of the preceding twelve months and on which a manufacturing process is ordinarily carried on without the use of electricity. The applicant needs to submit the prior plans and obtain the approval of the respective state government for the establishment, registration and licensing of factories. The provisions for the same are contained in the rules made by the respective state governments.

The Factories Act defines occupier of a factory as the person who has ultimate control over the factory. In case of a company, any one of the directors shall be deemed to be the occupier. Fifteen days before the occupier begins to use the factory premises, he shall send a notice to the chief inspector in writing containing details of the factory (name and situation) and the occupier (name and address). The occupier is responsible for varied functions including the health, safety and welfare of the workers, maintenance of the plant and systems operating in the factory, safety and risk-free environment in relation to the use, handling, storage and transport of substances, monitoring the work environment. The Factories Act provides for provisions relating to health and safety,

cleanliness and safe working conditions. Employment of women and children in the factories is prohibited under the Factories Act. Violations to any of the provisions of the Factories Act or the rules framed there under may lead to the imprisonment of the occupier or the manager of the factory for a term not exceeding two years and/or with a fine of ₹1,00,000 or both. If any continuing violation after conviction is observed, a fine of up to ₹ 1,000 per day of violation may be levied.

The ministry of labour and employment proposes to amend the Factories Act, 1948 vide office memorandum dated June 5, 2014, wherein, it is proposed to redefine the term “hazardous process” as a process in which a hazardous substance is used and the term “hazardous substance” would have the same meaning as assigned in the Environment Protection Act, 1986. An occupier would now be required to take permission from the state government for expansion of a factory within certain prescribed limits. Various safety precautions have been taken by the state government to prevent persons to enter any confined space unless a written certificate has been given by a competent person and such person is wearing a suitable breathing apparatus. The occupier of a factory which is engaged in a hazardous process is required to inform the chief inspector within 30 days before the commencement of such process. An inquiry committee will be appointed by the central government to inquire into the standards of health and safety observed in the factory.

The following is an indicative list of labour laws applicable to the business and operations of Indian companies engaged in manufacturing activities:

- Payment of Gratuity Act, 1972;
- Workmen’s Compensation Act, 1923;
- The Contract Labour (Regulation and Abolition) Act, 1970;
- The Contract Labour (Regulation and Abolition) Central Rules, 1971;
- The Employees Provident Fund and Miscellaneous Provisions Act, 1952 (“Act”) and the schemes formulated there under ;
- Employees State Insurance Act, 1948;
- The Maternity Benefits Act, 1961;
- The Industrial Employment (Standing Orders) Act, 1946;
- The Minimum Wages Act, 1948;
- The Payment of Bonus Act, 1965;
- Payment of Wages Act, 1936;
- Child Labour (Prohibition and Regulation) Act, 1986;
- The Sexual Harassment of Women at Workplace (Prevention, Prohibition and Redressal) Act, 2013;
- Equal Remuneration Act, 1976;
- Employees Compensation Act, 1923;
- Telangana Labour Welfare Fund Act, 1987;
- Andhra Pradesh Labour Welfare Fund Act, 1987; and
- Karnataka Labour Welfare Fund Act, 1965

## **INTELLECTUAL PROPERTY RIGHTS**

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

The Information Technology Act, 2000 has been enacted to provide legal recognition for transactions carried out by means of electronic data interchange and other means of electronic communication, commonly referred to as "Electronic Commerce", which involve the use of alternatives to paper-based methods of communication and storage of information etc. Additionally, the said Act also provides for civil and criminal liabilities including fines and imprisonment for various computer related offences. These include offences relating to unauthorized access to computer systems; it also recognizes contracts concluded through electronic means, creates liability for failure to protect sensitive personal data and gives protection to intermediaries in respect of third party information liability. It also provides civil and criminal Liabilities. The Information Technology Act also provides punishment for offences committed outside India.

The Department of Information and technology under the Ministry of Communications & information Technology, Government of India, has notified the Information Technology (Reasonable Security Practices and Procedures and Sensitive Personal Data or Information) Rules 2011 which gives directions for the collection, disclosure, transfer and protection of sensitive personal data by a body corporate or any person acting on behalf of a body corporate. The said Rules also require the body corporate to provide a privacy policy for handling and dealing on personal information, including sensitive personal data.

### ***Intellectual Property Rights***

Intellectual property rights in India enjoy protection under both statutory and under common law. The key legislations governing intellectual property in India are the Copyright Act, 1957 and the Trade Marks Act, 1999. India is also a party to several international agreements for the protection of intellectual property rights.

### ***The Trademarks Act, 1999***

The Trademarks Act, 1999 (“**TM Act**”) provides for the application and registration of trademarks in India. The purpose of the TM Act is to grant exclusive rights to marks such as a brand, label and heading and to obtain relief in case of infringement for commercial purposes as a trade description. The registration of a trademark is valid for a period of 10 years, and can be renewed in accordance with the specified procedure.

Application for trademark registry has to be made to Controller-General of Patents, Designs and TM Act who is the Registrar of Trademarks for the purposes of the TM Act. The TM Act prohibits any registration of deceptively similar trademarks or chemical compound among others. It also provides for penalties for infringement, falsifying and falsely applying trademarks.

### ***Indian Copyright Act, 1957***

The Indian Copyright Act, 1957 (“**Copyright Act**”) governs copyright protection in India. Under the Copyright Act, copyright may subsist in original literary, dramatic, musical or artistic works, cinematograph films, and sound recordings. Following the issuance of the International Copyright Order, 1999, subject to certain exceptions, the provisions of the Copyright Act applies to nationals of all member states of the World Trade Organization.

While copyright registration is not a prerequisite for acquiring or enforcing a copyright, registration creates a presumption favouring ownership of the copyright by the registered owner. Copyright registration may expedite infringement proceedings and reduce delay caused due to evidentiary considerations. Once registered, the copyright protection of a work lasts for 60 years. The remedies available in the event of infringement of a copyright under the Copyright Act include civil proceedings for damages, account of profits, injunction and the delivery of the infringing copies to the copyright owner.

### ***The Patents Act, 1970 (“Patent Act”)***

The purpose of the Patent Act in India is to protect inventions. Patents provide the exclusive rights for the owner of a patent to make, use, exercise, distribute and sell a patented invention. The patent registration confers on the patentee the exclusive right to use, manufacture and sell his invention for the term of the patent. An application for a patent can be made by (a) person claiming to be the true and first inventor of the invention; (b) person being the assignee of the person claiming to be the true and first inventor in respect of the right to make such an application; and (c) legal representative of any deceased person who immediately before his death was entitled to make such an application.

## **TAXATION LAWS**

### ***A. Finance Act, 2017***

The Finance Act, 2017 received the assent of the President on March 31, 2017 and came into force on April 1, 2017 to give effect to the financial proposals of the Central Government for the financial year 2017-2018. The Finance Act contains necessary amendments in the direct taxes (e.g. income tax and wealth tax) and indirect taxes (e.g. excise duties, custom duties and service tax) signifying the policy decisions of the Union Government for the year 2017-2018.

### ***B. Goods and services tax***

The Constitution (One Hundred and First Amendment) Act, 2016 which received presidential assent on September 8, 2016 paved the way for introduction of goods and services tax (“**GST**”) by making provisions with respect to goods and services tax. Accordingly, the following GST acts have been enacted:

- Central Goods and Services Tax Act, 2017
- Integrated Goods and Services Tax Act, 2017
- Union Territory Goods and Services Tax Act, 2017, and
- Goods and Services Tax (Compensation to States) Act, 2017.

### ***C. Taxes on professions, trades, callings and employments***

Every person engaged in any profession, trade, callings and employment is liable to pay tax at the rate prescribed by the respective state government. It is considered necessary to levy tax on profession, trade callings and employment in order to augment state revenues. Every state is empowered by the Constitution of India to make laws relating to levy of taxes on professions, trades, callings and employments that shall serve as the governing provisions in that state.

#### ***D. Other Tax Related Legislations***

The following is an indicative list of tax laws applicable to the business and operations of the Company:

- Income Tax Act, 1961 and Income Tax Rules, 1962;
- The Customs Act, 1962;
- The Central Excise Act, 1944;
- Central Excise Tariff Act, 1985;
- Customs Tariff Act, 1975;
- Taxation Laws (Amendment) Act, 2017.

#### **OTHER LAWS**

##### ***The Consumer Protection Act, 1986***

The Consumer Protection Act, 1986 (the “Consumer Protection Act”) provides better protection to the interests of consumers. This is enabled with the establishment of consumer councils and other authorities for the settlement of consumers’ disputes and matters connected therewith. The Consumer Protection Act protects the consumers against any unfair/restrictive trade practice that has been adopted by any trader or service provider or if the goods purchased by him suffer from any defect or deficiency. In case of consumer disputes, the same can be referred to the redressal forums set up by the government such as the national commission, the state commission and the district forums. Such redressal forums have the authority to grant the following reliefs, that is, removal of defects, replacement of goods, compensation to the consumer, etc.

##### ***The Foreign Trade (Regulation and Development) Act, 1992***

The Foreign Trade (Regulation and Development) Act, 1992 (the “Foreign Trade Act”) was enacted to provide for the development and regulation of foreign trade by facilitating imports into and augmenting exports from India. The Foreign Trade Act prohibits anybody from undertaking any import or export except under an importer- exporter code number granted by the director general of foreign trade pursuant to section 7. Hence, every entity in India engaged in any activity involving import/export is required to obtain an importer exporter code (“IEC”) unless specifically exempted from doing so. The IEC shall be valid until it is cancelled by the issuing authority.

##### ***The Indian Boilers Act, 1923***

The Indian Boilers Act, 1923 (“Boilers Act”), as amended, contains provisions relating to steam-boilers. The Boilers Act prohibits any owner of a boiler to use the boiler or permit it to be used without previous registration. For registration, the owner is required to make an application to the inspector along with the prescribed fee. The inspector shall, after measuring and examining the boiler and determining in the maximum pressure in the prescribed manner, report the same to the chief inspector. The chief inspector may register the boiler or refuse the same with reasons.

Pursuant to the application for registration, the certificate for the use of the boiler is issued for a period not exceeding twelve months provided that a certificate in respect of an economiser or an unfired boiler which forms an integral part of a processing plant in which steam is generated solely by the use of oil, asphalt or bitumen as a heating medium may be issued for a period not exceeding twenty four months. When the certificate authorizing the use of the boiler expires or there is an addition, renewal or any structural alteration to the boiler or an accident occurs to the boiler, the owner shall apply for the renewal of the certificate. Any owner using the boiler without a certificate shall be punishable with fine which may extend to five hundred rupees, and in the case of a continuing offence, with an additional fine which may extend to one hundred rupees for each day after the first day of convicting the owner for continuing offence.

##### ***Electricity Act, 2003 (“Electricity Act”) and Electricity Rules, 2005***

Electricity Act is an act to consolidate the laws relating to generation, transmission, distribution, trading and use of electricity. The Electricity Rules, 2005 were formulated in exercise of the powers under 176 of the Electricity Act. The Electricity Act states that, no person other than central transmission utility or state transmission utility, or a licensee shall transmit or use electricity at a rate exceeding 250 watts and 100 volts which is a factory within the meaning of Factories Act, 1948 without giving before the transmission or use of electricity not less than 7 days' notice in writing of his intention to the electrical inspector and to the district magistrate or the commissioner of police, as the case may be, containing the particulars of electrical installation or plant and the nature and purpose of supply of such electricity.

#### ***The Legal Metrology Act, 2009 and the Legal Metrology (Packaged Commodities) Rules, 2011***

The Legal Metrology Act, 2009 (“**Legal Metrology Act**”) governs the standards/ units/denominations used for weights and measures as well as for goods which are sold or distributed by weights, measure or number. It also states that any transaction/ contract relating to goods/ class of goods shall be as per the weight/ measurements/numbers prescribed by the Legal Metrology Act. Every unit of weight or measure shall be in accordance with the metric system based on the international system of units. Using or keeping any weight or measure otherwise than in accordance with the provisions of the Legal Metrology Act is an offence, as is tampering or altering any reference standard, secondary standard or working standard. Moreover the Legal Metrology Act prohibits any person from quoting any price, issuing a price list, cash memo or other document, in relation to goods or things, otherwise than in accordance with the provisions of the Legal Metrology Act. The Legal Metrology (Packaged Commodities) Rules, 2011 (“**Legal Metrology Rules**”) was also enacted under the Legal Metrology Act. According to the Legal Metrology Rules, no person shall pre-pack or cause or permit to be pre-packed any commodity for sale, distribution or delivery unless a declaration is made on the package as required under the Legal Metrology Rules. Every manufacturer, packer and importer who pre-packs or imports any commodity for sale, distribution or delivery is required to be registered. On September 7, 2016, the Indian Ministry of Consumer Affairs, Food, and Public Distribution's Department of Legal Metrology amended the Legal Metrology Rules.

#### ***Petroleum Act, 1934 and Petroleum Rules, 2002***

The Petroleum Act, 1934 (“Petroleum Act”) regulates the import, transport and storage of petroleum. Under the Petroleum Rules, 2002 (“Petroleum Rules”) no person shall import, transfer or store petroleum except under and in accordance with a license granted under these rules. Every person desiring to obtain a license to import and store petroleum shall submit to the licensing authority an application for registration in form XV or in special form, within the prescribed time limit. On expiry of a license, the applicant has to make an application for renewal of license. A license may be renewed by the authority empowered to grant such a license, provided that a license which has been granted by the chief controller may be renewed without alteration, by a controller duly authorized by the chief controller. Pursuant to Section 23, whoever contravenes any of the provisions of the Petroleum Act shall be punishable with simple imprisonment which may extend to one month, or with fine which may extend to ₹1000 or with both.

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

The Food Safety and Standards Act, 2006 (“Food Safety Act”) regulates the manufacture, storage, distribution, sale and import of food products including wines, liquor and alcoholic beverages. Every person involved in the business of carrying out any of the activities related to inter alia manufacture, processing, packaging, storage, transportation, or distribution of food is required to procure a license in accordance with the Food Safety Act read with Food Safety and Standards (Licensing and Registration of Food Businesses), Regulations 2011. Pursuant to the Food Safety Act, every manufacturer is required to procure a license by or before August 04, 2012. Pursuant to the Food Safety Act, any manufacturer who is required to obtain a license, manufactures any article of food without a license shall be punishable with imprisonment for a term which may extend to 6 months and also a fine which may extend to ₹5,00,000.

#### ***Bureau of Indian Standards Act, 2016 (“BIS Act”) the rules framed thereunder***

The BIS Act provides for the establishment of a national standards body for the harmonious development of the activities of standardisation, conformity assessment and quality assurance of goods, articles, processes, systems and services. The BIS Act provides for the functions of the bureau which includes, among others (a) recognize as an Indian standard, any standard established for any article or process by any other institution in India or elsewhere; (b) specify a standard mark to be called the, Bureau of Indian Standards Certification Mark, which shall be of such design and contain such particulars as may be prescribed to represent a particular Indian standard; and (c) make such inspection and take such samples of any material or substance as may be necessary to see whether any article or process in relation to which the standard mark has been used conforms to the Indian

Standard or whether the standard mark has been improperly used in relation to any article or process with or without a license.

### ***The Arms Act, 1959 and the rules framed thereunder***

The Arms Act, 1959 (“Arms Act”) and The Arms Rules, 1962, made in exercise of the powers conferred by sections 5, 9, 10, II, 12, 13, 16, 17, 18, 21, 41 and 44 of the Arms Act, deals with the provisions relating to the licenses for storage and import of sulphur. According to section 13 (1) and rule 51, an application for the grant of a license has to be made in form A to the licensing authority and such application shall contain such particulars and be accompanied by such fee, if any, as may be prescribed. Thereafter, license in form II, form III, form IIIA, form IV, form V or form VI is granted for period of 3 years by the licensing authority. Every license at its expiration and subject to same conditions, at the time of granting the license, may be renewed by the renewing authority.

### ***Shops and Commercial Establishments Acts***

Shops and Establishments Acts are state enactments being different for every state of India. The Act is intended for the regulation of conditions of work, number of days of leave and employment in shops, commercial establishments and other establishments. Every establishment not regulated/being under the purview of Factories Act, 1948 has to be registered under the respective state Shops and Establishments Act.

### ***Regulation of Foreign Investment in India***

Foreign investment in India is governed primarily by the provisions of the FEMA, and the rules, regulations and notifications thereunder, as issued by the RBI from time to time. The RBI, in exercise of its power under the FEMA, has notified the Foreign Exchange Management (Transfer or Issue of Security by a Person Resident Outside India) Regulations, 2017 by Notification No. FEMA 20(R)/ 2017-RB dated November 7, 2017 (“**FEMA Regulations**”) to prohibit, restrict or regulate, transfer by or issue security to a person resident outside India. As laid down by the FEMA Regulations, no prior consents and approvals is required from the RBI, for Foreign Direct Investment (“**FDI**”) under the "automatic route" within the specified sectoral caps. In respect of all industries not specified as FDI under the automatic route, and in respect of investment in excess of the specified sectoral limits under the automatic route, approval may be required from the RBI.

## HISTORY AND CERTAIN CORPORATE MATTERS

Our Company was incorporated as “K.P.R. Fertilisers Private Limited” on January 2, 2007 as a private limited company under the Companies Act, 1956 with the Registrar of Companies, Andhra Pradesh. Our Company was converted into a public limited company and the name of our Company was changed to “K.P.R. Fertilisers Limited” pursuant to fresh certificate of incorporation consequent upon change of name on conversion to public limited company dated December 19, 2008 issued by the Registrar of Companies, Andhra Pradesh. The name of our Company was then changed to “K.P.R. Agrochem Limited” vide Certificate of Incorporation pursuant to change of name dated September 21, 2015 was issued by Registrar of Companies, Andhra Pradesh and Telangana. The corporate identity number of our Company is U24129AP2007PLC052216.

The changes to the name of our Company were undertaken upon conversion of our Company from a private limited company to a public limited company and subsequently to align the name of our Company with the variety of products manufactured by our Company.

One of our Promoters, Rajasekhar Reddy Kovvuri along with other partners entered into a partnership and formed a firm namely M/s. Mega Chemicals and Fertilisers on January 17, 2000 primarily to carry on the business of agrochemicals and fertilisers. Pursuant to a Partnership Deed – Change in Constitution dated March 1, 2003, our Promoters Venkata Mukunda Reddy Karri and Papa Reddy Kovvuri also became partners amongst other partners of M/s. Mega Chemicals and Fertilisers. The business of M/s. Mega Chemicals and Fertilisers including its customers, dealers, fixed assets and unsecured loans were transferred to our Company with effect from April 10, 2007, pursuant to the memorandum of understanding between our Company and M/s. Mega Chemicals and Fertilisers dated April 10, 2007.

For further details, please refer to the paragraphs titled “*Details regarding acquisition of business/undertakings, mergers, amalgamation*” and “*Shareholders’ and Other Agreements*” mentioned below on page 187 of this chapter.

### Change in registered office of our Company

The registered office of our Company was originally located at S. No. 24/2, Nallamilli Road, Biccavolu Mandal, Biccavolu, East Godavari – 533 343, Andhra Pradesh, India. The table below sets forth details of change in registered office since its incorporation:

Date of Change	Old address	New address
January 12, 2009	S. No. 24/2, Nallamilli Road, Biccavolu Mandal, Biccavolu, East Godavari – 533 343, Andhra Pradesh, India.	Plot No. 20, 21, Block No. 9, Door No. 4-10-188, 189, Auto Nagar, Vanasthalipuram, Hyderabad – 500 070, Telangana*, India
March 15, 2011	Plot No. 20, 21, Block No. 9, Door No. 4-10-188, 189, Auto Nagar, Vanasthalipuram, Hyderabad – 500 070, Telangana*, India.	8-2-41, Stone Valley Apartments, C Block, C – 2, Road No. 4, Banjara Hills, Hyderabad – 500 034, Telangana*, India
March 1, 2014	8-2-41, Stone Valley Apartments, C Block, C – 2, Road No. 4, Banjara Hills, Hyderabad, Telangana* – 500 034, Andhra Pradesh, India	Door No. 8-256, Tata Nagar, Balabhadrapuram, East Godavari – 533 343, Andhra Pradesh, India

\*Erstwhile Andhra Pradesh

The Registered Office was changed due to administrative and operational convenience.

### MAIN OBJECTS OF OUR COMPANY

The main objects of our Company, as contained in our Memorandum of Association, are as follows:

1. To establish, carry on in India or elsewhere the business to manufacture, produce, process, formulate, mix, disinfect, refine, wash, dilute, concentrate, compound, segregate, pack, repack, and remove, heat, grade, freeze, fermentate, reduce, improve, buy, sell, resell, import, export, trade, barter, transport, store, forward, distribute, dispose, develop, handle, manipulate, market, procure, supply, treat, work, and to act as principal, agent, broker, representative, consultant, collaborator, consign, adatia, stockists, liasioner, in wholesale or retail, job worker or otherwise, to deal in Micro nutrients Fertilisers, water soluble fertilisers and all types, classes and kinds of natural or manmade fertilisers or otherwise, manures, mixtures of Fertilisers, whether nitrogenous, phosphatic, potash or otherwise such as single super phosphate, triple super phosphate, rock phosphate, silica fluoride, lime rock phosphate, urea, gypsum, di ammonium phosphate, mono ammonium phosphate, Seeds and other allied items.



2. *To establish and carry on the business of manufacturing, producing, processing, importing, exporting, trading and dealing whether as principal or agents, in pesticides, Bio Pesticides, insecticides, fungicides, germicides, weedicides, herbicides, sprays, technical's and remedies of all kinds for agricultural fruit growing, gardening or other purposes or as remedies for men or animals and whether produced from vegetables, mineral, general, animal or any other matter or by any other process, whether chemical, mechanical, electrical or otherwise and other allied items.*
3. *To establish, carry on in India or elsewhere the business, to manufacture, process, produce, formulate, mix, disinfect, wash, dilute, concentrate, compound, segregate, pack, repack and remove, heat, grade, store, forward, distribute, dispose, develop, broke, representative, agents, distributors, in wholesale or retail, consultant, collaborator, adatia, stockists, liasioner, job worker, import, export or otherwise to deal in all types of Organic chemicals, industrial chemicals, inorganic chemicals, agro chemicals, heavy water, and their compounds, formulations, preparations, acids, solvents, oils, solutions, derivatives, fluids, products, by products, residues, catalysts, re agents, intermediaries, equipment, derivatives, mixtures, concentrates, lumps, powders, granules, blends, Di Methylene sulphate, Oleum, sulphuric acid, nitric acid, phosphoricacid, hydrochloric acid, silicon dioxide, soda ash, caustic soda, venedium pentoxide, silicon fluoride, chlorine based chemicals, calcium chloride, and other organic sails, Mono calcium phosphate, di calcium phosphate (animal feed grade, pharma grade and all other grades), tri calcium phosphates, Active Pharmaceutical Ingredients (API), and other allied items, by products, derivate, compounds, source materials, ingredients, and other allied items and Power.”*

The main objects of our Company enable us to carry on the current business as well and the activities proposed to be undertaken pursuant to the Objects of the Issue. For further details please refer to the chapter titled “*Objects of the Issue*” on page 86 of this Draft Red Herring Prospectus.

#### **Amendments to the Memorandum of Association**

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

<b>Date of shareholder's resolution</b>	<b>Nature of amendments</b>
March 15, 2007	<p><b>Change in Clause V</b></p> <p>The Authorised Share Capital of our Company was increased from ₹ 10 million divided into 1 million Equity Shares of ₹ 10 each to ₹ 40 million divided into 4 million Equity Shares of ₹ 10 each.</p>
February 18, 2008	<p><b>Change in Clause V</b></p> <p>The Authorised Share Capital of our Company was increased from ₹ 40 million divided into 4 million Equity Shares of ₹ 10 each to ₹ 120 million divided into 12 million Equity Shares of ₹ 10 each.</p>
September 25, 2008	<p><b>Change in Clause I</b></p> <p>Conversion of private company into public company and subsequent change of name from K.P.R. Fertilisers Private Limited to K.P.R. Fertilisers Limited.</p> <p><b>Change in Clause V</b></p> <p>The Authorised Share Capital of our Company was increased from ₹ 120 million divided into 12 million Equity Shares of ₹ 10 each to ₹ 200 million divided into 20 million Equity Shares of ₹ 10 each.</p>
November 25, 2008	<p><b>Change Clause III (C)</b></p> <p><b>Clause III (C) 9 to 12 were inserted as follows:</b></p> <p><i>“9. To promote, establish, generate, accumulate, transmit, distribute, purchase, use, sell and supply electricity, power or any other energy from conventional/ non – conventional energy source, on a commercial basis or/and for self consumption, or/and on co-generation and to construct, lay down, establish, operate and maintain power/energy generating stations, including buildings, structures, works, machineries, equipments, cables and to undertake or to carry on the business of managing, owning, controlling, erecting, commissioning, operating, running, leasing or transferring to</i></p>

Date of shareholder's resolution	Nature of amendments
	<p><i>third persons, power plants and plants based on conventional or non – conventional energy sources, solar energy plants, wind energy plants, mechanical, electrical, hydel, civil engineering works and similar related projects and to supply power to industries or otherwise.</i></p> <p><i>10. To carry on the business of seeds procurement, treating and disposal to farmers, dealers or otherwise.</i></p> <p><i>11. To carry on the business as manufacturers, dealers and traders in all types of packaging materials of every description, including paper, jute, cotton, fibre, hessian, wood, rubber, polythene, metal foil and or of synthetic nature, required for industries and others.</i></p> <p><i>12. To carry on the business as selling and purchasing agents, distributors, representatives, manufacturers or dealers, merchants, importers, traders, contractors, warehousemen, to buy, sell, import, export, barter exchange, stock, make advances upon, pledge, or otherwise deal in goods, stores, consumable articles, chattels and effects of all kinds in any place and to transact every kind of agency, business and generally to engage in any business or transaction which may seem directly or indirectly conducive to the interests of the Company.”</i></p>
February 10, 2014	<p><b>Change in Clause V</b></p> <p>The Authorised Share Capital of our Company was increased from ₹ 200 million divided into 20 million Equity Shares of ₹ 10 each to ₹ 900 million divided into 90 million Equity Shares of ₹ 10 each.</p>
August 14, 2015	<p><b>Change in Clause I</b></p> <p>Change of name from K.P.R. Fertilisers Limited to K.P.R. Agrochem Limited.</p> <p><b>Change in Clause III</b></p> <p><b>Clause III (A) 1 and 2 were substituted as follows:</b></p> <p><i>“1. To establish, carry on in India or elsewhere the business to manufacture, produce, process, formulate, mix, disinfect, refine, wash, dilute, concentrate, compound, segregate, pack, repack, and remove, heat, grade, freeze, fermentate, reduce, improve, buy, sell, resell, import, export, trade, barter, transport, store, forward, distribute, dispose, develop, handle, manipulate, market, procure, supply, treat, work, and to act as principal, agent, broker, representative, consultant, collaborator, consign, adatia, stockists, liasioner, in wholesale or retail, job worker or otherwise, to deal in Micro nutrients Fertilisers, water soluble fertilisers and all types, classes and kinds of natural or manmade fertilisers or otherwise, manures, mixtures of Fertilisers, whether nitrogenous, phosphatic, potash or otherwise such as single super phosphate, triple super phosphate, rock phosphate, silica fluoride, lime rock phosphate, urea, gypsum, di ammonium phosphate, mono ammonium phosphate, Seeds and other allied items.</i></p> <p><i>2. To establish and carry on the business of manufacturing, producing, processing, importing, exporting, trading and dealing whether as principal or agents, in pesticides, Bio Pesticides, insecticides, fungicides, germicides, weedicides, herbicides, sprays, technical's and remedies of all kinds for agricultural fruit growing, gardening or other purposes or as remedies for men or animals and whether produced from vegetables, mineral, general, animal or any other matter or by any other process, whether chemical, mechanical, electrical or otherwise and other allied items.</i></p> <p><i>3. To establish, carry on in India or elsewhere the business, to manufacture, process, produce, formulate, mix, disinfect, wash, dilute, concentrate, compound, segregate, pack, repack and remove, heat, grade, store, forward, distribute, dispose, develop, broke, representative, agents, distributors, in wholesale or retail, consultant, collaborator, adatia, stockists, liasioner, job worker, import, export or otherwise to deal in all types of Organic chemicals, industrial chemicals, inorganic chemicals, agro chemicals, heavy water, and their compounds, formulations, preparations, acids, solvents, oils, solutions, derivatives, fluids, products, by products, residues, catalysts,</i></p>

Date of shareholder's resolution	Nature of amendments
	<i>re agents, intermediaries, equipment, derivatives, mixtures, concentrates, lumps, powders, granules, blends, Di Methylene sulphate, Oleum, sulphuric acid, nitric acid, phosphoric acid, hydrochloric acid, silicon dioxide, soda ash, caustic soda, venedium pentoxide, silicon fluoride, chlorine based chemicals, calcium chloride, and other organic salts, Mono calcium phosphate, di calcium phosphate (animal feed grade, pharma grade and all other grades), tri calcium phosphates, Active Pharmaceutical Ingredients (API), and other allied items, by products, derivatives, compounds, source materials, ingredients, and other allied items and Power."</i>
	<b>Change in Clause V</b>
	The Authorised Share Capital of our Company was increased from ₹ 900 million divided into 90 million Equity Shares of ₹ 10 each to ₹ 1,250 million divided into 125 million equity shares of ₹ 10 each.

### Major Events, Milestones, Achievements and Awards

The table below sets forth some of the key events, milestones, achievements and awards in our history since its incorporation.

Fiscal Year	Events/ Milestones
2007	Acquisition of the business of M/s. Mega Chemicals and Fertilisers and expansion of manufacturing facility at Balabhadrapuram, Andhra Pradesh.
2008	Our Company was converted from a private company to a public company and started manufacturing facility at Biccavolu, Andhra Pradesh.
2009	Commissioned 1,500 KW capacity wind power plant at village Kasthuriengapuram, Taluka Radhapuram, District Tirunelveli, Tamil Nadu. Received IS1664:2002 certifications for manufacture of mineral mixture and IS 5470:2002 for manufacture of Di calcium phosphate animal feed grade from the Bureau of Indian Standards.
2010	Expansion completed at manufacturing facility at Biccavolu, Andhra Pradesh for SSP, NPK, DCP and Sulphuric Acid.
2011	Commissioned manufacturing facility at Koppal, Karnataka for SSP, NPK, DCP and Sulphuric Acid.
2012	Received ISO 9001: 2008 certification for the manufacture and supply of pesticides, fertilisers, sulphuric acid, API's and animal nutrients.
2014	Sri Sai Swarupa Seeds Private Limited became wholly owned subsidiary of our Company pursuant to acquisition.
2015	Received OHSAS 18001:2007 certificate of registration for operating as occupational health and safety management system for manufacturing and supply of pesticides, fertilizers, chemicals APIs and animal nutrients. Received ISO 14001:2004 certificate of registration for operating management system for manufacturing and supply of pesticides, fertilizers, chemicals API's and animal nutrients.

### Other Details regarding our Company

Details regarding the description of our Company's activities, services, products, market, growth, technology, managerial competence, standing with reference to prominent competitors, major suppliers, distributors and customers, segment, capacity/facility creation, capacity built-up, location of manufacturing facilities, marketing and competition, please refer to the chapterstitled "*OurBusiness*", "*Our Management*" and "*Management's Discussion and Analysis of Financial Conditions and Results of Operations*" on pages 152, 191 and 386 respectively, of this Draft Red Herring Prospectus.

### Injunction or Restraining Order

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

### **Total Number of Shareholders of our Company**

As on the date of this Draft Red Herring Prospectus, there are thirty six(36) shareholders in our Company. For further details our shareholding pattern, please refer the chapter titled “*Capital Structure*” on page 68 of thisDraft Red Herring Prospectus.

### **Details regarding acquisition of business/undertakings, mergers, amalgamation**

Except the acquisition of businesses of M/s. Mega Chemicals and Fertilisers by our Company on April 10, 2007, our Company has neither acquired any entity, business or undertakings nor has undertaken any mergers, amalgamation. For further details, please refer to the paragraph titled “*Shareholders’ and Other Agreements*” mentioned below on page 187of this chapter.

### **Raising of capital in the form of equity or debt**

Other than as disclosed under the chapter titled “*Capital Structure*” on page 68of this Draft Red HerringProspectus, our Company has not raised any capital in the form of equity. For details on the debt facilities of our Company, please refer the chapter titled “*Financial Indebtedness*” on page405 of thisDraft Red Herring Prospectus.

### **Revaluation of assets**

Our Company has not revalued its assets since incorporation and has not issued any Equity Shares (including bonus shares) by capitalizing any revaluation reserves.

### **Time and Cost Overrun**

Our Company has not experienced any significant time and cost overrun in relation to the setting up of our manufacturing facilities.

### **Changes in the activities of our Company during the last five years**

There has been no change in the activities of our Company during the last five years which may have had a material effect on the profit or loss account of our Company including discontinuance of line of business, loss of markets and similar factors.

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

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

### **Lock-out or Strikes**

There have been no lock-outs or strikes at any of the manufacturing units of our Company since inception.

### **Shareholders’ and Other Agreements**

Except as disclosed below, there are no other material agreements, apart from those entered into in the ordinary course of business carried on or intended to be carried on by us:

#### ***Memorandum of Understanding dated April 10, 2007 between our Company and M/s. Mega Chemicals and Fertilisers, represented by its managing partner Rajasekhar Reddy Kovvuri***

Our Company has entered into a memorandum of understanding dated April 10, 2007 with M/s. Mega Chemicals and Fertilisers pursuant to which the business of M/s. Mega Chemicals and Fertilisers including its customers, dealers, fixed assets, unsecured loan, were transferred to our Company with effect from April 10, 2007. In consideration of transfer business of M/s. Mega Chemicals and Fertilisers including its customers, dealers, fixed assets, unsecured loan, our Company agreed to pay ₹ 15.61 million to M/s. Mega Chemicals and Fertilisers. Pursuant to the memorandum of understanding, M/s. Mega Chemicals and Fertilisers would cease to carry on its business.

### **Material Agreements**

Other than as mentioned in “*History and Certain Corporate Matters – “Details regarding acquisition of business/undertakings, mergers, amalgamation” and “Shareholders’ and Other Agreements”*” on page 183, our Company has not entered into any material contract other than in the ordinary course of business carried on or intended to be carried on by our Company in the last two years preceding this Draft Red Herring Prospectus.

#### **Guarantees provided by our Promoters**

Except as mentioned in this Draft Red Herring Prospectus, our Promoters have not given any guarantees to third parties in respect of our Company and the Equity Shares that are outstanding as of the date of filing of this Draft Red Herring Prospectus. For further information, see the chapter titled “*Financial Indebtedness*” on page 405.

#### **Holding Company**

As on the date of this Draft Red Herring Prospectus, our Company does not have a holding company.

#### **Subsidiaries**

As of the date of this Draft Red Herring Prospectus, we have one Subsidiary. For details regarding our Subsidiary, please refer the chapter titled “*Our Subsidiary*” on page 189.

#### **Associate company and Joint venture**

As of the date of this Draft Red Herring Prospectus, our Company does not have any associate company or joint ventures.

#### **Strategic and Financial Partners**

As on date of this Draft Red Herring Prospectus our Company does not have any strategic and financial partners.

## OUR SUBSIDIARY

As of the date of this Draft Red Herring Prospectus, our Company has one subsidiary, the details of which are as follows:

### Sri Sai Swarupa Seeds Private Limited (“SSSSPL”)

#### Corporate Information

SSSSPL was incorporated under the Companies Act, 1956 as a private limited company *vide* Certificate of Incorporation dated February 25, 2009 issued by Assistant Registrar of Companies, Andhra Pradesh. The corporate identity number of SSSSPL is U01119AP2009PTC062869. The registered office of SSSSPL is located at Door No. 8-256, Tata Nagar, Balabhadrapuram, East Godavari – 533 343, Andhra Pradesh, India. Our Company acquired 100% shareholding in SSSSPL on November 16, 2013.

#### Nature of business

The main objects of SSSSPL include, *inter alia*, to cultivate, grow, breed, improve, develop, import or export all kinds of seeds, flowers, agricultural products, vegetables and fruits; to carry on hydroponics and undertake research to improve the quality and quantity of cereals, fibres, oil – seeds, medicinal plants and to conduct genetic and agronomic research; to manufacture agricultural machinery parts and accessories, tools, materials and substances and to set up farms, houses and orchids for the farmers. Presently SSSSPL is engaged in cultivation and breeding of all kinds of seeds.

#### Capital Structure

The authorized share capital of SSSSPL is ₹ 15.70 million divided into 1.57 million equity shares of ₹10 each. The issued, subscribed and paid-up share capital of SSSSPL is ₹ 9.00 million divided into 9,00,000 equity shares of ₹ 10 each.

#### Nature and Extent of Interest of our Promoters

Our Promoters are interested in SSSSPL to the extent of their shareholding and directorship in SSSSPL and in any dividend distribution and corporate benefits which may be made by SSSSPL in the future.

#### Shareholding pattern

The shareholding pattern of SSSSPL as on the date of this Draft Red Herring Prospectus is as follows:

Name of Shareholder	Number of Shares held	% of holding
K.P.R. Agrochem Limited	8,99,970	100.00 <sup>#</sup>
Papa Reddy Kovvuri*	10	Negligible
Venkata Mukunda Reddy Karri*	10	Negligible
Rajasekhar Reddy Kovvuri*	10	Negligible
<b>Total</b>	<b>9,00,000</b>	<b>100.00%</b>

\*K.P.R. Agrochem Limited holds the beneficial interest in such shares.

<sup>#</sup>including beneficial interest

#### Financial Performance of SSSSPL

Certain details of the audited financials of SSSSPL for Fiscals 2017, 2016 and 2015 are set forth below:

Particulars	₹ in million, except per share data		
	Fiscal 2017	Fiscal 2016	Fiscal 2015
Share capital(face value of ₹ 10 per share)	9.00	9.00	9.00
Reserves and surplus	53.75	43.91	35.61
Total Revenue	294.33	284.91	239.37
Profit/(Loss) after tax	9.84	8.30	12.10
Earnings per share (Basic and diluted) ( ₹)	10.94	9.23	13.45
Net asset value per share ( ₹)	69.73	58.97	49.97

There exist no significant observations of the auditors in relation to the aforementioned financial statements.

### **Interest of the Subsidiary in our Company**

SSSSPL does not have any interest in our Company's business or any other interests in our Company other than as stated in the chapters "*Our Business*" and "*Related Party Transactions*", on pages 152 and 221, respectively of this Draft Red Herring Prospectus.

### **Amount of accumulated profit/ (losses) not accounted for by our Company**

There are no accumulated profits or losses of our Subsidiary that are not accounted for by our Company in its consolidated financial statements.

### **Other confirmations**

As on date of this Draft Red Herring Prospectus, SSSSPL, (i) is not listed nor has been refused listing on any stock exchange in India or abroad or (ii) has not made any public or rights issue of equity shares in the last three years (iii) has not become a sick company as specified under SICA; or (iv) is not under winding up proceedings, (v) has not become defunct; (vi) has not made an application to the RoC, in the five years preceding from the date of filing this Prospectus with SEBI, for striking off its name or (vii) has not received any significant notes on the financial statements from the auditors.

### **Significant sale or purchase between our Subsidiaries and our Company**

Except as disclosed in "*Related Party Transactions*" on page 221, SSSSPL is not involved in any sales or purchases with our Company where such sales or purchases exceed, in the aggregate of 10% of the total sales or purchases of our Company.

### ***Interest in the properties acquired or proposed to be acquired by our Company***

SSSSPL does not have interest in any property acquired by our Company in the two years preceding the filing of this Draft Red Herring Prospectus or proposed to be acquired by the Company as of the date of this Draft Red Herring Prospectus.

### **Common Pursuits**

SSSSPL is engaged in line of business that is synergistic to our Company. However, there is no conflict of Interest between SSSSPL and our Company.

### **Business interest between our Company and the Subsidiaries**

Except as stated in "*Related Party Transactions*" on page 221, there are no related business transactions of our Company with SSSSPL. For details on the significance of related party transactions on the financial performance of the Company, please see "*Our Business*" and "*Management's Discussion and Analysis of Financial Condition and Results of Operations*" on pages 152 and 386 of this Prospectus, respectively.

### ***Sale or purchase of shares of our Subsidiaries during the last six months***

None of our Promoters, the members of our Promoter Group, or our Directors or their relatives (as defined under the Companies Act 2013) have sold or purchased any equity shares or other specified securities of SSSSPL during the six months immediately preceding the date of this Draft Red Herring Prospectus.

### ***Other confirmations***

SSSSPL has not been prohibited or debarred from accessing the capital markets for any reason by SEBI or any other regulatory or governmental authority. Further, SSSSPL has not been identified as willful defaulter by any bank or financial institution or consortium thereof, in accordance with the guidelines on willful defaulters issued by the RBI.

## OUR MANAGEMENT

### Our Board of Directors

Our Articles of Association require us to have not less than three (3) and not more than fifteen (15) Directors. As on date of this Draft Red Herring Prospectus, we have six Directors on our Board, which includes three executive Directors and three non-executive Independent Directors (including one woman Director).

Set forth below are details regarding our Board as on the date of this Draft Red Herring Prospectus.

Name, Occupation, DIN, Term and Nationality	Designation, Term and	Age (years)	Address	Other Directorship
<b>Papa Reddy Kovvuri</b>  <b>Designation:</b> Chairman and Whole time Director  <b>Occupation:</b> Business  <b>DIN:</b> 01375140  <b>Term:</b> For a term of five years with effect from October 1, 2017  <b>Nationality:</b> Indian		81	3-29, Kacheri Vari Street, Komaripalem, Biccavolu Mandal, East Godavari – 533 346, Andhra Pradesh, India	1. Andhra Sea Products Limited; 2. K.P.R. Egg Products Limited; 3. Sri Sai Swarupa Seeds Private Limited; 4. K.P.R. Industries (India) Limited; 5. K.P.R. Universal Holdings Private Limited; 6. Sri Lakshmi Egg Farming Private Limited
<b>Venkata Mukunda Reddy Karri</b>  <b>Designation:</b> Managing Director  <b>Occupation:</b> Business  <b>DIN:</b> 01574312  <b>Term:</b> For a term of five years with effect from October 1, 2017  <b>Nationality:</b> Indian		56	2-1/1, Ramannapeta,, Komaripalem, Biccavolu Mandal, East Godavari – 533 346, Andhra Pradesh, India	1. Andhra Sea Products Limited; 2. K.P.R. Egg Products Limited; 3. K.P.R. India Private Limited; 4. Sri Chakra Oils & Extraction Private Limited; 5. K.P.R. Industries (India) Limited; 6. K.P.R. Universal Holdings Private Limited; 7. Sri Lakshmi Egg Farming Private Limited
<b>Rajasekhhar Reddy Kovvuri</b>  <b>Designation:</b> Whole time Director and Executive Director  <b>Occupation:</b> Business  <b>DIN:</b> 01808276  <b>Term:</b> For a term of five years with effect from October 1, 2017  <b>Nationality:</b> Indian		40	2-2/3A, Bhagya Nagar, Komaripalem, Biccavolu Mandal, East Godavari – 533 346, Andhra Pradesh, India	1. Sri Sai Swarupa Seeds Private Limited; 2. K.P.R. Industries (India) Limited; 3. K.P.R. Universal Holdings Private Limited; 4. K.P.R. Egg Products Limited; 5. Sri Lakshmi Egg Farming Private Limited
<b>Venkateswara Gannamani</b>  <b>Designation:</b> Non-Executive	<b>Rao</b>	42	54-15-4, Sree Nilayam, Seethamma Dhara, Visakhapatnam (Urban), P&T Colony,	1. Gannamani Pushpa Agro Farms Private Limited 2. Sukshetra Promoters Private Limited



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and Independent Director  
Visakhapatnam – 530003,  
Andhra Pradesh, India

**Occupation:** Professional

**DIN:** 00624612

**Term:** Appointed for a period  
up to May 28, 2022

**Nationality:** Indian

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**Madhavi Vakala** 43 40-5-8C, 1st Floor, Silpa 1. Sri Sai Swaroopa Seeds Private  
Abhisheks Apartment, Limited

**Designation:** Non-Executive  
and Independent Director Moghalrajpuram, Vijayawada  
-520010 Andhra Pradesh,  
India

**Occupation:** Professional

**DIN:** 07982029

**Term:** Appointed as Additional  
Director liable to retire in  
ensuing AGM

**Nationality:** Indian

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**Murali Krishna Waddiparthi** 67 Plot – 8, Sriramnagar  
Colony, Mansoorabad, LB  
Nagar, Hyderabad – 500068,  
Telangana, India NIL

**Designation:** Non-Executive  
and Independent Director

**Occupation:** Professional

**DIN:** 01271559

**Term:** Appointed for a period  
up to June 12, 2018

**Nationality:** Indian

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#### *Relationship between our Directors*

None of our Directors are related to each other except the following:

<b>Name</b>	<b>Related to</b>	<b>Relationship</b>
<b>Papa Reddy Kovvuri</b>	<u>Venkata Mukunda Reddy Karri</u>	Father- in – law
	Rajasekhar Reddy Kovvuri	Grandfather’s brother
<b>Venkata Mukunda Reddy Karri</b>	<u>Papa Reddy Kovvuri</u>	Son- in – law
	Rajasekhar Reddy Kovvuri	Uncle
<b>Rajasekhar Reddy Kovvuri</b>	<u>Papa Reddy Kovvuri</u>	Brother’s grandson
	Venkata Mukunda Reddy Karri	Nephew

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#### *Brief Biographies of our Directors*

**Papa Reddy Kovvuri**, aged 81 years, is the Chairman and Whole-time Director and a Promoter of our Company. He has experience of over four decades in the agricultural business. He has not had a formal education. He has been on the Board since the incorporation of our Company. As the Chairman and Whole-time Director of our Company, he is involved in the overall administration of existing operations of our Company.

**Venkata Mukunda Reddy Karri**, aged 56 years, is the Managing Director and a Promoter of our Company. He holds a Bachelor’s degree in Arts from Andhra University. He has experience of over two decades in the business

of agrochemical industry and related business. He has been on the Board since the incorporation of our Company. As the Managing Director of our Company, he is involved in the business operations and marketing activities of our Company.

**Rajasekhar Reddy Kovvuri**, aged 40 years, is the Whole time Director and Executive Director and a Promoter of our Company. He holds a Bachelor's degree in Science (Computer Science) from University of Madras. He has experience of over a decade in the business of chemical, agrochemical and other related industry. He has been on the Board since the incorporation of our Company. As the Whole time Director of our Company, he is involved in the strategic planning, project implementation, general management and corporate finance of our Company.

**Venkateswara Rao Gannamani**, aged 42 years, is the Non-Executive, Independent Director of our Company. He holds a Bachelor's degree in Commerce from Andhra University. He is a member of the Institute of Chartered Accountants of India. He has over 15 years' experience in accounts, finance, taxation and compliance work. He was appointed as an Additional Director of our Company on May 29, 2017 and regularised on September 29, 2017.

**Madhavi Vakala**, aged 44 years, is the Non-Executive, Independent Director of our Company. She holds a Bachelor's degree in Arts from Nagarjuna University and a Bachelor's degree in Law from Kakatiya University. She is practising as an Advocate with an experience of over 10 years. She was appointed as an Additional Director of our Company on November 20, 2017.

**Muralikrishna Waddiparthi**, aged 67 years, is the Non-Executive, Independent Director of our Company. He holds a Bachelor's degree in Commerce from the Andhra University and a Bachelor's degree in Law from the Osmania University. He has over two decades of experience in the area of corporate affairs. He has been practising law and is a corporate consultant since 2006. He was appointed as an Additional Director of our Company on June 12, 2015 and regularised on August 14, 2015.

### ***Confirmations***

None of our Directors is or was a director of any listed company during the five years immediately preceding the date of filing of this Draft Red Herring Prospectus and until date, whose shares have been or were suspended from being traded on any stock exchange during the term of their directorship in such companies.

None of our Directors is or was a director on any listed company which has been or was delisted from any stock exchange during the term of their directorship in such companies.

None of the Directors have been appointed pursuant to any arrangement or understanding with major shareholders, customers, suppliers or others.

### ***Borrowing Powers of our Board***

Our Articles of Association, subject to applicable law, authorize our Board to raise or borrow money or secure the payment of any sum of money for the purposes of our Company. Our Company has, pursuant to an EGM held on March 31, 2014, resolved that in accordance with the provisions of the Companies Act, 2013, our Board is authorised to borrow, from time to time, any sum or sums of money on such terms and conditions and with or without security as the board of directors may think fit which, together with the moneys already borrowed (apart from temporary loans obtained in the ordinary course of business), may exceed the aggregate of the paid – up capital of our Company and its free reserves, that is to say, reserves not set apart for any specific purpose, provided that the total amount of money/moneys borrowed by the board shall not exceed the limit of ₹ 20,000 million.

### ***Terms of appointment and remuneration of our whole-time Directors***

#### **Papa Reddy Kovvuri**

Papa Reddy Kovvuri was appointed as a Director at the time of incorporation of our Company. Papa Reddy Kovvuri was re-appointed as our Chairman and Whole-time Director pursuant to a Shareholders resolution dated September 29, 2017 for a period of five years with effect from October 1, 2017. Pursuant to the Shareholders' resolution dated September 29, 2017, Papa Reddy Kovvuri is entitled to a remuneration of ₹ 0.50 million per month. Papa Reddy Kovvuri is entitled to perquisites as may be decided by the Board, in compliance with applicable laws.

## Venkata Mukunda Reddy Karri

Venkata Mukunda Reddy Karri was appointed as a Director at the time of incorporation of our Company. Venkata Mukunda Reddy Karri was re-appointed as our Managing Director pursuant to a Shareholders resolution dated September 29, 2017 for a period of five years with effect from October 1, 2017. Pursuant to the Shareholders' resolution dated September 29, 2017, Venkata Mukunda Reddy Karri is entitled to a remuneration of ₹ 0.50 million per month. Venkata Mukunda Reddy Karri is entitled to perquisites as may be decided by the Board, in compliance with applicable laws.

## Rajasekhar Reddy Kovvuri

Rajasekhar Reddy Kovvuri was re-appointed as our Whole-time Director designated as Executive Director pursuant to a Shareholders resolution dated September 29, 2017 for a period of five years with effect from October 1, 2017. Pursuant to the Shareholders' resolution dated September 29, 2017, Rajasekhar Reddy Kovvuri is entitled to a remuneration of ₹ 0.50 million per month. Rajasekhar Reddy Kovvuri is entitled to perquisites as may be decided by the Board, in compliance with applicable laws.

### *Sitting Fees*

As per the resolution of our Board dated June 12, 2015, the sitting fee payable to each of our non-executive Directors for attending each meeting of our Board is ₹20,000 and for attending each meeting of all other committees of our Board is ₹ 10,000.

### *Payment or benefit to Directors of our Company*

Except as disclosed in this Draft Red Herring Prospectus, no amount or benefit has been paid or given within the two preceding years or is intended to be paid or given to any of the executive Directors except the normal remuneration for services rendered as a Director of our Company.

The sitting fees/other remuneration paid to our Directors in Fiscal 2017 are as follows:

#### **1. Remuneration to Executive Directors:**

The remuneration paid to the Executive Directors in the Fiscal 2017 is as follows:

		<i>(₹ in million)</i>
<b>Sr. No.</b>	<b>Name of Director</b>	<b>Remuneration</b>
1.	Papa Reddy Kovurri	4.80
2.	Venkata Mukunda Reddy Karri	4.80
3.	Rajasekhar Reddy Kovvuri	4.80

#### **2. Remuneration to Non-Executive Directors:**

The details of the sitting fees paid to the Non-Executive Directors in Fiscal 2017 are as follows:

		<i>(₹ in million)</i>
<b>Sr. No.</b>	<b>Name of Director</b>	<b>Sitting Fees</b>
1.	Srinivasan Raghavachari*	0.14
2.	Jyothi Prasad*	0.06
3.	Muralikrishna Waddiparthi	0.08

\* Resigned from the post of Independent Director of the Company with effect from May 20, 2017;

\* Resigned from the post of Independent Director of the Company with effect from March 8, 2017;

### *Compensation paid to our Directors by our Subsidiary*

No remuneration was paid, or is payable, to the Directors of our Company by our Subsidiary in the Fiscal 2017.

### *Service Contracts entered into with the Directors*

Our Company has not entered into any service contracts, pursuant to which, the Directors are entitled to benefits upon termination of employment.

### *Loans to Directors*

There are no loans that have been availed by the Directors from our Company that are outstanding as of the date of this Draft Red Herring Prospectus.

Other than as disclosed in the chapter titled “*Financial Statements*” on page 223 of this Draft Red Herring Prospectus, none of the beneficiaries of loans and advances and sundry debtors are related to the key management personnel.

### ***Corporate Governance***

The provisions of the SEBI Listing Regulations and the Companies Act with respect to corporate governance will be applicable to us immediately upon the listing of our Equity Shares on the Stock Exchanges.

We are in compliance with the requirements of the applicable regulations, including the SEBI Listing Regulations, Companies Act and the SEBI ICDR Regulations, in respect of corporate governance including constitution of our Board and Committees thereof. Our corporate governance framework is based on an effective independent Board, separation of the Board’s supervisory role from the executive management team and constitution of the Board Committees, as required under law.

Our Board is constituted in compliance with the provisions of the Companies Act and the SEBI Listing Regulations and our Company undertakes to take all necessary steps to continue to comply with all the requirements of the SEBI Listing Regulations and the Companies Act. Our Board functions either directly, or through various committees constituted to oversee specific operational areas.

As on date of this Draft Red Herring Prospectus, our Board has six Directors, comprising three executive Directors and three non – executive and Independent Directors (including one women director).

### ***Committees of our Board***

Our Board has constituted following committees in accordance with the requirements of the Companies Act and SEBI Listing Regulations:

- a) Audit committee;
- b) Stakeholders’ relationship committee;
- c) Nomination and remuneration committee;
- d) Corporate social responsibility committee; and
- e) Risk management committee;

In addition to the above, our Company has also constituted an IPO committee.

Details of each of these committees are as follows:

#### ***a. Audit committee***

Our audit committee was constituted pursuant to resolution of our Board dated March 29, 2009. Pursuant to a resolution of our Board dated March 16, 2015; June 12, 2015; May 29, 2017 the audit committee was reconstituted. Further, pursuant to a resolution of our Board dated November 20, 2017, the audit committee was reconstituted. The audit committee comprises of the following:

<b>Sr. No.</b>	<b>Name of Member</b>	<b>Designation</b>	<b>Nature of Directorship</b>
1.	Venkateswara Rao Gannamani	Chairman	Non-Executive and Independent Director
2.	Madhavi Vakala	Member	Non-Executive and Independent Director
3.	Rajasekhar Reddy Kovvuri	Member	Whole time Director and Executive Director

The Company Secretary shall act as the secretary of the audit committee.

The scope, functions and the terms of reference of our audit committee, is in accordance with Section 177 of the Companies Act, 2013 and Regulation 18 of the SEBI Listing Regulations and approved by our Board pursuant to its resolution dated November 28, 2015. Below are the scope, functions and the terms of reference of our audit committee:

#### ***A. Powers of audit committee***

The audit committee shall have the following powers:

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

**B. Role of the audit committee**

The role of the audit committee shall include the following:

- (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) Recommendation for appointment, remuneration and terms of appointment of auditors of the Company;
- (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 and auditor's report thereon before submission to the board for approval, with particular reference to:
  - a. 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;
  - b. changes, if any, in accounting policies and practices and reasons for the same;
  - c. major accounting entries involving estimates based on the exercise of judgment by management;
  - d. significant adjustments made in the financial statements arising out of audit findings;
  - e. compliance with listing and other legal requirements relating to financial statements;
  - f. disclosure of any related party transactions;
  - g. modified opinion(s) in the draft audit report;
- (5) Reviewing, with the management, the quarterly 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, rights issue, preferential issue, etc.), the statement of funds utilized for purposes other than those stated in the offer document / prospectus / notice and the report submitted by the monitoring agency monitoring the utilization of proceeds of a public or rights issue, and making appropriate recommendations to the board to take up steps in this matter;
- (7) Reviewing and monitoring the auditor's independence and 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 of 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 review the functioning of the whistle blower mechanism;
- (19) Approval of appointment of chief financial officer after assessing the qualifications, experience and background, etc. of the candidate;
- (20) Carrying out any other function as is mentioned in the terms of reference of the audit committee.

Further, the audit committee shall mandatorily review the following information:

- (1) Management discussion and analysis of financial condition and results of operations;
- (2) Statement of significant related party transactions (as defined by the audit committee), submitted by management;
- (3) Management letters / letters of internal control weaknesses issued by the statutory auditors;
- (4) Internal audit reports relating to internal control weaknesses; and

- (5) Appointment, removal and terms of remuneration of the chief internal auditor shall be subject to review by the audit committee.
- (6) statement of deviations:
  - a. Quarterly statement of deviation(s) including report of monitoring agency, if applicable, submitted to stock exchange(s) in terms of Regulation 32(1) of the SEBI Listing Regulations.
  - b. Annual statement of funds utilized for purposes other than those stated in the offer document/prospectus/notice in terms of Regulation 32(7) the SEBI Listing Regulations.

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

**b. Stakeholders' relationship committee**

Our stakeholders' relationship committee was constituted pursuant to resolution of our Board dated March 16, 2015. Further, pursuant to a resolution of our Board dated November 20, 2017, the stakeholders' relationship committee was reconstituted. The stakeholders' relationship committee comprises of the following:

Sr. No.	Name of Member	Designation	Nature of Directorship
1.	MadhaviVakala	Chairman	Non-Executive and Independent Director
2.	Venkata Mukunda Reddy Karri	Member	Managing Director
3.	Rajasekhar Reddy Kovvuri	Member	Whole time Director and Executive Director

The Company Secretary shall act as the secretary of the stakeholders' relationship committee.

The scope and function of the stakeholders' relationship committee is in accordance with Section 178 of the Companies Act, 2013 and the SEBI Listing Regulations and approved by our Board pursuant to its resolution dated November 28, 2015. The terms of reference, powers and scope of the stakeholders' relationship committee of our Company include:

1. To look into the redressal of grievances of shareholders, debenture holders and other security holders;
2. To investigate complaints relating to allotment of shares, approval of transfer or transmission of shares;
3. To consider and resolve the grievances of the security holders of the company including complaints related to transfer of shares, non-receipt of balance sheet, non-receipt of declared dividends; and
4. To carry out any other function as prescribed under the SEBI Listing Regulations as and when amended from time to time.

The quorum of the meeting shall be either two members or one third of the members of the committee whichever is greater.

**c. Nomination and remuneration committee**

Our nomination and remuneration committee was constituted pursuant to resolution of our Board dated June 12, 2015 and reconstituted on May 29, 2017. Further, pursuant to a resolution of our Board dated November 20, 2017, the nomination and remuneration committee was reconstituted. The nomination and remuneration committee comprises of the following:

Sr. No.	Name of Member	Designation	Nature of Directorship
1.	Venkateswara Rao Gannamani	Chairman	Non-Executive and Independent Director
2.	Muralikrishna Waddiparthi	Member	Non-Executive and Independent Director
3.	MadhaviVakala	Member	Non-Executive and Independent Director

The Company Secretary shall act as the secretary of the nomination and remuneration committee.

The scope and function of the nomination and remuneration committee is in accordance with Section 178 of the Companies Act, 2013 and SEBI Listing Regulations and approved by our Board pursuant to its resolution dated November 28, 2015. Set forth below are the terms of reference, powers and role of our nomination and remuneration committee:

1. Formulation of the criteria for determining qualifications, positive attributes and independence of a director and recommend to the board of directors a policy relating to, the remuneration of the directors, Key Managerial Personnel and other employees;

2. The level and composition of remuneration is reasonable and sufficient to attract, retain and motivate directors of the quality required to run the company successfully;
3. Formulation of criteria for evaluation of performance of independent directors and the board of directors;
4. Devising a policy on diversity of board of directors;
5. 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;
6. To extend or continue the term of appointment of the independent director, on the basis of the report of performance evaluation of independent directors.

The quorum of the meeting shall be either two members or one third of the members of the committee whichever is greater.

**d. Corporate social responsibility committee**

Our corporate social responsibility committee was constituted pursuant to resolution of our Board dated March 16, 2015. Pursuant to a resolution of our Board dated June 12, 2015, the corporate social responsibility committee was reconstituted. Further, pursuant to a resolution of our Board dated November 20, 2017, the corporate social responsibility committee was reconstituted. The corporate social responsibility committee comprises of the following:

Sr. No.	Name of Member	Designation	Nature of Directorship
1.	Papa Reddy Kovvuri	Chairman	Chairman and Whole time Director
2.	Rajasekhar Reddy Kovvuri	Member	Whole time Director and Executive Director
3.	Madhavi Vakala	Member	Non-Executive and Independent Director

The Company Secretary shall act as the secretary of the corporate social responsibility committee.

The terms of reference, powers and scope of the corporate social responsibility committee of our Company is in accordance with Section 135 of the Companies Act, 2013. The terms of reference of the Corporate Social Responsibility Committee include the following

To formulate and recommend to the Board, a corporate social responsibility policy which shall indicate the activities to be undertaken by the Company as specified in Schedule VII as amended from time to time;

1. To recommend the amount of expenditure to be incurred on the activities referred to in clause (a) subject to the limit provided under Section 135 of the Companies Act;
2. To monitor the corporate social responsibility policy of our Company from time to time;
3. To institute a transparent monitoring mechanism for implementation of the CSR projects or programs or activities undertaken by the company;
4. Any other matter as the corporate social responsibility committee may deem appropriate after approval of the Board of Directors or as may be directed by the Board of Directors from time to time.

The quorum of the meeting shall be either two members or one third of the members of the committee whichever is greater.

**e. Risk management committee**

Our risk management committee was constituted pursuant to resolution of our Board dated June 12, 2015 passed by the Directors of our Company. Further, pursuant to a resolution of our Board dated May 29, 2017 and November 20, 2017, the risk management committee was reconstituted. The risk management committee comprises of the following:

Sr. No.	Name of Member	Designation	Nature of Directorship
1.	Venkateswara Rao Gannamani	Chairman	Non-Executive and Independent Director
2.	Madhavi Vakala	Member	Non-Executive and Independent Director
3.	Venkata Mukunda Reddy Karri	Member	Managing Director

The Company Secretary shall act as the secretary of the risk management committee.

The terms of reference, powers and role of the risk management committee of our Company include the following:

1. To recommend risk management plan to the Board for implementation;
2. To monitor and review the risk management plan;
3. To lay down procedures to inform Board members about the risk assessment and minimization procedures;
4. To develop and implement the risk management policy for the company, identification therein of elements of risk, if any, which in the opinion of the Board may threaten the existence of the company; and
5. To perform such other functions which are appropriate and necessary to manage the risk.

*f. IPO committee*

The IPO committee was constituted pursuant to resolution of our Board dated August 14, 2015 passed by the Directors of our Company. Further, pursuant to a resolution of our Board dated November 20, 2017, the IPO committee was reconstituted. The IPO committee comprises of the following:

<b>Sr. No.</b>	<b>Name of Member</b>	<b>Designation</b>	<b>Nature of Directorship</b>
1.	Venkata Mukunda Reddy Karri	Chairman	Managing Director
2.	Rajasekhar Reddy Kovvuri	Member	Whole time Director and Executive Director
3.	Madhavi Vakala	Member	Non-Executive and Independent Director

The Company Secretary shall act as the secretary of the IPO committee.

The terms of reference, powers and role of the IPO committee include the following:

1. to issue, offer and allot the Equity Shares, and to do other matters in connection with or incidental to the IPO including the Offer for Sale, including determining the anchor investor (“Anchor Investor”) portion and allocate such number of Equity Shares to Anchor Investors in accordance with the SEBI ICDR Regulations;
2. authorisation to any director or directors of the Company or other officer or officers of the Company, including by the grant of power of attorney, to do such acts, deeds and things as such authorized person in his/her/its absolute discretion may deem necessary or desirable in connection with the issue, offer and allotment of the Equity Shares;
3. giving or authorising any concerned person to give such declarations, affidavits, certificates, consents and authorities as may be required from time to time;
4. seeking, if required, any approval, consent or waiver from the Company’s lenders, and/or parties with whom the Company has entered into various commercial and other agreements, and/or any/all concerned government and regulatory authorities in India, and/or any other approvals, consents or waivers that maybe required in connection with the issue, offer and allotment of the Equity Shares;
5. deciding the pricing and terms of the Equity Shares, and all other related matters, including the determination of the minimum subscription for the Issue, in accordance with applicable laws;
6. deciding the pricing, the terms of the issue of the Equity Shares, and all other related matters regarding the pre-IPO placement, including the execution of the relevant documents with the investors;
7. taking on record the approval of the offer for sale by the Selling Shareholders;
8. approval of the draft red herring prospectus (“DRHP”), the red herring prospectus (“RHP”) and the prospectus (“Prospectus”) (including amending, varying or modifying the same, as may be considered desirable or expedient) in relation to the IPO including the Offer for Sale as finalized in consultation with the BRLM, in accordance with all applicable laws, rules, regulations and guidelines;
9. seeking the listing of the Equity Shares on any recognised stock exchange, submitting the listing application to such stock exchange and taking all actions that may be necessary in connection with obtaining such listing;
10. finalisation of an arrangement for the submission of the DRHP to be submitted to the SEBI and the Stock Exchange(s) for receiving comments, the RHP and the Prospectus to be filed with the Registrar of Companies, and any corrigendum, amendments supplements thereto;
11. authorisation of the maintenance of a register of holders of the Equity Shares;
12. finalisation of the basis of allotment of the Equity Shares;
13. acceptance and appropriation of the proceeds of the IPO; and
14. to do any other act and/or deed, to negotiate and execute any document(s), application(s), agreement(s), undertaking(s), deed(s), affidavits, declarations and certificates, and/or to give such direction as it deems fit or as may be necessary or desirable with regard to the IPO.
15. to decide on the actual size (including any reservation for employees, employees or shareholders of promoting companies/ group companies and/or any other reservations or firm allotments as may be permitted), timing, pricing, reservation and discounts, if any, and all the terms and conditions of the issue of the Equity Shares for the IPO, including the price, and to accept any amendments, modifications, variations or alterations thereto;



16. to invite the existing shareholders of the Company to participate in the IPO to offer for sale Equity Shares held by them at the same price as in the IPO;
17. to finalise, settle, execute and deliver or arrange the delivery of the syndicate agreement, underwriting agreement, escrow agreement and all other documents, deeds, agreements, memorandum of understanding and other instruments whatsoever with the registrar to the IPO, legal advisors, auditors, stock exchanges, BRLM and any other agencies/intermediaries in connection with the IPO with the power to authorise one or more officers of the Company to execute all or any of the afore stated documents;
18. to finalise, settle, approve and adopt the Draft Red Herring Prospectus, the Red Herring Prospectus, the Prospectus, and the preliminary and final international wrap for the IPO and take all such actions as may be necessary for filing of these documents including incorporating such alterations/corrections/ modifications as may be required by SEBI or any other relevant governmental and statutory authorities;
19. to make applications, if necessary, to the Foreign Investment Promotion Board, the Reserve Bank of India or to any other statutory or governmental authorities in connection with the IPO and, wherever necessary, incorporate such modifications/ amendments/ alterations/ corrections as may be required in the Draft Red Herring Prospectus, the Red Herring Prospectus and the Prospectus;
20. to open and operate bank account(s) of the Company in terms of the escrow agreement for handling of refunds for the IPO and to authorise one or more officers of the Company to execute all documents/deeds as may be necessary in this regard;
21. to approve code of conduct as may be considered necessary by the IPO Committee or as required under applicable laws, regulations or guidelines for the Board, officers of the Company and other employees of the Company;
22. to approve a suitable policy on insider trading as required under applicable laws, regulations and guidelines;
23. to seek, if required, the consent of the Company's lenders, parties with whom the Company has entered into various commercial and other agreements, and any other consents that may be required in connection with the IPO, if any;
24. approving any corporate governance requirement that may be considered necessary by the Board or the IPO Committee or as may be required under applicable laws, regulations or guidelines in connection with the IPO;
25. to open and operate bank accounts of the Company in terms of Section 40(3) of the Companies Act, 2013 and to authorise one or more officers of the Company to execute all documents/deeds as may be necessary in this regard;
26. to determine and finalise the floor price/price band for the IPO, approve the basis for allocation and confirm allocation of the Equity Shares to various categories of persons as disclosed in the Draft Red Herring Prospectus, the Red Herring Prospectus and the Prospectus, in consultation with the BRLM and do all such acts and things as may be necessary and expedient for, and incidental and ancillary to, the IPO;
27. to issue receipts/allotment letters/confirmation of allocation notes either in physical or electronic mode representing the underlying Equity Shares in the capital of the Company with such features and attributes as may be required and to provide for the tradability and free transferability thereof as per market practices and regulations, including listing on one or more Indian stock exchange(s), with power to authorise one or more officers of the company to sign all or any of the afore stated documents;
28. to make applications for listing of the shares in one or more Indian stock exchange(s) for listing of the Equity Shares of the Company and to execute and to deliver or arrange the delivery of necessary documentation to the concerned stock exchange(s);
29. to do all such deeds and acts as may be required to dematerialize the Equity Shares of the Company and to sign and/or modify, as the case may be, agreements and/or such other documents as may be required with National Securities Depository Limited, Central Depository Services (India) Limited, registrar and transfer agents and such other agencies, as may be required in this connection with power to authorise one or more officers of the Company to execute all or any of the afore stated documents;
30. to authorize and approve the incurring of expenditure and payment of fees, commissions, remuneration and expenses in connection with the IPO;
31. to do all such acts, deeds, matters and things and execute all such other documents, etc. as it may, in its absolute discretion, deem necessary or desirable for such purpose, including without limitation, determine the anchor investor portion and allocation to anchor investors, finalise the basis of allocation and to allot the shares to the successful allottees as permissible in law, issue of share certificates in accordance with the relevant rules;
32. to settle all questions, difficulties or doubts that may arise in regard to such issues or allotment as it may, in its absolute discretion deem fit;
33. to take such action, give such directions, as may be necessary or desirable as regards the IPO and to do all such acts, matters, deeds and things, including but not limited to the allotment of Equity Shares against the valid applications received in the IPO, as are in the best interests of the Company;
34. to execute and deliver any and all other documents or instruments and doing or causing to be done any and all acts or things as the IPO committee may deem necessary, appropriate or advisable in order to carry out

the purposes and intent of the foregoing or in connection with the IPO and any documents or instruments so executed and delivered or acts and things done or caused to be done by the IPO committee shall be conclusive evidence of the authority of the IPO committee in so doing; and

35. to delegate any power (s) specified herein to any Director/ KMP/Officer of the company for any specific purpose.

### ***Shareholding of Directors in our Company***

As on date of filing of this Draft Red Herring Prospectus, except as stated below, none of our other Directors hold any Equity Shares of our Company:

<b>Name of Director</b>	<b>Number of Equity Shares (pre – Issue)</b>	<b>Percentage</b>
Papa Reddy Kovvuri	336,840	0.39%
Venkata Mukunda Reddy Karri	566,260	0.66%
Rajasekhar Reddy Kovvuri	556,240	0.65%

### ***Shareholding of Directors in our Subsidiary***

As on date of this Draft Red Herring Prospectus, our Directors hold the following number of equity shares of SSSSPL, our Subsidiary:

<b>Name of Director</b>	<b>Number of Equity Shares</b>
Papa Reddy Kovvuri*	10
Venkata Mukunda Reddy Karri*	10
Rajasekhar Reddy Kovvuri*	10

\*K.P.R. Agrochem Limited holds the beneficial interest in such shares.

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

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, if any, payable to them. For details of remuneration paid to our Directors, see “*Terms of appointment and remuneration of our whole-time Directors*” above.

Our Directors have no interest in the promotion of our Company other than in the ordinary course of business. Our Directors may also be regarded as interested to the extent of Equity Shares held by them in our Company, if any, details of which have been disclosed above under the heading “*Shareholding of Directors in our Company*”. All of our Directors may also be deemed to be interested to the extent of any dividend payable to them and other distributions in respect of the Equity Shares. Our Directors, other than the executive Directors, may also be deemed to be interested to the extent of sitting fee payable to them.

Our Directors may also be interested to the extent of Equity Shares, if any, 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 this Issue.

Except as stated above and in the “*Related Party Transactions*” on page 221 of this Draft Red Herring Prospectus, our Directors do not have any other interest in the business of our Company.

### ***Interest as to Property***

Our Directors confirm that they have no interest in any property acquired by our Company during the last two years from the date of filing of this Draft Red Herring Prospectus or any property proposed to be purchased by our Company.

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

None of our Directors are a party to any bonus or profit sharing plan.

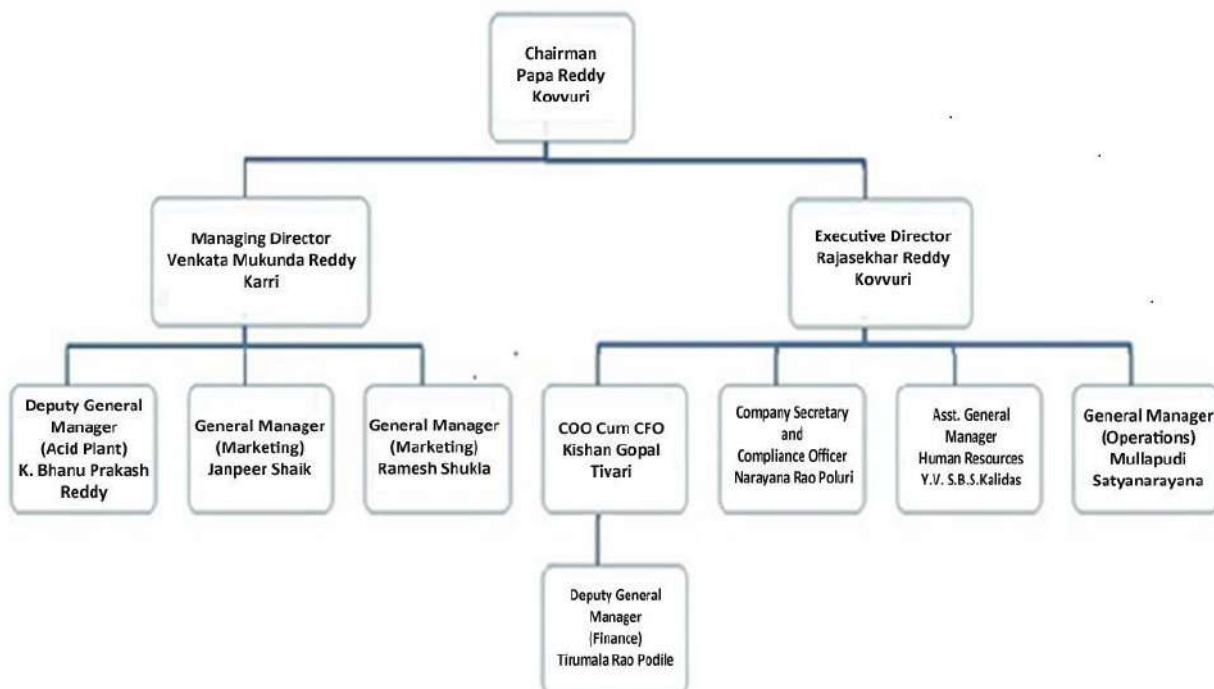
### ***Changes in our Board during the Last Three Years***

Except as disclosed below, there have been no changes in our Board during the last three years.

Name of Director	Date of Appointment	Date of Cessation	Reason
Muralikrishna Waddiparthi	June 12, 2015	-	Appointed as an additional director and regularised on August 14, 2015
Srinivasan Raghavachari	March 16, 2015	-	Appointed as an additional director and regularised on August 14, 2015
Jyothi Prasad	March 16, 2015	-	Appointed as an additional director and regularised on August 14, 2015
Jyothi Prasad	-	March 8, 2017	Resigned due to pre-occupation
Padmaja Nandigana	March 21, 2017	-	Appointed as an Additional Director and regularised on September 29, 2017
Srinivasan Raghavachari	-	May 20, 2017	Resigned due to pre-occupation
Venkateswara Rao Gannamani	May 29, 2017	-	Appointed as an Additional Director and regularised on September 29, 2017
Padmaja Nandigana	-	November 20, 2017	Resigned due to pre-occupation
Madhavi Vakala	November 20, 2017	-	Appointed as an Additional Director

### Management Organization Structure

Set forth is the organization structure of our Company:



### Our Key Managerial Personnel

Set forth below are the details of our Key Managerial Personnel in addition to our executive Directors as on the date of filing of this Draft Red Herring Prospectus.

**Kishan Gopal Tivari**, aged 45 years, is the Chief Operating Officer cum Chief Financial Officer of our Company. He holds a Bachelor's degree in Commerce from Madras University. He has over 14 years of experience in finance, accounts & business operations. He joined Sri Lakshmi Poultry Complex as Manager (Finance) on April 14, 2003. Subsequently he worked with our Company as the chief operating officer from November 18, 2007 to February 28, 2015. He has rejoined our Company on September 1, 2016 as Chief Operating Officer and was further appointed as Chief Operating Officer cum Chief Financial Officer on September 9, 2017. He is responsible for the management of the financial aspects & business operations of our Company. He received a gross remuneration of ₹ 0.84 million in Fiscal 2017.

**Narayana Rao Poluri**, aged 79 years, is the Company Secretary and Compliance Officer of our Company. He holds a Bachelor's degree in Arts and Bachelor's degree in Law from Osmania University. He holds a Bachelor's degree in Commerce from Andhra University and Master's degree in Commerce from Sri Venkateswara

University. He is a member of the Institute of Company Secretaries of India and the Institute of Cost and Works Accountants of India. He has over 40 years of experience in accounts, finance and compliance work. He joined our Company on September 30, 2010 as a Company Secretary and Chief Financial Officer and currently holds the designation of Company Secretary and Compliance Officer. Prior to joining our Company, he worked with The Andhra Pradesh Paper Mills Limited and Coastal Papers Limited. He is currently responsible for handling secretarial matters in our Company. He received a gross remuneration of ₹ 1.07 million in Fiscal 2017.

**Tirumala Rao Podile**, aged 37 years, is the Deputy General Manager (Finance) of our Company. He holds a Bachelor's degree in Commerce and Master's degree in Commerce from Nagarjuna University. He has over 16 years of experience in accounts, finance and compliance work. He joined our Company on June 1, 2016 as Manager – Accounts. Prior to joining our Company, he worked with K.P.R. Industries (India) Limited, Kumar & Giri Chartered Accountants and LR Subba Reddy & Co Chartered Accountants. He is currently responsible for handling financial & accounting matters in our Company. He received a gross remuneration of ₹ 0.87 million in Fiscal 2017.

**Y. V. S. B. S. Kalidas**, aged 54 years, is the Assistant General Manager (Human Resources) of our Company. He holds a Bachelor's degree in Commerce from Andhra University. He holds a Diploma in Labour Laws with Administrative Laws from Annamalai University and a Diploma in Industrial Relations and Personnel Management from Bhartiya Vidya Bhavan. He has over 22 years of experience in human resources management. He joined our Company on June 27, 2009 as a Manager (Human Resources) and currently holds the designation of Assistant General Manager (Human Resources). Prior to joining our Company, he worked with Godavari Ceramics Limited, Triveni Glass Limited, Sri Luxmi Tulasi Agro Paper (Private) Limited, Silica Ceramica (Private) Limited, Balabalajee Textiles Limited and Naturol Bioenergy Limited. He is currently responsible for human resources and administrative functions in our Company. He received a gross remuneration of ₹ 0.74 million in Fiscal 2017.

**Mullapudi Satyanarayana**, aged 54 years, is the General Manager (Operations) of our Company. He holds a Bachelor's degree in Science from Andhra University and a Master's degree in Science (Chemistry) from Kalinga University. He has approximately 32 years of experience in Agrochemical Sector. He joined our Company on September 4, 2012 as General Manager (Operations) of our Company. Prior to joining our Company, he worked with Venkatarama Chemicals Limited, Inter Labs (India) Private Limited and Vensa Laboratories Private Limited. He is currently responsible for operation of our manufacturing facility at Koppal. He received a gross remuneration of ₹ 1.26 million in Fiscal 2017.

**K Bhanu Prakash Reddy**, aged 46 years, is the Deputy General Manager (Acid Plant) of our Company. He holds a Bachelor's degree in Chemical Engineering from Bangalore University. He has over 15 years of experience in chemical industry. He joined our Company on December 1, 2008 as a Process Manager and currently holds the designation of Deputy General Manager (Acid Plant). Prior to joining our Company, he worked with Sree Rayalaseema Hi-Strength Hypo Limited. He is currently responsible for operations of Acid Plant of our Company. He received a gross remuneration of ₹ 1.23 million in Fiscal 2017.

**Janpeer Shaik**, aged 63 years, is the General Manager (Marketing) of our Company. He holds a Bachelor's degree in Commerce from Andhra University. He has over 30 years of experience in sales and marketing. He joined our Company on January 2, 2007 as a marketing executive and currently holds the designation of General Manager (Marketing). Prior to joining our Company, he was working with Mega Chemicals and Fertilisers. He is currently responsible for marketing of our products. He received a gross remuneration of ₹ 1.73 million in Fiscal 2017.

**Ramesh Shukla**, aged 48 years, is the General Manager (Marketing) of our Company. He holds a Diploma in Technical from the Institute of Engineers (India). He has over 20 years of experience in supply chain management. He joined our Company on February 1, 2009 as a General Manager (Marketing). Prior to joining our Company, he worked with Brindavan Phosphates Private Limited. He is currently responsible for marketing and distribution of our products. He received a gross remuneration of ₹ 1.08 million in Fiscal 2017.

All our Key Managerial Personnel are permanent employees of our Company.

***Relationship of Key Managerial Personnel with our Directors, Promoters and / or other Key Managerial Personnel***

Except as stated below, none of our Key Managerial Personnel are related to each other or to our Promoters or to any of our Directors.

Name	Related to	Relationship
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<b>Name</b>	<b>Related to</b>	<b>Relationship</b>
<b>Papa Reddy Kovvuri</b>	Venkata Mukunda Reddy Karri	Father- in – law
	Rajasekhar Reddy Kovvuri	Grandfather’s brother
<b>Venkata Mukunda Reddy Karri</b>	Papa Reddy Kovvuri	Son- in – law
	Rajasekhar Reddy Kovvuri	Uncle
<b>Rajasekhar Reddy Kovvuri</b>	Papa Reddy Kovvuri	Brother’s grandson
	Venkata Mukunda Reddy Karri	Nephew

#### ***Shareholding of the Key Managerial Personnel***

Except as stated below, as on date of this Draft Red Herring Prospectus, none of our Key Managerial Personnel hold any Equity Shares of our Company.

<b>Name of Director</b>	<b>Number of Equity Shares</b>	<b>Percentage (in %)</b>
Papa Reddy Kovvuri	336,840	0.39%
Venkata Mukunda Reddy Karri	566,260	0.66%
Rajasekhar Reddy Kovvuri	556,240	0.65%

#### ***Bonus or Profit Sharing Plan for our Key Managerial Personnel***

None of our Key Managerial Personnel are a party to any bonus or profit sharing plan.

#### ***Interest of Key Managerial Personnel***

Except our Executive Directors, none of our Key Managerial Personnel have any interest in our Company or Subsidiary other than to the extent of the remuneration or benefits to which they are entitled to from our Company and reimbursement of expenses incurred by them during the ordinary course of business, as per their terms of appointment.

#### ***Changes in Key Managerial Personnel in the Last Three Years***

Set forth below are the changes in our Key Managerial Personnel in the last three years immediately preceding the date of filing of this Draft Red Herring Prospectus:

<b>Name</b>	<b>Designation</b>	<b>Date of change</b>	<b>Reason</b>
V Visweswara Rao	CFO	May 10, 2014	Appointment
		May 31, 2015	Resignation due to personal reasons
Narayana Rao Poluri	CFO	June 12, 2015	Appointment
		July 17, 2015	Resignation
Bojjireddy Satyanarayana Reddy	CFO	August 13, 2015	Appointment
Bojjireddy Satyanarayana Reddy	CFO	August 31, 2017	Resignation
Kishan Gopal Tivari	COO	February 28, 2015	Resignation due to personal reasons
Kishan Gopal Tivari	COO	September 1, 2016	Appointment
Kishan Gopal Tivari	COO cum CFO	September 9, 2017	Appointment as COO cum CFO

#### ***Employees’ Stock Option Plan***

As on date of this Draft Red Herring Prospectus, our Company does not have any employee stock option plan or purchase schemes for our employees.

#### ***Payment or Benefit to officers of our Company***

Except as stated otherwise in this Draft Red Herring Prospectus and any statutory payments made by our Company, no non-salary amount or benefit has been paid, in two preceding years, or given or is intended to be paid or given to any of our Company’s officers except remuneration of services rendered as Directors, officers or employees of our Company.

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

superannuation. Contributions are made regularly by our Company towards provident fund and employee state insurance.

***Loans taken by Directors/Key Management Personnel***

Our Company has not granted any loans to the Directors and/or Key Management Personnel as on the date of this Draft Red Herring Prospectus.

***Arrangements and Understanding with Major Shareholders***

None of our Key Managerial Personnel or Directors have been appointed pursuant to any arrangement or understanding with our major shareholders, customers, suppliers or others.

## OUR PROMOTERS, PROMOTER GROUP AND GROUP ENTITIES

### A. OUR PROMOTERS

Our Promoters are Papa Reddy Kovvuri, Venkata Mukunda Reddy Karri, Rajasekhar Reddy Kovvuri, Satyanarayana Reddy Kovvuri (S/o. Veera Raghava Reddy Kovvuri), Satyanarayana Reddy Kovvuri (S/o. Ramachandra Reddy Kovvuri) and Cresco Technology LLP. Our Promoters currently hold 24,488,360 Equity Shares, constituting 28.65% of our pre-Issue issued, subscribed and paid-up equity share capital of our Company.

#### Details of our individual Promoters



#### PAPA REDDY KOVVURI

Papa Reddy Kovvuri, aged 81 years, is the Chairman and Whole time Director of our Company.

**Driving license number:** Not available  
**Voter identification number.:** BBW1978311

**Address:** 3-29, Kacheri Vari Street, Komaripalem, Biccavolu Mandal, East Godavari – 533 346, Andhra Pradesh, India.

For further details of his education, experience, positions / posts held in the past and other directorships and special achievements, see the chapter “*Our Management*” on page 191 of this Draft Red Herring Prospectus.



#### VENKATA MUKUNDA REDDY KARRI

Venkata Mukunda Reddy Karri, aged 56 years, is the Managing Director of our Company.

**Driving license number:** Not available  
**Voter identification number:** AP/8/50/111273

**Address:** 2-1/1, Ramannapeta, Komaripalem, Biccavolu, East Godavari – 533 346, Andhra Pradesh, India.

For further details of his education, experience, positions / posts held in the past and other directorships and special achievements, see the chapter “*Our Management*” on page 191 of this Draft Red Herring Prospectus.



#### RAJASEKHAR REDDY KOVVURI

Rajasekhar Reddy Kovvuri, aged 40 years, is the Whole time Director and Executive Director of our Company.

**Driving license number:** AP00520160006227  
**Voter identification number:** BBW1936889

**Address:** 2-2/3A, Bhagya Nagar, Komaripalem, Biccavolu Mandal, East Godavari – 533 346, Andhra Pradesh, India

For further details of his education, experience, positions / posts held in the past and other directorships and special achievements, see the chapter “*Our Management*” on page 191 of this Draft Red Herring Prospectus.

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**SATYANARAYANA REDDY KOVVURI (S/O. RAMACHANDRA REDDY KOVVURI)**

Satyanarayana Reddy Kovvuri, aged 39 years, is a promoter of our Company. He has done his Master's in Business Administration from Maharishi Institute of Management, Hyderabad. He looks after the affairs of Sri Kodandarama Boiled and Raw Rice Mills.

**Driving license number:**Not available  
**Voter identification number:** BBW1214949

**Address:**2-1-1/1, Bhagyanagar Street, Komaripalem, East Godavari – 533346, Andhra Pradesh, India.



**SATYANARAYANA REDDY KOVVURI (S/O. VEERA RAGHAVA REDDY KOVVURI)**

Satyanarayana Reddy Kovvuri, aged 50 years, is a promoter of our Company. He has passed matriculation and looks after the affairs of Sri Kodandarama Boiled and Raw Rice Mills.

**Driving license number:**DLRAP0051592117  
**Voter identification number:** BBW1937291

**Address:** 5-107, Aravindan Gari Veedi, Komaripalem, East Godavari – 533346, Andhra Pradesh, India

Our Company confirms that the permanent account number, bank account number and passport number of our individual Promoters shall be submitted to the Stock Exchanges at the time of filing this Draft Red Herring Prospectus.

**Relation between our individual Promoters**

<b>Name</b>	<b>Relationship</b>
<b>Papa Reddy Kovvuri</b>	Father -in – law of Venkata Mukunda Reddy Karri, grandfather's brother of Rajasekhar Reddy Kovvuri, father's brother of Satyanarayana Reddy Kovvuri (s/o. Veera Raghava Reddy Kovvuri) and grandfather's brother of Satyanarayana Reddy Kovvuri (s/o. Ramachandra Reddy Kovvuri).
<b>Venkata Mukunda Reddy Karri</b>	Son- in – law of Papa Reddy Kovvuri and uncle of Rajasekhar Reddy Kovvuri, brother -in – law of Satyanarayana Reddy Kovvuri (s/o. Veeraraghava Reddy Kovvuri) and uncle of Satyanarayana Reddy Kovvuri (s/o. Ramachandra Reddy Kovvuri).
<b>Rajasekhar Reddy Kovvuri</b>	Brother's grandson of Papa Reddy Kovvuri, nephew of Venkata Mukunda Reddy Karri, brother's son of Satyanarayana Reddy Kovvuri (s/o. Veeraraghava Reddy) and cousin of Satyanarayana Reddy Kovvuri (s/o. Ramachandra Reddy Kovvuri).
<b>Satyanarayana Reddy Kovvuri (S/o. Ramachandra Reddy Kovvuri)</b>	Brother's son of Papa Reddy Kovvuri, brother- in – law of Venkata Mukunda Reddy Karri, father's brother of Rajasekhar Reddy Kovvuri and father's brother of Satyanarayana Reddy (S/o. Veera Raghava Reddy Kovvuri).
<b>Satyanarayana Reddy Kovvuri (S/o. Veera Raghava Reddy Kovvuri)</b>	Brother's grandson of Papa Reddy Kovvuri, nephew of Venkata Mukunda Reddy Kovvuri, cousin of Rajasekhar Reddy, cousin's son of Satyanarayana Reddy Kovvuri (S/o. Ramachandra Reddy Kovvuri).



## Details of our corporate Promoter

### Cresco Technology LLP

Cresco Technology LLP (“**Cresco Technology**”) was incorporated as a private limited company under the Companies Act, 1956, in the name of ‘Cresco Technology Private Limited’ vide a certificate of incorporation dated July 2, 1999 issued by the Assistant Registrar of Companies, NCT of Delhi and Haryana at Delhi under the Companies Act, 1956. Thereafter, the company was converted into a limited liability partnership under the Limited Liability Partnership Act, 2008 and the name of Cresco Technology was subsequently changed to “Cresco Technology LLP” vide certificate of registration on conversion dated September 24, 2015 issued by Registrar, Andhra Pradesh. The LLP identification number of Cresco Technology is AAE-8158.

The registered office of Cresco Technology is situated at Door No. 8-256, Tata Nagar, Balabhadrapuram – 533 343, Andhra Pradesh, India. Satyanarayana Reddy Karri, Satyanarayana Reddy Kovvuri and Venkata Dhanasekhar Reddy Karri are the designated partners of Cresco Technology LLP. Cresco Technology is constituted for manufacturing and trading related activities. However, Cresco Technology has not yet commenced any operations.

Details of Partners of Cresco Technology are as follows:

Sr. No.	Name of the Partners	Partners Capital (In ₹)
1.	Rajasekhar Reddy Kovvuri	5,72,50,000
2.	Satyanarayana Reddy Karri	3,95,00,000
3.	Venkata Dhanasekhar Reddy Karri	3,47,50,000
4.	Satyanarayana Reddy Kovvuri	3,40,00,000
5.	Mangayamma Kovvuri	70,00,000
6.	Vinodha Bala Kovvuri	50,00,000
7.	Jyothirmai Seshukumari Kovvuri	20,00,000
8.	Vijaya Reddy Kovvuri	20,00,000
9.	Surayamma Kovvuri	20,00,000
10.	Vijaya Lakshmi Karri	20,00,000
11.	Sudhatri Kovvuri	15,00,000
12.	Anjana Devi Kovvuri	15,00,000
<b>Total contribution</b>		<b>188,500,000</b>

Key financial parameters for the last five financial years are as follows:

(₹ in Millions)

Particulars	For the year ended March 31, 2017	For the year ended March 31, 2016
Partner’s capital	188.50	188.50
Total income	8.10	-
Net profit/loss	7.32	(160.38)
Reserves and surplus	(146.29)	(146.29)
Partners capital Current A/c	(153.06)	(160.38)

(₹ in Millions)

Particulars	For the year ended March 31, 2015	For the year ended March 31, 2014	For the year ended March 31, 2013
Share capital	188.50	188.50	160.50
Reserves and surplus	(154.21)	16.76	11.75
Total income	3.99	26.87	23.47
Profit/ loss after tax	(170.97)	5.01	4.23
Earnings per share (basic and diluted) (₹ per share)	(9.07)	0.27	0.26
Net asset value per share (₹ per share)	1.82	10.89	10.73

There has been no change in the control or management of Cresco Technology LLP in the three years preceding this Draft Red Herring Prospectus.

As on date of this Draft Red Herring Prospectus, Cresco Technology LLP holds 16.20 million Equity Shares in our Company.

Our Company confirms that the permanent account number, bank account number, the registration number of Cresco Technology LLP and the address of the Registrar of Companies where Cresco Technology LLP is registered shall be submitted to the Stock Exchanges at the time of filing of this Draft Red Herring Prospectus.

### **Interest of our Promoters**

#### *Interest in promotion of our Company*

Our Company is promoted by Papa Reddy Kovvuri, Venkata Mukunda Reddy Karri, Rajasekhar Reddy Kovvuri, Satyanarayana Reddy Kovvuri (s/o. Veera Raghava Reddy Kovvuri), Satyanarayana Reddy Kovvuri (s/o. Late Ramachandra Reddy Kovvuri) and Cresco Technology LLP, who hold 336,840 Equity Shares, 566,260 Equity Shares, 556,240 Equity Shares, 3,321,060 Equity Shares, 3,507,960 Equity Shares and 16,200,000 Equity Shares, respectively as of the date of this Draft Red Herring Prospectus.

Some of our Promoters are interested in our Company to the extent of the promotion of our Company and to the extent of their shareholdings and directorships in our Company and the shareholding of their relatives in our Company and the dividend declared and due, if any, and employment related benefits paid by our Company. For further details, see “*Capital Structure*” and “*Our Management*” on pages 68 and 191, respectively. Our promoters may also be interested to the extent of providing personal guarantees for some of the loans taken by our Company. For further details, please see “*Capital Structure - Shareholding of our Promoters and Promoter Group*” on page 68 and “*Related Party Transactions*” on page 221 of this Draft Red Herring Prospectus.

Some of our Promoters are also interested in our Company to the extent of being Executive Directors of our Company and the remuneration and reimbursement of expenses payable to them in such capacities. For further details in this regard, please see “*Our Management*” on page 191 of this Draft Red Herring Prospectus.

#### *Interest in the properties of our Company*

Except as disclosed in the paragraph titled “*Our Properties*” under the chapter titled “*Our Business*” on page 152 of this Draft Red Herring Prospectus, our Promoters do not have any interest in any property acquired by or proposed to be acquired by our Company two years prior to filing of the Draft Red Herring Prospectus. Details in connection with property acquired by our Company from our Promoters in the last two Fiscals, if any, are disclosed in the chapter titled “*Related Party Transactions*” on page 221 of this Draft Red Herring Prospectus.

#### *Interest as members of our Company*

Our Promoters are interested to the extent of their shareholding, the dividend declared in relation to such shareholding, if any, by our Company. For further details in this regard, see the chapter titled “*Capital Structure*” on page 68 of this Draft Red Herring Prospectus.

### **Other Interest**

Our Promoters are not interested in any transaction in acquisition of land or property, construction of building and supply of machinery, or any other contract, agreement or arrangement entered into by the Company and no payments have been made or are proposed to be made in respect of these contracts, agreements or arrangements.

Further, Papa Reddy Kovvuri, Venkata Mukunda Reddy Karri, Rajasekhar Reddy Kovvuri are also director on the board and members of certain Promoter Group entities and may be deemed to be interested to the extent of the payments made by our Company, if any, to these Promoter Group entities.

### **Payment of benefits to our Promoters and Promoter Group during the last two years**

Other than the benefits mentioned in the related party transactions as per AS-18 there has been no payment of any amount of benefits to our Promoters or the members of our Promoter Group during the last two years from the date of this Draft Red Herring Prospectus nor is there any intention to pay or give any benefit to our Promoters or Promoter group as on the date of this Draft Red Herring Prospectus. For further details, please refer to the chapter titled “*Related Party Transactions*” on page 221 of this Draft Red Herring Prospectus.

## Change in Management and control of our Company

There has been no change in management and control of our Company. However, pursuant to resolution dated November 10, 2017 passed by our Board of Directors, two persons namely Satyanarayana Reddy Kovvuri (s/o. Ramachandra Reddy Kovvuri) and Satyanarayana Reddy Kovvuri (s/o. Veera Raghava Reddy Kovvuri), forming part of our Promoter Group were reclassified to be included as Promoters of our Company.

## Litigation involving our Promoters

For details of legal and regulatory proceedings involving our Promoters, see “*Outstanding Litigations and Material Developments*” on page 411.

## Guarantees

Except as stated in the chapters “*Financial Indebtedness*” and “*Related Party Transactions*” on pages 405 and 221, respectively, our Promoters have not given any guarantee to a third party as on the date of this Draft Red Herring Prospectus.

## Other Confirmations

None of our Promoters, Promoter Group (Immediate relatives of our Promoters as defined under sub-clause (zb. ii) sub-regulation (1) Regulation 2 of the SEBI ICDR Regulations) and Group Entities 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 them in the past or are currently pending against them.

Further, none of our Promoters or members of our Promoter Group or any company of which they are promoters, directors or persons in control have been debarred, or restricted from accessing the capital markets for any reasons, by SEBI or any other authorities.

## Details of Companies / Firms from which our Promoters have disassociated

Our Promoters have disassociated from the following companies/firms in last three years.

SR. No.	Name of the Promoter	Company/Firm	Reasons for disassociation
1	Papa Reddy Kovvuri	Aravind Seeds Private Limited	Papa Reddy Kovvuri has gifted his shareholding to his family members
		K.P.R. Chemicals Limited	Papa Reddy Kovvuri has gifted his shareholding to his family members
		K.P.R. India Private Limited	Papa Reddy Kovvuri has gifted his shareholding to his family members
		Mega Encon Private Limited	Papa Reddy Kovvuri alongwith other shareholders have disassociated from Mega Encon Private Limited by selling their entire shareholding in Mega Encon Private Limited to certain individual third parties. Mega Encon Private Limited is not currently engaged in any business activities.
		Sri Lakshmi Egg Farming Private Limited	Papa Reddy Kovvuri has gifted his shareholding to his family members
		K.P.R. Egg Products Limited	Papa Reddy Kovvuri has gifted his shareholding to his family members
		K.P.R. Rice Mill	Papa Reddy Kovvuri has gifted his capital to his family members
2	Venkata Mukunda Reddy Karri	Aravind Seeds Private Limited	Venkata Mukunda Reddy Karri has gifted his shareholding to his family members
		K.P.R. Chemicals Limited	Venkata Mukunda Reddy Karri has gifted his shareholding to his family members
		K.P.R. India Private Limited	Venkata Mukunda Reddy Karri has gifted his shareholding to his family members
		Mega Encon Private Limited	Venkata Mukunda Reddy Karri alongwith other shareholders have disassociated from Mega Encon

			Private Limited by selling their entire shareholding in Mega Encon Private Limited to certain individual third parties. Mega Encon Private Limited is not currently engaged in any business activities.
		Sri Lakshmi Egg Farming Private Limited	Venkata Mukunda Reddy Karri has gifted his shareholding to his family members
		Surya Jyothi Seeds Private Limited	Venkata Mukunda Reddy Karri has gifted his shareholding to his family members
		K.P.R. Egg Products Limited	Venkata Mukunda Reddy Karri has gifted his shareholding to his family members
3	Rajasekhar Reddy Kovvuri	Aravind Seeds Private Limited	Rajasekhar Reddy Kovvuri has gifted his shareholding to his family members
		K.P.R. Chemicals Limited	Rajasekhar Reddy Kovvuri has gifted his shareholding to his family members
		K.P.R. India Private Limited	Rajasekhar Reddy Kovvuri has gifted his shareholding to his family members
		Mega Encon Private Limited	Rajasekhar Reddy Kovvuri alongwith other shareholders have disassociated from Mega Encon Private Limited by selling their entire shareholding in Mega Encon Private Limited to certain individual third parties. Mega Encon Private Limited is not currently engaged in any business activities.
		Sri Lakshmi Egg Farming Private Limited	Rajasekhar Reddy Kovvuri has gifted his shareholding to his family members
		Surya Jyothi Seeds Private Limited	Rajasekhar Reddy Kovvuri has gifted his shareholding to his family members
		K.P.R. Egg Products Limited	Rajasekhar Reddy Kovvuri has gifted his capital to his family members
		K.P.R. Rice Mill	Rajasekhar Reddy Kovvuri has gifted his shareholding to his family members
4	Satyanarayana Reddy Kovvuri (s/o. Veera Raghava Reddy Kovvuri)	Webcode Infotech Limited	Satyanarayana Reddy Kovvuri alongwith other shareholders have disassociated from Webcode Infotech Limited in June 30, 2017 by selling their entire shareholding in Webcode Infotech Limited to certain individual third parties. Webcode Infotech Limited is not currently engaged in any business activities.
5	Satyanarayana Reddy Kovvuri (s/o. Ramachandra Reddy Kovvuri)	Webcode Infotech Limited	Satyanarayana Reddy Kovvuri alongwith other shareholders have disassociated from Webcode Infotech Limited in June 30, 2017 by selling their entire shareholding in Webcode Infotech Limited to certain individual third parties. Webcode Infotech Limited is not currently engaged in any business activities.

Except as mentioned above, our Promoters have not disassociated themselves from any company or firm during the three years preceding this Draft Red Herring Prospectus.

### Related Party Transactions

Except as stated in the chapter titled “*Related Party Transactions*” on page 221, our Company has not entered into any related party transactions with our Promoters, during the last five Fiscal Years. Our Promoters are also directors on the boards, or are members, or are partners, of certain Promoter Group entities and may be deemed to be interested to the extent of the payments made by our Company, if any, to these Promoter Group entities.

Further, none of our sundry debtors are related to our Promoters in any manner other than as stated in chapter titled “*Related Party Transactions*” on page 221.

### B. OUR PROMOTER GROUP

In addition to our Promoters, the following individuals, companies, partnerships and HUFs form part of our Promoter Group in terms of SEBI ICDR Regulation 2(1)(zb) of the SEBI ICDR Regulations:

**a) Individuals forming part of the Promoter Group:**

<b>Sr. No.</b>	<b>Name of the individuals</b>
1.	Mangayamma Kovvuri
2.	Venkat Reddy Kovvuri
3.	Lakshmi Kantham Karri
4.	Satyanarayana Reddy Kovvuri*
5.	Surayamma Karri
6.	Vijaya Lakshmi Karri
7.	Appa Reddy Kovvuri
8.	BhagyavathiSathi
9.	Varalakshmi Chirla
10.	Venkata Reddy Nallamilli
11.	Mahalakshmi Kovvuri
12.	Surayamma Kovvuri
13.	Satyanarayana Reddy Karri
14.	Vanaja Tetala
15.	Vinodhabala Kovvuri
16.	Venkata LakshmiSathi
17.	Sushmitha Reddy Kovvuri
18.	Sanvitha Reddy Kovvuri
19.	Satyanarayana Reddy Padala
20.	Jaya Lakshmi Padala
21.	Sunitha Vogireddy
22.	Jyothirmai Seshu Kumari Kovvuri
23.	Vijaya Reddy Kovvuri
24.	Sujatha Sathi
25.	Manikyamma Tetala
26.	Anjana Devi Kovvuri
27.	Sudhatri Kovvuri
28.	Amila Chinta
29.	Bhandhavi Karri
30.	Ojasri Karri
31.	Ojasri Kovvuri
32.	Anjana Devi Kovvuri
33.	Ranganayakamma Kovvuri
34.	Aravindam Tadi
35.	Veera Venkata Kumari Tadi

\*Son of Papa Reddy Kovvuri

**(b) Companies, partnerships and HUFs forming part of the Promoter Group:**

<b>Sr. No.</b>	<b>Name of the entity</b>
1.	K.P.R. Poultries Private Limited
2.	K.P.R. Egg Products Limited
3.	K.P.R. India Private Limited
4.	K.P.R. Industries (India) Limited
5.	K.P.R. Universal Holdings Private Limited
6.	K.P.R. Power Limited
7.	K.P.R. Chemicals Limited
8.	K.P.R. Infra Projects Private Limited
9.	AdithyaVardhana Seeds Private Limited
10.	Aravind Seeds Private Limited
11.	Surya Jyothi Seeds India Private Limited
12.	Sri Lakshmi Egg Farming Private Limited
13.	M/s. K.P.R.Rice Mill
14.	M/s. K.P.R. Egg Merchant
15.	M/s. Sri Kodandarama Boiled & Raw Rice Mill
16.	Papa Reddy Kovvuri HUF
17.	Venkata Mukunda Reddy Karri HUF

18.	Kovvuri Rajasekhar Reddy HUF
19.	KPR Foundation

### Shareholding of the Promoter Group in our Company

For details in relation to the shareholding of our Promoters and Promoter Group as on the date of this Draft Red Herring Prospectus, see “*Capital Structure*” on page 68.

### Other Confirmations

Our Promoters and members of our Promoter Group have not been prohibited from accessing or operating in capital markets or restrained from buying, selling or dealing in securities under any order or direction passed by SEBI or any other regulatory or governmental authority. Further, there have been no violations of securities laws committed by any of them in the past or are currently pending against them.

Our Promoters, relatives of our Promoters and members of our Promoter Group have not been declared as wilful defaulters as defined under the SEBI ICDR Regulations.

Our Promoters are not and have never been a promoter, director or person in control of any other company which is prohibited from accessing or operating in capital markets under any order or direction passed by SEBI or any other regulatory or governmental authority.

### C. Our Group Entities

Unless otherwise specified, all information in this section is as of the date of this Draft Red Herring Prospectus.

As per the requirements of SEBI ICDR Regulations, for the purpose of identification of ‘group companies’, our Company considered companies as covered under the applicable accounting standards (i.e. Accounting Standard 18 issued by the Institute of Chartered Accountants of India) on a consolidated basis, or other companies as considered material by our Board. Pursuant to the policy approved in the meeting of the Board of Directors of the Company held on November 28, 2015, the group entities shall be considered to be material if such companies are covered under the applicable accounting standards (i.e. Accounting Standard 18 issued by the Institute of Chartered Accountants of India) on a consolidated basis and such entities in which our Promoters holds individually or jointly, more than twenty per cent of issued, subscribed and paid up share capital or voting rights of such entities.

The companies, firms and other ventures, other than our Subsidiary described in the chapter titled “*Our Subsidiary*” on page 189 of this Draft Red Herring Prospectus, which form part of our Group Entities, are as follows:

Sr. No.	Name of the Group Entities
<i>Companies</i>	
1.	K.P.R. Infraprojects Private Limited
2.	K.P.R. Universal Holding Private Limited
3.	K.P.R. Industries (India) Limited
4.	AdithyaVardhan Seeds Private Limited
5.	K.P.R. Chemicals Limited
6.	K.P.R. India Private Limited
7.	Sri Lakshmi Egg Farming Private Limited
<i>Partnership Firms</i>	
8.	M/s. K.P.R.Rice Mills
9.	M/s. K.P.R. Egg Merchants
10.	M/s. Sri Kodandarama Boiled and Raw Rice Mill
<i>HUF's</i>	
11.	Papa Reddy Kovvuri HUF
12.	Venkata Mukunda Reddy Karri HUF
13.	Kovvuri Rajasekhar Reddy HUF
<i>Trusts</i>	
14.	KPR Foundation

No equity shares of our Group Entities are listed on any stock exchange and they have not made any public or rights issue of securities in the preceding three years.

## A. Details of top five Group Entities on the basis of turnover

### 1. M/S. K.P.R. RICE MILLS (“KPRM”)

#### Corporate Information

KPRM was constituted on May 10, 1983 under the Indian Partnership Act, 1932. KPRM was reconstituted on February 12, 1996, January 23, 2010, August 12, 2016 and April 01, 2017 and received the firm registration no. 20 of 2003 by the Registrar of Firms, Andhra Pradesh on March 6, 2003. KPRM is engaged in the business of purchasing and milling paddy on mazury system and leasing rice mills. The office of KPRM is situated at 1-51/1, Biccavole Mandal, East Godavari, Komaripalem - 533 346, Andhra Pradesh, India.

#### Interest of our Promoters

The profit sharing ratio of our Promoters in KPRM is as follows:

Name of Partners	Profit Sharing Ratio (%)
Satyanarayana Reddy Kovvuri (S/o. Ramachandra Reddy Kovvuri)	15.00
Satyanarayana Reddy Kovvuri (S/o. Veera Raghava Reddy Kovvuri)	13.00

#### Financial Information

(₹ in million)

Particulars	For Fiscal		
	2017	2016	2015
Partners' Capital	104.70	82.03	61.13
Total Sales	537.57	642.11	515.60
Profit/ (Loss) after tax	(12.69)	2.17	2.77

### 2. M/S. K.P.R. EGG MERCHANTS (“KPREM”)

#### Corporate Information

KPREM was constituted *vide* partnership deed dated September 24, 2010 bearing registration no. 79 of 2011 issued by the Registrar of Firms, Kakinada under the Indian Partnership Act, 1932. KPREM is engaged in the business of wholesale and retail trading in eggs and other poultry products. The office of KPREM is situated at 3- 1, Canal Street, Balabhadrapuram, Biccavole Mandal, East Godavari – 533 345, Andhra Pradesh, India.

#### Interest of our Promoters

The profit sharing ratio of our Promoters in KPREM is as follows:

Name of Partners	Profit Sharing Ratio (%)
Venkata Mukunda Reddy Karri	25.00
Rajasekhar Reddy Kovvuri	25.00

#### Financial Information

(₹ in million)

Particulars	For Fiscal		
	2017	2016	2015
Partners' Capital	19.55	16.27	3.85
Total Sales	547.72	515.87	300.38
Profit/ (Loss) after tax	1.68	1.61	0.27

### 3. SRI KODANDARAMA BOILED AND RAW RICE MILL (“SKBRRM”)

#### Corporate Information

SKBRRM was constituted *vide* partnership deed dated August 8, 1995 bearing registration no. 05743 of 1995 issued by the Registrar of Firms, Hyderabad under the Indian Partnership Act, 1932 and further re-constituted *vide* partnership deed dated January 18, 2011 and April 01, 2017. SKBRRM is engaged in the business of purchase and

milling of paddy and sale of rice and its by-products. The office of SKBRRM is situated at Pandalapaka Village, Biccavole Mandal, East Godavari Village, Andhra Pradesh, India.

#### *Interest of our Promoters*

The profit sharing ratio of our Promoters in SKBRRM is as follows:

<b>Name of Partners</b>	<b>Profit Sharing Ratio (%)</b>
Satyanarayana Reddy Kovvuri (s/o. Ramachandra Reddy Kovvuri)	10.96
Satyanarayan Reddy Kovvuri (s/o Veera Raghava Reddy Kovvuri)	7.53
Papa Reddy Kovvuri	2.74

#### *Financial Information*

<b>Particulars</b>	<b>For Fiscal</b>		
	<b>2017</b>	<b>2016</b>	<b>2015</b>
Partners' Capital	92.44	61.43	80.70
Total Sales	659.36	506.48	530.92
Profit/ (Loss) after tax	19.96	(25.52)	0.69

(₹ in million)

#### **4. K.P.R. INDUSTRIES (INDIA) LIMITED ("K.P.R. Industries")**

##### *Corporate Information*

K.P.R. Industries was incorporated as "K.P.R. Industries (India) Limited" under the provisions of the Companies Act, 1956 vide Certificate of Incorporation dated October 7, 2011 issued by the Registrar of Companies, Andhra Pradesh and received the Certificate of Commencement of business on December 28, 2011. The corporate identity number of K.P.R. Industries is U24233AP2011PLC076877. The registered office of K.P.R. Industries is situated at Survey No. 1,2,3,4, Kanedumetta Road, Balabhadrapuram – 533 343, Andhra Pradesh, India.

K.P.R. Industries is proposing to engage in the business of manufacturing and sale of caustic soda, caustic potash and hydro chloric acid with co-generation of power. As on the date of this Draft Red Herring Prospectus the manufacturing unit of K. P. R. Industries (India) Limited is yet to be completed.

##### *Interest of our Promoters*

Papa Reddy Kovvuri holds 12,793,370 equity shares constituting 11.43%, Venkata Mukunda Reddy Karri holds 12,402,560 equity shares constituting 11.08%, Rajasekhar Reddy Kovvuri holds 13,015,100 equity shares constituting 11.63%, Satyanarayana Reddy Kovvuri (s/o. Veera Raghava Reddy Kovvuri) holds 566,310 equity shares constituting 0.51% and Satyanarayana Reddy Kovvuri (s/o. Ramachandra Reddy Kovvuri) holds 227,000 equity shares constituting 0.20% respectively of issued and paid up share capital of K.P.R. Industries.

Further, our Promoters, Papa Reddy Kovvuri, Venkata Mukunda Reddy Karri and Rajasekhar Reddy Kovvuri, are also directors on the board of K.P.R. Industries and may be deemed to be interested to the extent of their shareholding, any dividend thereof and fees, if any, payable to them for attending meetings of the board or a committee thereof as well as to the extent of other remuneration, reimbursement of expenses payable to them.

##### *Financial Information*

(₹ in million, except per share data)

<b>Particulars</b>	<b>For Fiscal</b>		
	<b>2017</b>	<b>2016</b>	<b>2015</b>
Equity Capital	1,119.02	1,119.02	989.16
Reserves and Surplus	1,337.51	1,336.83	1,140.26
Total Sales	-	-	-
Other income	2.89	2.83	4.78
Profit/(Loss) after tax	0.69	1.78	2.27
Earnings per share – Basic (₹)	0.01	0.02	0.02
Earnings per share – Diluted (₹)	0.01	0.02	0.02
Net Asset Value per equity share (₹)	21.95	21.95	21.53

K.P.R. Industries has received several notices under section 13(2) of the SARFAESI from its lenders for defaulting in repayment of loans granted to it. For further details, please refer to the risk factor no. 4 in the chapter



titled “Risk Factors” on page 16 and the chapter titled “Outstanding Litigations and Material Developments” on page 411.

## 5. Sri Lakshmi Egg Farming Private Limited (“SLEFPL”)

### Corporate Information

SLEFPL was incorporated on August 7, 2012 as “Sri Lakshmi Egg Farming Private Limited” under the provisions of the Companies Act, 1956 vide Certificate of Incorporation issued by the Registrar of Companies, Andhra Pradesh. The corporate identity number of SLEFPL is U01403AP2012PTC082341. The registered office of SLEFPL is situated at 5-8, Balabhadrapuram, Biccavole Mandal, Andhra Pradesh – 533 343, India.

SLEFPL is incorporated for setting up, constructing or acquiring poultry farms, dairy farms, piggery, aqua ponds and to buy, sell, products, dairy products, aqua products and feeds of all varieties, including processing and treating of all such produce.

### Interest of our Promoters

Papa Reddy Kovvuri holds 90,300 equity shares constituting 1.00%, Venkata Mukunda Reddy Karri holds 90,400 equity shares constituting 1.00%, Rajasekhar Reddy Kovvuri holds 90,300 equity shares constituting 1.00 %, Satyanarayana Reddy Kovvuri (s/o. Veera Raghava Reddy Kovvuri) holds 430,800 equity shares constituting 4.77% and Satyanarayana Reddy Kovvuri (s/o. Ramachandra Reddy Kovvuri) holds 982,114 equity shares constituting 10.88% respectively of issued and paid up share capital of SLEFPL.

Further, our Promoters, Papa Reddy Kovvuri, Venkata Mukunda Reddy Karri, Rajasekhar Reddy Kovvuri, and Satyanarayana Reddy Kovvuri (S/o Veera Raghava Reddy Kovvuri) are also directors on the board of SLEFPL and may be deemed to be interested to the extent of fees, if any, payable to them for attending meetings of the board or a committee thereof as well as to the extent of other remuneration, reimbursement of expenses payable to them.

### Financial Information

(₹ in million, except per share data)

Particulars	For Fiscal		
	2017	2016	2015
Equity Capital	90.30	90.30	90.30
Reserves and Surplus	8.22	5.71	4.13
Total Sales	666.51	571.41	386.06
Other income	5.44	3.02	2.07
Profit/(Loss) after tax	2.51	1.58	1.04
Earnings per share – Basic (₹)	0.28	0.18	0.12
Earnings per share – Diluted (₹)	0.28	0.18	0.12
Net Asset Value per equity share (₹)	10.91	10.63	10.46*

\*Note - NAV calculated excluding share application money

## B. Details of our Group Entities with negative networth

### 1. K.P.R. INFRAPROJECTS PRIVATE LIMITED (“K.P.R. Infra”)

#### Corporate Information

K.P.R. Infra was incorporated on March 13, 2009 as “K.P.R. Warehousing Private Limited”, under the Companies Act, 1956 vide Certificate of Incorporation issued by the Assistant Registrar of Companies, Andhra Pradesh. The name of K.P.R. Infra was consequently changed to K.P.R. Infraprojects Private Limited vide a Certificate of Incorporation consequent to change of name dated January 15, 2013 issued by the Registrar of Companies, Andhra Pradesh. The corporate identity number of K.P.R. Infra is U74900AP2009PTC063035. The registered office of K.P.R. Infra is situated at Site No. 24 – 2, Nallamilli Road, Biccavolu – 533 343, Andhra Pradesh, India.

K.P.R. Infra is in the business of development of infrastructure works, consultancy business and construction of various structures besides warehousing.

The authorised capital of K.P.R. Infra is ₹ 0.10 million and issued, subscribed and paid up capital is ₹ 0.10 million.

### *Interest of our Promoters*

Papa Reddy Kovvuri holds 3,000 equity shares of constituting 30% of issued and paid up share capital of K.P.R. Infra. Venkata Mukunda Reddy Karri and Rajasekhar Reddy Kovvuri each holds 3,500 equity shares of constituting 35% each of issued and paid up share capital of K.P.R. Infra.

### *Financial Information*

(₹ in million, except per share data)

<b>Particulars</b>	<b>For Fiscal</b>		
	<b>2017</b>	<b>2016</b>	<b>2015</b>
Equity Capital	0.1	0.1	0.1
Reserves and Surplus	(19.19)	(14.81)	(7.9)
Total Sales	-	-	208.47
Other income	-	0.07	-
Profit/(Loss) after tax	(4.37)	(6.92)	(9.60)
Earnings per share – Basic (₹)	(436.80)	(692.33)	(960.39)
Earnings per share – Diluted (₹)	(436.80)	(692.33)	(960.39)
Net Asset Value per equity share (₹)	(1,908.79)	(1,471.99)	(779.67)

## **C. Details of other Group Entities**

### **1. ADITHYA VARDHANA SEEDS PRIVATE LIMITED (“AVSPL”)**

#### *Corporate Information*

AVSPL was incorporated on March 2, 2009 as “Adithya Vardhana Seeds Private Limited” under the provisions of the Companies Act, 1956 *vide* Certificate of Incorporation issued by the Assistant Registrar of Companies, Andhra Pradesh. The corporate identity number of ASPL is U01403AP2009PTC062933. The registered office of AVSPL is situated at Door No. 8-256, Tata Nagar, Balabhadrapuram – 533 343, Andhra Pradesh, India.

AVSPL is incorporated with the main object of processing of seeds. However, AVSPL has not commenced operation.

#### *Interest of our Promoters*

Venkata Mukunda Reddy Karri holds 4,000 equity shares constituting 40 per cent of issued and paid up share capital of AVSPL.

### **2. K.P.R. CHEMICALS LIMITED (“KPRCL”)**

#### *Corporate Information*

KPRCL was incorporated on June 29, 2009 as “KPR Chemicals Private Limited” under the provisions of the Companies Act, 1956 *vide* Certificate of Incorporation issued by the Assistant Registrar of Companies, Andhra Pradesh. KPRCL has obtained fresh certificate of incorporation on October 28, 2010 from Registrar of Companies, Andhra Pradesh pursuant to conversion into Public Limited Company. The corporate identity number of KPRCL is U24110TG2009PLC064175. The registered office of KPRCL is situated at 8-2-41, Stone Valley Apartments, Road No.4, Banjara Hills, Hyderabad – 500 034.

The main objects as per the memorandum of association of KPRCL is to manufacture various types of chemicals. It is presently not carrying out any business activities.

#### *Interest of our Promoters*

Papa Reddy Kovvuri, Venkata Mukunda Reddy Karri, Rajasekhar Reddy Kovvuri, Satyanarayana Reddy Kovvuri and Cresco Technology LLP holds 4,000 equity shares constituting negligible percentage, 3,000 equity shares constituting negligible percentage, 106,850 equity shares constituting 0.13% and 19,335,465 equity shares constituting 22.94% of the issued and paid up share capital of KPRCL.

### **3. K.P.R. UNIVERSAL HOLDINGS PRIVATE LIMITED (“K.P.R. Universal”)**

#### *Corporate Information*

K.P.R. Universal was incorporated on January 16, 2012 as “K.P.R. Universal Holdings Private Limited” under the provisions of the Companies Act, 1956 *vide* Certificate of Incorporation issued by the Registrar of Companies, Andhra Pradesh. The corporate identity number of K.P.R. Universal is U74900AP2012PTC078596. The registered office of K.P.R. Universal is situated at Door No. 8-256, Tata Nagar, Balabhadrapuram – 533 343, Andhra Pradesh, India.

K.P.R. Universal is incorporated for investment in shares of other companies.

#### *Interest of our Promoters*

Papa Reddy Kovvuri holds 3,992,000 equity shares constituting 14.70%, Venkata Mukunda Reddy Karri holds 4,050,000 equity shares constituting 14.91%, Rajasekhar Reddy Kovvuri holds 6,494,288 equity shares constituting 23.91%, Satyanarayana Reddy Kovvuri (s/o. Veera Raghava Reddy Kovvuri) holds 2,010,000 equity shares constituting 7.40% and Satyanarayana Reddy Kovvuri (s/o. Ramachandra Reddy Kovvuri) holds 2,073,000 equity shares constituting 7.63% respectively of issued and paid up share capital of K.P.R. Universal.

Further, our Promoters, Papa Reddy Kovvuri, Venkata Mukunda Reddy Karri and Rajasekhar Reddy Kovvuri, are also directors on the board of K.P.R. Universal and may be deemed to be interested to the extent of fees, if any, payable to them for attending meetings of the board or a committee thereof as well as to the extent of other remuneration, reimbursement of expenses payable to them.

#### **4. K.P.R. India Private Limited (“KPRIPL”)**

##### *Corporate Information*

KPRIPL was incorporated on March 12, 2009 as “K.P.R. Resorts Private Limited” under the provisions of the Companies Act, 1956 *vide* Certificate of Incorporation issued by the Registrar of Companies, Andhra Pradesh. The name was consequently changed to K.P.R. India Private Limited *vide* a Certificate of Incorporation pursuant to change of name dated October 13, 2014 issued by the Registrar of Companies, Hyderabad. The corporate identity number of KPRIPL is U36912AP2009PTC063028. The registered office of KPRIPL is situated at Site No. 24-2 Nallamilli Road, Biccavolu, Guntur - 533 343, Andhra Pradesh, India.

KPRIPL is incorporated to carry on the business of manufactures, buyers, dealers, sellers, distributors, importers, and exporters of all types of goods, merchandise, chattel, produce, things and commodities including FMCG (Fast-Moving Consumer Goods) Goods.

##### *Interest of our Promoters*

Papa Reddy Kovvuri holds 3,750 equity shares constituting 1.00%, Venkata Mukunda Reddy Karri holds 3,750 equity shares constituting 1.00%, and Rajasekhar Reddy Kovvuri holds 3,750 equity shares constituting 1.00%, respectively of the issued and paid up share capital of KPRIPL.

#### **5. PAPA REDDY KOVVURI HUF**

##### *Information*

Papa Reddy Kovvuri HUF was formed on May 30, 1955. The PAN of Papa Reddy Kovvuri HUF is AAJHP8798P

##### *Interest of our Promoters*

Papa Reddy Kovvuri is the Karta of Papa Reddy Kovvuri HUF.

#### **6. VENKATA MUKUNDA REDDY KARRI HUF**

##### *Information*

Venkata Mukunda Reddy Karri HUF was formed on May 21, 1961. The PAN of Venkata Mukunda Reddy Karri HUF is AAGHV1786E.

##### *Interest of our Promoters*

Venkata Mukunda Reddy Karri is the Karta of Venkata Mukunda Reddy Karri HUF.

## 7. KOVVURI RAJASEKHAR REDDY HUF

### *Information*


Kovvuri Rajasekhar Reddy HUF was formed on March 28, 1977. The PAN of Kovvuri Rajasekhar Reddy HUF is AAEHK5327G.

### *Interest of our Promoters*

Kovvuri Rakjasekhar Reddy is the Karta of Kovvuri Rakjasekhar Reddy HUF.

## 8. KPRFOUNDATION

### *Constitutional Information*

KPRFoundation is a trust created pursuant to irrevocable trust deed dated August 24, 2015. The settlors of KPRFoundation are Papa Reddy Kovvuri, Venkata Mukunda Reddy Karri and Rajasekhar Reddy Kovvuri. The registered office of KPRFoundation is Door No. 8 – 256, Tata Nagar, Balabhadrapuram, East Godavari – 533 343 Andhra Pradesh, India. KPRFoundation has been set up to manage the “trust property” and assign or license the same to any other person or company for use on such royalty as the trustees may in its absolute discretion decide. “Trust property” comprises of current and future rights and title and interest in the invention and all intellectual property rights in the invention including the patents, the trademarks and the documentation (i.e. more particularly the logo “”).

### *Interest of our Promoter*

Papa Reddy Kovvuri, Venkata Mukunda Reddy Karri and Rajasekhar Reddy are the trustees of KPRFoundation.

### *Other declarations and disclosures*

None of our Group Entities are listed on any stock exchange and they have not made any public or rights issue (as defined under the SEBI ICDR Regulations) of securities in preceding three years.

Further, none of our Group Entities have been debarred from accessing the capital market for any reasons by SEBI or any other authorities nor have been identified as Wilful Defaulters.

For details relating to legal proceedings involving our Promoters and Group Entities, please refer to the chapter titled “*Outstanding Litigations and Material Developments*” on page 411 of this Draft Red Herring prospectus.

### *Loss making Group Entities*

Certain Group Entities have incurred losses in the last Fiscal. The profit/ loss figures for the preceding three financial years of such Group Entities are as follows:

Name of loss making Group Entities	Profit/(Loss) after tax for the Fiscal		
	2017	2016	2015
K.P.R. Infraprojects Private Limited	(4.36)	(6.92)	(9.60)
K.P.R. Universal Holdings Private Limited	(0.43)	(0.54)	(0.69)
K.P.R. Rice Mills	(12.69)	2.17	2.77
Adithya Vardhana Seeds Private Limited	(0.05)	-	-
K.P.R. India Private Limited	(6.51)	(2.14)	(2.52)

(₹ in million)

### *Sick or Defunct Companies*

Neither our corporate promoter nor any of the companies forming part of our Group Entities have become sick companies under the Sick Industrial Companies (Special Provisions) Act, 1985 and or are under winding up. Further, none of our Group Entities have become defunct and no application has been made in respect of any of them, to the respective registrar of companies where they are situated, for striking off their names, in the five years immediately preceding the date of this Draft Red Herring Prospectus.

### *Common Pursuits/Conflict of Interests among the Group Entities with our Company*

K. P. R. Industries (India) Limited, pursuant to its Memorandum of Association is authorised to carry out common business objects with our Company. K. P. R. Industries (India) Limited is proposing to engage in the business of manufacturing and sale of caustic soda, caustic potash and hydro chloric acid with co-generation of power. However, as on the date of this Draft Red Herring Prospectus, the manufacturing unit of K. P. R. Industries (India) Limited is yet to be completed.

Further, Adithya Vardhana Seeds Private Limited is also enabled by the main object clause of its memorandum of association to carry on activities which may be similar to that of our Subsidiary Company.

However, we have not entered into any non-compete agreement with these Group Entities. .

### ***Related Party Transactions***

Except, as disclosed in the chapter titled “***Related Party Transactions***” on page 221 of this Draft Red Herring Prospectus, there are no related party transactions with our Group Entities.

### ***Sales or Purchase between our Group Entities and our Company***

Except, as disclosed in the chapter titled “***Financial Information***” on page 223 of the Draft Red Herring Prospectus, there are no sales or purchase between any of our Group Entities and our Company where such sales or purchases exceed in value in the aggregate 10% of the total sales or purchases of our Company.

### ***Business Interest of Group Entities***

Further, our Company has obtained non-exclusive rights to use our corporate logo from KPR Foundation through a Trademark License Agreement dated September 24, 2015 for a royalty of 0.05% of net sale of our Company per annum.

Except as stated above and as mentioned in the chapter titled “***Related Party Transactions***” on page 221 of this Draft Red Herring Prospectus, none of our Group Entities have any business interest in our Company.

### ***Nature and Extent of Interest of our Group Entities***

#### ***a) In the promotion of our Company***

None of our Group Entities have any interest in the promotion or any business interest or other interests in our Company, except to the extent identified in chapter titled “***Related Party Transactions***” on page 221 of this Draft Red Herring Prospectus.

#### ***b) In the properties acquired or proposed to be acquired by our Company in the past two years before filing this Draft Red Herring Prospectus with SEBI***

Our Group Entities are not interested in the properties acquired or proposed to be acquired by our Company in the two years preceding the filing of this Draft Red Herring Prospectus.

#### ***c) In transactions for acquisition of land, construction of building and supply of machinery of our Company***

Our Group Entities are not interested in any transactions for the acquisition of land, construction of building or supply of machinery of our Company.

## **RELATED PARTY TRANSACTIONS**

For details of related party transactions during the last five fiscal years, as per the requirements under Accounting Standard 18 “*Related Party Disclosures*” issued by the Institute of Chartered Accountants of India, see “*Financial Statements – Annexure: 36- Restated Consolidated Statement of Related Party Transactions*” and “*Financial Statements – Annexure: 36- Restated Standalone Statement of Transactions with Related Party*” on page 221 of this Draft Red Herring Prospectus.

## DIVIDEND POLICY

The declaration and payment of dividends will be recommended by the Board of Directors and approved by the shareholders of our Company, in their discretion, and will depend on a number of factors, including but not limited to our Company's earnings, general financial condition, capital requirements, results of operations, contractual obligations and overall financial position, Articles of Association, and other factors considered relevant by the Board of Directors. The Board may also from time to time pay interim dividends. All dividend payments are made in cash to the shareholders of our Company. In addition, our Company's ability to pay dividends may be impacted by a number of factors, including restrictive covenants under the loan or financing arrangements our Company may enter into to finance fund requirements for its business activities. Our Board, in its meeting held on January 25, 2018, has adopted the dividend distribution policy.

The dividends declared by our Company in the last five fiscals and for the nine months period ended December 31, 2017, as per the audited restated financial information are as given below:

Particulars	Nine months period ended December 31, 2017	Fiscal 2017	Fiscal 2016	Fiscal 2015	Fiscal 2014	Fiscal 2013
Face value per share (₹)	10.00	10.00	10.00	10.00	10.00	10.00
Dividend (₹ million)	-	-	42.73	42.73	21.07	28.49
Dividend (in ₹ per share)	-	-	0.50	0.50	1.00	2.00
Dividend tax (₹ million)	-	-	8.70	8.70	3.58	4.84
Equity Share Capital (₹ million)	854.64	854.64	854.64	854.64	854.64	142.44
Rate of dividend (%)	-	-	5	5	10	20

The amounts paid as dividends in the past are not necessarily indicative of our dividend policy or dividend amounts, if any, in the future.

In the event any dividend is declared on the Equity Shares which forms part of the Offer for Sale, until the date on which our Company allots the Equity Shares in the Issue on the basis of allocation finalised by our Company, and the Book Running Lead Manager in consultation with the Designated Stock Exchange and the Registrar to the Issue, such dividend shall be to the credit of the Selling Shareholders. However, in case of any dividend declared on the Issued Shares post the Allotment of the Issued Shares pursuant to the Issue, such dividend shall be payable to the Allottees for the entire period for which the dividend is being declared and the Selling Shareholders will have no proportionate entitlements to such dividend for the period for which the Issued Shares were held by them prior to the Issue.

## **SECTION VI: FINANCIAL INFORMATION**

### **FINANCIAL STATEMENTS**

1. Report of the Auditors on the restated standalone financial information of our Company as at and for the nine months period ended December 31, 2017 and each of the years ended March 31, 2017, March 31, 2016, March 31, 2015, March 31, 2014 and March 31, 2013; and
2. Report of the Auditors on the restated consolidated financial information of our Company as at and for the nine months period ended December 31, 2017 and each of the years ended March 31, 2017, March 31, 2016, March 31, 2015, March 31, 2014 and March 31, 2013.



## RESTATED STANDALONE FINANCIAL STATEMENTS

### EXAMINATION REPORT ON RESTATED STANDALONE FINANCIAL STATEMENTS AS REQUIRED UNDER SECTION 26 OF COMPANIES ACT, 2013, READ WITH RULE 4 OF COMPANIES (PROSPECTUS AND ALLOTMENT OF SECURITIES) RULES, 2014

#### TO THE BOARD OF DIRECTORS OF M/s. K.P.R Agrochem Limited

# 8-256, Tata Nagar, Balabhadrapuram,  
East Godavari, Andhra Pradesh -533 343

Dear Sirs,

1. We have examined the attached Restated Standalone Financial Statements comprising Restated Standalone Summary Statement of Assets and Liabilities; Restated Standalone Summary Statement of Profit and Loss; Restated Standalone Cash Flow Statement; and other financial information of M/s. K.P.R. Agrochem Limited ("**the Company**") as at and for the nine months period ended December 31, 2017 and as at financial year ended March 31, 2017, March 31, 2016, March 31, 2015, March 31, 2014 and March 31, 2013 together with the annexures and notes thereto ("**the Restated Standalone Financial Statements**"), as approved by the Board of Directors of the Company at their meeting held on January 25, 2018 for the purpose of inclusion in the offer document prepared by the Company in connection with its proposed Initial Public Offer (IPO) prepared in terms of the requirements of:
  - a) Sub-clauses (i) and (iii) of clause (b) of sub-section (1) of section 26 of the Companies Act, 2013 ("**the Act**") read with Rule 4 of Companies (Prospectus and Allotment of Securities) Rules, 2014 ("**the Rules**") to the extent applicable and
  - b) the Securities And Exchange Board Of India (Issue of Capital and Disclosure Requirements) Regulations, 2009 as amended from time to time in pursuance of provisions of Securities and Exchange Board of India Act, 1992 ("**SEBI-ICDR Regulations**"),

The preparation of the Restated Standalone Financial Information is the responsibility of the Management of the Company for the purpose set out in paragraph 10 below. The Management's responsibility includes designing, implementing and maintaining adequate internal control relevant to the preparation and presentation of the Restated Standalone Financial Information. The Management is also responsible for identifying and ensuring that the Company complies with the Rules and ICDR Regulations.
2. We have examined such Restated Standalone Financial Statements taking into consideration
  - a) The terms of reference and terms of our engagement agreed upon with you in accordance with our engagement letter dated January 25, 2018 in connection with the proposed IPO of the Company and;
  - b) The Guidance Note on Reports in Company Prospectuses (Revised 2016) issued by the Institute of Chartered Accountants of India ("ICAI") ("**The Guidance Note**").

3. These Restated Standalone Financial Statements have been compiled by the Management from the Audited Financial Statements as at and for the nine months period ended December 31, 2017 and as at financial year ended March 31, 2017, March 31, 2016, March 31, 2015, March 31, 2014 and March 31, 2013, which have been approved by Board of directors at their meetings held on January 25, 2018, August 24, 2017, July 31, 2016, July 17, 2015, July 30, 2014 and September 2, 2013 respectively.
4. Audit of the financial statements for the fiscal year 2015, 2014 and 2013 was conducted by previous statutory auditors M/s Kumar & Giri, Chartered Accountants. For the purpose of restated Standalone financial statements, we have relied upon the financial statements audited by M/s. Kumar & Giri, Chartered Accountants for the fiscals 2015, 2014 and 2013.
5. Based on our examination, in accordance with the requirements of Section 26 of Part I of Chapter III of the Act read with the Rules, the SEBI ICDR Regulations and the Guidance Note, as amended from time to time and in terms of our engagement agreed with you, we further report that:
  - a) The Restated Standalone Summary Statement of Assets and Liabilities of the Company as at December 31, 2017, March 31, 2017, 2016, 2015, 2014 and 2013 examined by us, as set out in **Annexure 1** to this examination report are after making adjustments and regrouping as in our opinion were appropriate and more fully described in the statement of significant accounting policies in **Annexure 4** and the Statement of Adjustments to the audited financial statements in **Annexure 5**.
  - b) The Restated Standalone Summary Statement of Profit and Loss of the Company for the nine months period ended December 31, 2017 and for the years ended March 31, 2017, 2016, 2015, 2014 and 2013 examined by us, as set out in **Annexure 2** to this examination report are after making adjustments and regrouping as in our opinion were appropriate and more fully described in the statement of significant accounting policies in **Annexure 4** and the Statement of Adjustments to the audited financial statements in **Annexure 5**.
  - c) The Restated Standalone Summary Statement of Cash Flows of the Company for the nine months period ended December 31, 2017 and for the years ended March 31, 2017, 2016, 2015, 2014 and 2013 examined by us, as set out in **Annexure 3** to this examination report are after making adjustments and regrouping as in our opinion were appropriate and more fully described in the statement of significant accounting policies in Annexure 4 and the Statement of Adjustments to the audited financial statements in **Annexure 5**.
  - d) Based on the above, the Restated Standalone Financial Statements have been made after incorporating:
    - (i) have been made after incorporating adjustments for the changes, if any, in accounting policies retrospectively in respective financial years to reflect the same accounting treatment as per the changed accounting policy for all the reporting period /years.
    - (ii) have been made after incorporating adjustments for prior period and other material amounts in the respective financial years to which they relate.
    - (iii) other remarks/comments in the Companies (Auditor's Report) Order, as applicable ("the Order"), as amended, issued by the Central Government of India in terms of sub – section (4A) of section 227 of the act, on financial statements of the company as at and for the nine months period ended December 31, 2017 and as at and for the years ended March 31, 2017, 2016, 2015, 2014 and 2013 which do not require any

corrective adjustments in the restated Standalone financial statements are mentioned in non-adjusting items under Annexure 5.

- (iv) do not contain any extra-ordinary items that need to be disclosed separately in the Restated Standalone Financial Information and do not contain any qualifications or emphasis of matter requiring adjustments.

6. At the Company's request, we have also examined the following Restated Standalone Financial Information of the Company set out in the Annexures 6 - 45, proposed to be included in the offer document, prepared by the management and approved by the Board of Directors on January 25, 2018 as at and for the nine months period ended December 31, 2017 and as at and for the years ended March 31, 2017, 2016, 2015, 2014 and 2013.

- (a) Annexure 6 - Restated Standalone Summary Statement of Share Capital
- (b) Annexure 7 - Restated Standalone Summary Statement of Reserves and Surplus
- (c) Annexure 8 - Restated Standalone Summary Statement of Long Term Borrowings
- (d) Annexure 9 - Restated Standalone Summary Statement of Deferred Tax Liability
- (e) Annexure 10 - Restated Standalone Summary Statement of Long Term Provisions.
- (f) Annexure 11 - Restated Standalone Summary Statement of Short Term Borrowings
- (g) Annexure 12 - Restated Standalone Summary Statement of Trade Payables
- (h) Annexure 13 - Restated Standalone Summary Statement of Other Current Liabilities
- (i) Annexure 14 - Restated Standalone Summary Statement of Short Term Provisions
- (j) Annexure 15 - Restated Standalone Summary Statement of Fixed Assets and Capital Work in Progress.
- (k) Annexure 16 - Restated Standalone Summary Statement of Non-Current Investments
- (l) Annexure 17 - Restated Standalone Summary Statement of Long Term Loans and Advances.
- (m) Annexure 18 - Restated Standalone Summary Statement of Inventories
- (n) Annexure 19 - Restated Standalone Summary Statement of Trade Receivables
- (o) Annexure 20 - Restated Standalone Summary Statement of Cash and Bank Balances
- (p) Annexure 21 - Restated Standalone Summary Statement of Short Term Loans and Advances
- (q) Annexure 22 - Restated Standalone Summary Statement of Other Current Assets
- (r) Annexure 23 - Restated Standalone Summary Statement of Revenue from Operations
- (s) Annexure 24 - Restated Standalone Summary Statement of Other Income
- (t) Annexure 25 - Restated Standalone Summary Statement of Cost of Material Consumed
- (u) Annexure 26 - Restated Standalone Summary Statement of Purchase of Stock in Trade
- (v) Annexure 27 - Restated Standalone Summary Statement of Changes in Inventories of Finished Goods, Work in progress and Stock in Trade.
- (w) Annexure 28 - Restated Standalone Summary Statement of Employee Benefit Expense.
- (x) Annexure 29 - Restated Standalone Summary Statement of Finance Cost
- (y) Annexure 30 - Restated Standalone Summary Statement of Other Expenses
- (z) Annexure 31 - Restated Standalone Summary Statement of Exceptional Items
- (aa) Annexure 32 - Restated Standalone Summary Statement of Profit/(Loss) from Discontinuing Operations
- (bb) Annexure 33 - Statement of Tax Shelter
- (cc) Annexure 34 - Restated Standalone Summary Statement of Dividends paid/Proposed by the Company
- (dd) Annexure 35 - Restated Standalone Statement of Capitalization Statement
- (ee) Annexure 36 - Restated Standalone Summary Statement of Significant Transactions with Related Parties
- (ff) Annexure 37 - Restated Standalone Summary Statement of Contingent Liabilities.

- (gg) Annexure 38 - Restated Standalone Summary Statement of Accounting Ratios.
- (hh) Annexure 39 - Restated Standalone Summary Statement of Employee Benefits.
- (ii) Annexure 40 – Restated Standalone Summary Statement of Segment Report.
- (jj) Annexure 41 – Restated Standalone Summary Statement of Finance Lease.
- (kk) Annexure 42 – Restated Standalone Summary Statement of Earnings per Share.
- (ll) Annexure 43 – Restated Standalone Summary Statement of Details of Discontinued Operations.
- (mm) Annexure 44 – Restated Standalone Summary Statement of Un-hedged Foreign Currency Exposure.
- (nn) Annexure 45 – Restated Standalone Summary Statement of Additional Information Pursuant to the Part II of Schedule III of the Companies Act, 2013.

7. In our opinion, the above financial information contained in Annexure 1 to 38 accompanying this report read along with the basis of preparation and significant accounting policies (Refer Annexure 4) are prepared after making material adjustments (Refer Annexure 5) and regroupings as considered appropriate and have been prepared in accordance with Section 26 of the Companies Act, 2013 read with The Companies (Prospectus and Allotment of Securities) Rules, 2014, to the extent applicable, the SEBI Regulations, the Guidance Note issued in this regard by the ICAI, as amended from time to time, and in terms of our engagement as agreed with you.
8. This report should not in any way be construed as a reissuance or re-dating of any of the previous audit reports issued by us or by other firm of chartered accountants, nor should this report be construed as a new opinion on any of the Standalone financial statements referred to herein.
9. We have no responsibility to update our report for events and circumstances occurring after the date of the report.
10. Our report is intended solely for use of the management for inclusion in the offer document in connection with the proposed issue of equity shares of the Company. Our report should not be used, referred to or distributed for any other purpose except with our prior consent in writing.

**For M M REDDY & CO.,  
Chartered Accountants  
Firm Registration Number: 010371S  
Peer Review Certificate Number: 008773**

**M. Madhusudhana Reddy  
Partner  
Membership Number: 213077**

**Place: Hyderabad  
Date: February 20, 2018**

**ANNEXURE 1 - RESTATED STANDALONE SUMMARY STATEMENT OF ASSETS AND LIABILITIES**

₹ in Millions

PARTICULARS	Annexure No.	As at					
		December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
<b>I EQUITY AND LIABILITIES</b>							
<b>A Shareholders' Funds</b>							
Share Capital	6	854.64	854.64	854.64	854.64	854.64	142.44
Reserves and Surplus	7	1,251.74	1,048.73	830.46	647.27	423.85	890.53
		<b>2,106.38</b>	<b>1,903.37</b>	<b>1,685.10</b>	<b>1,501.91</b>	<b>1,278.49</b>	<b>1,032.97</b>
<b>B Non - Current Liabilities</b>							
Long Term Borrowings	8	788.61	520.72	672.05	1,093.22	1,440.47	1,462.11
Deferred Tax Liability ( Net)	9	307.35	314.93	325.61	302.26	276.90	252.86
Long Term Provisions	10	14.31	13.58	11.45	6.81	2.79	2.13
		<b>1,110.27</b>	<b>849.23</b>	<b>1,009.11</b>	<b>1,402.29</b>	<b>1,720.16</b>	<b>1,717.10</b>
<b>C Current Liabilities</b>							
Short Term Borrowings	11	2,280.23	2,631.30	2,508.15	2,368.23	2,050.86	2,472.55
Trade Payables	12	2,266.70	2,736.40	2,035.89	1,398.04	1,527.07	1,656.72
Other Current Liabilities	13	587.87	357.86	574.56	440.61	333.70	336.98
Short Term Provisions	14	145.69	100.39	162.23	189.36	196.33	130.96
		<b>5,280.49</b>	<b>5,825.95</b>	<b>5,280.83</b>	<b>4,396.24</b>	<b>4,107.96</b>	<b>4,597.21</b>
<b>TOTAL (A+B+C)</b>		<b>8,497.14</b>	<b>8,578.55</b>	<b>7,975.04</b>	<b>7,300.44</b>	<b>7,106.61</b>	<b>7,347.28</b>
<b>II ASSETS</b>							
<b>A Non - Current Assets</b>							
<b>Fixed Assets</b>							
Tangible Assets	15	2,330.99	2,425.31	2,431.29	2,166.35	2,132.59	2,333.64
Intangible Assets	15.1	0.50	0.55	0.61	-	-	-
Capital Work -in-Progress	15	1.43	1.43	4.38	35.76	40.35	2.00
Non-Current Investments	16	117.99	117.99	117.99	117.99	127.15	117.04
Long Term Loans and Advances	17	126.43	111.86	71.97	14.48	41.62	38.71
		<b>2,577.34</b>	<b>2,657.14</b>	<b>2,626.24</b>	<b>2,334.58</b>	<b>2,341.71</b>	<b>2,491.39</b>
<b>B Current Assets</b>							
Inventories	18	2,924.81	3,142.49	2,527.21	1,891.78	2,050.95	2,422.98
Trade Receivables	19	2,729.39	2,492.00	2,317.36	2,685.00	2,411.19	1,996.15
Cash and Bank Balances	20	171.19	158.06	185.68	183.04	175.92	368.15
Short term loans and advances	21	74.79	106.25	291.59	199.62	124.11	62.18
Other Current Assets	22	19.62	22.61	26.96	6.42	2.73	6.43
		<b>5,919.80</b>	<b>5,921.41</b>	<b>5,348.80</b>	<b>4,965.86</b>	<b>4,764.90</b>	<b>4,855.89</b>
<b>TOTAL (A+B)</b>		<b>8,497.14</b>	<b>8,578.55</b>	<b>7,975.04</b>	<b>7,300.44</b>	<b>7,106.61</b>	<b>7,347.28</b>

**Note:**

The above statement should necessarily be read with the basis of preparation and significant accounting policies appearing in Annexure 4 to the Restated Standalone Financial Information and Statement of adjustments to audited standalone financial statements appearing in Annexure 5

This is the restated standalone summary statement of Assets and Liabilities, referred to in our report of even date

**ANNEXURE 2 - RESTATED STANDALONE SUMMARY STATEMENT OF PROFIT AND LOSS**

		₹ in Millions						
		For the Year/Period ended						
PARTICULARS	Annexure No.	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013	
<b>I</b>	Revenue from Operations	23	4,247.17	5,564.84	5,529.20	5,738.27	5,929.47	5,621.31
<b>II</b>	Other Income	24	24.43	75.33	15.70	31.30	29.50	56.63
<b>III</b>	<b>Total Revenue (I+II)</b>		<b>4,271.60</b>	<b>5,640.17</b>	<b>5,544.90</b>	<b>5,769.57</b>	<b>5,958.97</b>	<b>5,677.94</b>
<b>IV</b>	<b>Expenses:</b>							
	Cost of Materials Consumed	25	2,811.31	2,748.65	3,598.70	3,797.64	3,571.01	2,377.32
	Purchases of Stock in Trade	26	76.63	986.87	227.65	2.64	415.29	1,379.10
	Changes in inventories of Finished Goods, Work in progress and Stock in Trade	27	38.57	86.55	(134.32)	163.65	175.86	222.40
	Employee Benefit Expense	28	234.44	331.53	281.86	206.48	147.02	99.22
	Finance Cost	29	351.09	538.66	497.60	484.15	496.17	473.93
	Depreciation and Amortisation Expense	15	153.71	196.17	172.68	140.36	129.88	111.29
	Other Expenses	30	334.49	487.34	550.88	590.93	566.90	791.79
	<b>Total Expenses</b>		<b>4,000.24</b>	<b>5,375.77</b>	<b>5,195.05</b>	<b>5,385.85</b>	<b>5,502.13</b>	<b>5,455.05</b>
<b>V</b>	<b>Profit before exceptional items and Taxes, as</b>		<b>271.36</b>	<b>264.40</b>	<b>349.85</b>	<b>383.72</b>	<b>456.84</b>	<b>222.89</b>
<b>VI</b>	<b>Less: Exceptional Items</b>	31	-	-	-	6.64	47.71	-
<b>VII</b>	<b>Profit Before Tax as restated (V-VI)</b>		<b>271.36</b>	<b>264.40</b>	<b>349.85</b>	<b>377.08</b>	<b>409.13</b>	<b>222.89</b>
<b>VIII</b>	<b>Less: Tax Expense</b>							
	Current Tax		75.93	56.81	91.88	81.25	117.38	44.55
	Income Tax of earlier years							
	Deferred Tax Charge/(Credit)		(7.58)	(10.68)	23.35	25.36	24.04	35.90
<b>IX</b>	<b>Profit or (Loss) for the period from Continuing</b>		<b>203.01</b>	<b>218.27</b>	<b>234.62</b>	<b>270.47</b>	<b>267.71</b>	<b>142.44</b>
<b>X</b>	<b>Profit or (Loss) for the period from</b>	32	-	-	-	-	3.73	(0.25)
<b>XI</b>	<b>Less: Tax Expenses of discontinuing operations</b>	32	-	-	-	-	1.27	-
<b>XII</b>	<b>Profit or (Loss) for the period from</b>		<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>2.46</b>	<b>(0.25)</b>
<b>XIII</b>	<b>Profit or (Loss) for the period as restated</b>		<b>203.01</b>	<b>218.27</b>	<b>234.62</b>	<b>270.47</b>	<b>270.17</b>	<b>142.19</b>
<b>XV</b>	<b>Earnings Per Equity Share</b>							
	(1) Basic	#	2.38	2.55	2.75	3.16	3.16	9.99
	(2) Diluted	#	2.38	2.55	2.75	3.16	3.16	9.99

# Not annualised

Note:

The above statement should necessarily be read with the basis of preparation and significant accounting policies appearing in Annexure 4 to the Restated Standalone Financial Information and Statement of adjustments to audited standalone financial statements appearing in Annexure 5

**This is the restated standalone summary statement of Profit and Loss, referred to in our report of even date**

**ANNEXURE 3 - RESTATED STANDALONE CASH FLOW STATEMENT**

₹ in Millions

PARTICULARS	For the Year/Period ended					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
<b>A Cash Flow from Operating Activities</b>						
<b>Profit/(Loss) Before Tax, as restated</b>	<b>271.36</b>	<b>264.40</b>	<b>349.85</b>	<b>377.08</b>	<b>412.86</b>	<b>222.64</b>
<b>Adjustments for :</b>						
Depreciation and Amortisation Expense	153.71	196.17	172.68	140.36	129.88	120.44
(Profit)/Loss on Sale of Fixed Assets	0.72	0.78	0.14	0.85	45.88	0.38
<b>s</b> (Profit)/Loss on Sale/Written off of Investments	-	-	-	6.64	2.49	-
Provision for Doubtful debts	2.51	2.91	2.70	10.83	7.32	-
Finance Costs	351.09	538.66	497.60	484.15	507.17	485.82
Interest Income	(9.34)	(13.26)	(14.40)	(12.55)	(15.39)	(29.35)
<b>Operating Profit/(Loss) before Working Capital Adjustments</b>	<b>770.05</b>	<b>989.66</b>	<b>1,008.57</b>	<b>1,007.36</b>	<b>1,090.21</b>	<b>799.93</b>
<b>Adjustments for :</b>						
(Increase)/ Decrease in Inventories	217.68	(615.28)	(635.43)	159.17	372.03	(119.68)
(Increase)/ Decrease in Trade receivables	(237.39)	(174.61)	364.94	(277.32)	(422.36)	461.06
(Increase)/ Decrease in Short Term Loans and Advances	24.52	132.88	(117.85)	(12.59)	(61.93)	86.73
(Increase)/ Decrease in Long Term Loans & Advances	(14.57)	(39.89)	(57.49)	27.14	(2.91)	(27.46)
(Increase)/ Decrease in Other Current Assets	2.99	4.35	(20.54)	(3.69)	7.40	40.40
Increase/ (Decrease) in Trade Payables	(469.70)	700.51	637.85	(129.03)	(129.65)	(1,368.29)
Increase/ (Decrease) in Other Current Liabilities	221.02	(231.43)	131.18	109.14	(9.23)	54.56
Increase/ (Decrease) in Short Term Provisions	4.10	7.08	5.62	0.71	0.43	0.71
Increase/ (Decrease) in Long Term Provisions	0.73	2.13	4.64	4.02	0.66	1.20
<b>Cash Generated from/(Used in) Operations</b>	<b>519.43</b>	<b>775.40</b>	<b>1,321.49</b>	<b>884.91</b>	<b>844.65</b>	<b>(70.84)</b>
Direct Taxes Paid	(28.19)	(21.84)	(97.98)	(185.95)	(45.03)	(127.98)
<b>Net Cash Flow from/(Used in) Operating Activities (A)</b>	<b>491.24</b>	<b>753.56</b>	<b>1,223.51</b>	<b>698.96</b>	<b>799.62</b>	<b>(198.82)</b>
<b>B Cash Flow from Investing Activities</b>						
Purchase of Fixed Assets	(60.66)	(188.88)	(407.24)	(171.19)	(112.57)	(175.60)
Sale of Fixed Assets	0.58	0.91	0.89	0.83	99.50	0.10
(Investments in)/Sale of Investments in Subsidiaries and Associates	-	-	-	2.52	(12.60)	-
Interest Income	7.25	10.33	13.00	16.24	11.69	9.15
Investment Subsidy Received	-	-	-	4.38	-	1.47
<b>Net Cash Flow from/(Used in) Investing Activities (B)</b>	<b>(52.83)</b>	<b>(177.64)</b>	<b>(393.35)</b>	<b>(147.22)</b>	<b>(13.98)</b>	<b>(164.88)</b>

**ANNEXURE 3 - RESTATED STANDALONE CASH FLOW STATEMENT**

PARTICULARS	₹ in Millions					
	For the Year/Period ended					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
<b>C Cash Flow from Financing Activities</b>						
Refund of Share Application Money	-	-	-	-	-	-
Proceeds from/(Repayment of) Long Term Borrowings from Banks & Financial Institutions	267.89	(151.33)	(421.17)	(347.25)	(21.64)	487.65
Proceeds/(Repayments) from Short Term Borrowings	(351.07)	123.15	139.92	317.37	(421.69)	129.68
Dividends Paid (Including Tax thereon)	-	(51.43)	(51.43)	(24.65)	(33.33)	(41.39)
Interest Paid	(342.10)	(523.93)	(494.84)	(490.09)	(501.21)	(482.49)
<b>Net Cash Flow from/(Used in) Financing Activities (C)</b>	<b>(425.28)</b>	<b>(603.54)</b>	<b>(827.52)</b>	<b>(544.62)</b>	<b>(977.87)</b>	<b>93.45</b>
<b>Net Increase /(Decrease) in Cash and Cash Equivalents (A+B+C)</b>	<b>13.13</b>	<b>(27.62)</b>	<b>2.64</b>	<b>7.12</b>	<b>(192.23)</b>	<b>(270.25)</b>
Cash and Cash Equivalents at the Beginning of the Period/Year	158.06	185.68	183.04	175.92	368.15	638.40
<b>Cash and Cash Equivalents at the End of the Period/Year*</b>	<b>171.19</b>	<b>158.06</b>	<b>185.68</b>	<b>183.04</b>	<b>175.92</b>	<b>368.15</b>
*Cash and Cash Equivalents at the End of the Period/Year (Refer Annexure No.20)						
Cash On Hand	5.40	4.10	3.45	3.97	1.92	1.71
Balances with banks						
Current Accounts	6.13	5.59	29.87	59.91	21.52	101.20
Balances held as Margin Money against Bank Guarantees	159.66	148.37	152.36	119.16	152.48	265.24
	<b>171.19</b>	<b>158.06</b>	<b>185.68</b>	<b>183.04</b>	<b>175.92</b>	<b>368.15</b>

**Note:**

The above statement should necessarily be read with the basis of preparation and significant accounting policies appearing in Annexure 4, to the Restated Standalone Financial Information and Statement of adjustments to audited financial statements appearing in Annexure 5.

The above Restated Standalone Cash Flow Statement has been prepared under the "Indirect Method" as set out in Accounting Standard (AS) - 3 "Cash Flow Statements"

**This is the restated standalone summary of Cash Flow statement, referred to in our report of even date**



## Annexure 4: RESTATED SUMMARY STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES AND NOTES TO ACCOUNTS

### Corporate Information and Significant Accounting Policies

#### 1. Corporate Information:

K.P.R. Fertilisers Limited (**the Company**) was incorporated as a private limited company under the Companies Act, 1956 on January 2, 2007. The Company was converted into a public limited company on December 19, 2008 under the Companies Act, 1956. The corporate identification number of the Company is U24129AP2007PLC052216. The name of the Company was then changed to “**K.P.R. Agrochem Limited**” vide a fresh Certificate of Incorporation consequent to change of name dated September 21, 2015, which was issued by Registrar of Companies, Andhra Pradesh and Telangana. The registered office of the Company is located in 8-256, Tata Nagar, Balabhadrapuram, East Godavari – 533 343, Andhra Pradesh, India.

The Company is engaged in manufacture and sale of Fertilisers (NPK mixtures, SSP, DCP (Animal feed)), Insecticides, Sulphuric Acid along with cogeneration of Power and trading of imported fertilisers. The company caters to domestic market only.

#### 2. Significant Accounting Policies

##### 2.1 Basis for Preparation of Financial Statements:

The Restated Standalone Financial Information relate to the Company and have been specifically prepared for inclusion in the document to be filed by the Company with the Securities and Exchange Board of India (“SEBI”) in connection with the proposed Initial Public Offering ('IPO') of equity shares of the Company (referred to as the "Issue"). The Restated Standalone Financial Information consist of the Restated Standalone Summary Statement of Assets and Liabilities of the Company and for the nine months period ended December 31, 2017 and as at financial year ended March 31, 2017, March 31, 2016, March 31, 2015, March 31, 2014 and March 31, 2013,, the Restated Standalone Summary Statement of Profits and Losses for the nine months period ended December 31, 2017 and as at financial year ended March 31, 2017, March 31, 2016, March 31, 2015, March 31, 2014 and March 31, 2013, and the notes thereto and the Restated Standalone Summary Statement of Cash Flow and for the nine months period ended December 31, 2017 and as at financial year ended March 31, 2017, March 31, 2016, March 31, 2015, March 31, 2014 and March 31, 2013 and annexures thereto (hereinafter collectively referred to as “the Restated Standalone Financial Information”).

The Restated Standalone Financial Information have been prepared to comply in all material respects with the requirements of Section 26 read with applicable provisions within Rules 4 to 6 of the Companies (Prospectus and Allotment of Securities) Rules, 2014 to the Companies Act, 2013 (**‘the 2013 Act’**); and the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations 2009 notified by SEBI on August 26, 2009, as amended from time to time (**‘the SEBI Regulations’**). The 2013 Act and the SEBI Regulations require the information in respect of the assets and liabilities and profits and losses of the Company for each of the five years immediately preceding the issue of the Prospectus. These Restated Standalone Financial Information were approved by the Board of Directors of the Company in their meeting held on January 20, 2018.

The Restated Standalone Financial Information of the Company are prepared in accordance with Indian Generally Accepted Accounting Principles (IGAAP) and presented under the historical cost convention on accrual basis of accounting and comply with the Accounting Standards prescribed under the Companies, other pronouncements of the Institute of Chartered Accountants of India ('the ICAI'), and the provisions of the 2013 Act to the extent notified and applicable.

The Restated Standalone Financial Information are prepared by applying uniform accounting policies for similar transactions and other events in similar circumstances across the Company. The accounting policies have been consistently applied by the Company. The Restated Standalone Financial Information are presented in Indian rupees (INR), rounded off to the nearest millions with two decimal except for earnings/ (losses) per share details and where mentioned otherwise.

The Restated Standalone Financial Information have been prepared so as to contain information/ disclosures and incorporate adjustments set out below in accordance with the

SEBI Regulations:

- (a) Adjustments, if any, for audit qualification requiring corrective adjustment in the financial statements;
- (b) Adjustments for the material amounts in respective period/years to which they relate;
- (c) Adjustments for previous periods/years identified and adjusted in arriving at the profits of the period/years to which they relate irrespective of the period/year in which the event triggering the profit or loss occurred;
- (d) Adjustments, if any, to the profits or losses of the earlier periods/years and of the period/year in which the change in the accounting estimates have taken place is recomputed to reflect what the profits or losses of those periods/years would have been if a uniform accounting estimate were followed in each of these periods/years;
- (e) Adjustments for 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 special purpose standalone financial statements of the Company as at and for nine months period ended December 31, 2017 and the requirements of the SEBI Regulations;
- (f) The resultant impact of deferred tax due to the aforesaid adjustments.

## **2.2 Use of estimates:**

The preparation of the Restated Standalone Financial Information in conformity with generally accepted accounting principles (GAAP) which requires the Management to make judgments, estimates and assumptions that affect the application of accounting policies and reported amounts of assets, liabilities, income and expenses and the disclosure of contingent liabilities on the date of the financial statements. Actual results could differ from these estimates. Estimates and underlying assumptions are reviewed on an ongoing basis. Any revision to the accounting estimates is recognized prospectively in the current and future periods.

## **2.3 Current and non-current classification**

All assets and liabilities are classified into current and non-current.

### **Assets**

An asset is classified as current when it satisfies any of the following criteria:

- (i) it is expected to be realized in, or is intended for sale or consumption in, the Company's normal operating cycle;
- (ii) it is held primarily for the purpose of being traded;
- (iii) it is expected to be realized within 12 months after the reporting date; or

- (iv) it is cash or cash equivalent unless it is restricted from being exchanged or used to settle a liability for at least 12 months after the reporting date.

Current assets include the current portion of non-current financial assets. All other assets are classified as non-current.

### **Liabilities**

Liability is classified as current when it satisfies any of the following criteria:

- (i) it is expected to be settled in the Company's normal operating cycle;
- (ii) it is held primarily for the purpose of being traded;
- (iii) it is due to be settled within 12 months after the reporting date; or
- (iv) The Company does not have an unconditional right to defer settlement of the liability for at least 12 months after the reporting date.

Current liabilities include current portion of non-current financial liabilities. All other liabilities are classified as non-current.

### **2.4 Cash Flow Statement:**

Cash flows are reported using the indirect method, whereby profit/ (loss) before extraordinary items and tax is adjusted for the effects of transactions of non-cash nature and any deferrals or accruals of past or future cash receipts or payments. The cash flows from operating, investing and financing activities of the Company are segregated based on the available information.

Cash comprises cash on hand and demand deposits with banks. Cash equivalents are short-term balances (with an original maturity of three months or less from the date of acquisition), highly liquid investments that are readily convertible into known amounts of cash and which are subject to insignificant risk of changes in value.

### **2.5 Operating Cycle:**

The Company has adopted its normal operating cycle as twelve months based on the nature of products and the time between the acquisition of assets for processing and their realization, for the purpose of current / noncurrent classification of assets and liabilities.

### **2.6 Tangible Fixed Assets:**

Fixed assets are carried at cost of acquisition or construction less accumulated depreciation. The cost includes non-refundable taxes, duties, freight and other incidental expenses related to the acquisition and installation of the respective assets. Borrowing costs directly attributable to acquisition or construction of those fixed assets which necessarily take substantial period of time to get ready for their intended use are capitalized.

### **2.7 Impairment of Assets:**

The Company assesses at each balance sheet date whether there is any indication that an asset 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 cash generating unit to which the asset belongs is less than its carrying amount, the carrying amount is reduced to its recoverable amount. The reduction is treated as an impairment loss and is recognized in the Statement of Profit and Loss. If at the balance sheet date there is an indication that a previously assessed impairment loss no longer exists, the recoverable amount is reassessed and the asset is reflected at the recoverable amount subject to a maximum of depreciated historical cost.

## **2.8 Depreciation:**

Pursuant to Companies Act, 2013 ('the Act') being effective from April 1, 2014, the Company has revised depreciation rates on tangible fixed assets as per useful life specified in Part 'C' of Schedule II of the Act. and due to the same there has been a change in the estimated useful life of depreciable tangible assets which affects the depreciation in the current period and in each period during the remaining useful life of the assets. As the change is only in regard to accounting estimate requiring an adjustment of the carrying amount of tangible assets. The same do not require adjustment in the financial information for the years ended on March 31, 2014 and 2013.

In accordance with AS-6 "Depreciation", depreciation on tangible fixed assets is computed on considering useful life provided in the Schedule - II of the Act. Upto March 31, 2014 the Company was providing the depreciation under straight line method at the rate and manner prescribed in Schedule XIV of the Companies Act, 1956.

Till the year ended March 31, 2014, Schedule XIV to the Companies Act, 1956, prescribed requirements concerning depreciation of fixed assets, there after Schedule XIV has been replaced by Schedule II to the Companies Act, 2013.

## **2.9 Capital Work In Progress**

Capital work in Progress (CWIP) includes Civil Works in Progress, Plant & Equipment under erection and Preoperative Expenditure pending allocation on the assets to be acquired/ commissioned, capitalized. It also includes payments made for technical know-how fee and general administrative expenses incurred for bringing the asset into existence.

## **2.10 Investments:**

Investments, which are readily realisable and are intended to be held for not more than one year from the date on which such investments are made, are classified as current investments. All other investments are classified as long-term investments.

Investments are classified as Non Current and Current. Non Current Investments are carried at cost less provision for other than temporary diminution, if any, in value of such investments. Current investments are carried at lower of cost and fair value.

## **2.11 Foreign Currency Transactions:**

Foreign currency transactions are recorded using the exchange rates prevailing on the dates of the respective transactions. Exchange differences arising on foreign currency transactions settled during the period/year are recognized in the Restated Standalone Summary Statement of Profit and Loss.

Monetary assets and liabilities that are denominated in foreign currency are translated at the exchange rate prevalent at the date of the balance sheet. The resultant exchange differences are recognized in the Restated Standalone Summary Statement of Profit and Loss. Non-monetary assets are recorded at the rates prevailing on the date of the transaction.

As per the notification issued by the Ministry of Corporate Affairs vide notification dated March 31, 2009 and subsequent notification issued dated December 29, 2011, the Company has adjusted exchange differences arising on reporting of long term foreign currency monetary items to the cost of the asset, where such long term foreign currency monetary items related to acquisition of a depreciable capital asset (whether purchased within or outside India) and have depreciated such foreign exchange gain/ losses over the asset's balance useful life.

## 2.12 Borrowing Costs:

Borrowing costs that are attributable to the acquisition or construction of qualifying assets are capitalized as part of the cost of such assets. A qualifying asset is one that necessarily takes substantial period of time i.e. more than twelve months to get ready for its intended use. All other borrowing costs are charged to the Statement of Profit and Loss.

## 2.13 Revenue Recognition:

Revenue is recognized to the extent that it is probable that the economic benefits will flow to the Company and the revenue can be reliably measured. The following specific recognition criteria must also be met before revenue is recognized:

- a) Sales Revenue is recognized on dispatch to customers as per the terms of the order. Gross sales are net of returns/trade discounts and inclusive of Excise duty billed to customers.
- b) Subsidy from Government is recognized when such subsidy has been earned by the company and it is reasonably certain that the ultimate collection will be made.
- c) Interest income is recognized on a time proportion basis taking into account the amount outstanding and the applicable interest rate. Interest income is included under the head "other income" in the statement of profit and loss.

## 2.14 Government Grants:

All monetary Grants (Government Subsidy on Fertilizers) are recognized as income in the Statement of Profit & Loss separately when such subsidy has been earned by the company or are reasonably certain that the ultimate collection will be made.

## 2.15 Inventories:

Inventories at the period/year end are valued as under:

Raw Materials, Components, Consumables and Stores & Spares	at Cost as per First in First out Method (FIFO)
Work In Progress and Finished goods	At lower of net realizable value and Cost of Materials plus Cost of Conversion and other costs incurred in bringing them to the present location and condition

- Cost of Material is net of Cenvat/VAT availed on all items.
- Stocks at Depots are inclusive of Duty, wherever applicable, paid at the time of dispatch from Factories.

## 2.16 Retirement and other Employee Benefits:

Retirement benefit in the form of provident fund is a defined contribution scheme. The Company has no obligation, other than contribution payable to the provident fund. The Company recognizes contribution payable to the provident fund scheme as expenditure, when an employee renders related service.

Gratuity liability is a defined benefit obligation and the cost of providing the benefits under this plan is determined on the basis of actuarial valuation at each year-end. Actuarial valuation is carried out for this plan using the projected unit credit method. Actuarial gains and losses for defined benefits plan is recognized in full in the period in which they occur in the statement of profit and loss.

Accumulated leave, which is expected to be utilized within the next 12 months, is treated as short term employee benefit. The Company measures the expected cost of such absences as the additional amount that it expects to pay as a result of the unused entitlement that has accumulated at the reporting date.

The Company treats accumulated leave expected to be carried forward beyond twelve months, as long-term employee benefit for measurement purposes. Such long-term compensated absences are provided for based on the actuarial valuation using the projected unit credit method at the year-end. Actuarial gains/losses are immediately taken to the statement of profit and loss and are not deferred. The Company presents the leave as a current liability in the balance sheet, to the extent it does not have an unconditional right to defer its settlement for 12 months after the reporting date.

#### **2.17 Leases:**

Finance charges in respect of finance lease obligations are recognized as finance costs in the statement of profit and loss. In respect of operating leases for premises, which are cancellable / renewable by mutual consent on agreed terms, the aggregate lease rents payable are charged as rent in the Statement of Profit and Loss.

#### **2.18 Insurance Claims:**

Insurance Claims are accounted for on the basis of claims admitted and to the extent that the amount recoverable can be measured reliably and it is reasonable to expect ultimate collection.

#### **2.19 Taxes:**

##### **Income-tax**

Income tax expense comprises of current tax, deferred tax and Minimum alternate tax.

##### **Current tax**

The current charge for income taxes is calculated in accordance with the relevant tax regulations applicable to the Company.

##### **Deferred tax**

Deferred tax charge or credit reflects the tax effects of timing differences between accounting income and taxable income for the period. The deferred tax charge or credit and the corresponding deferred tax liabilities or assets are recognized using the tax rates that have been enacted or substantially enacted by the balance sheet date. Deferred tax assets are recognized only to the extent there is reasonable certainty that the assets can be realized in future; however, where there is unabsorbed depreciation or carry forward of losses, deferred tax assets are recognized only if there is a virtual certainty of realization of such assets.

Deferred tax assets are reviewed at each balance sheet date and is written down or written up to reflect the amount that is reasonably/ virtually certain (as the case may be) to be realized.

Deferred tax assets and deferred tax liabilities are offset if a legally enforceable right exists to set off under governing taxation laws and the taxation laws permit the enterprise to make or receive a single net payment.

## **Minimum Alternate Tax (MAT)**

Minimum Alternative Tax ('MAT') under the provisions of the Income-tax Act, 1961 is recognised as current tax in the Restated Standalone Summary Statement of Profit and Loss. The credit available under the Act in respect of MAT paid is recognised as an asset only when and to the extent there is convincing evidence that the company will pay normal income tax during the period for which the MAT credit can be carried forward for set-off against the normal tax liability. MAT credit recognised as an asset is reviewed at each balance sheet date and written down to the extent the aforesaid convincing evidence no longer exists.

### **2.20 Earnings per Share:**

Basic earnings per share are calculated by dividing the net profit or loss for the period attributable to equity shareholders by the weighted average number of equity shares outstanding during the period. Partly paid equity shares are treated as a fraction of an equity share to the extent that they are entitled to participate in dividends relative to a fully paid equity share during the reporting period. The weighted average number of equity shares outstanding during the period is adjusted for events such as bonus issue, bonus element in a rights issue, share split, and reverse share split (consolidation of shares) that have changed the number of equity shares outstanding, without a corresponding change in resources.

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

### **2.21 Provisions, Contingent Liabilities and Contingent Assets:**

The Company recognises provisions when there is present obligation as a result of past event and it is probable that there will be an outflow of resources and reliable estimate can be made of the amount of the obligation. A disclosure for Contingent liabilities is made when there is a possible obligation or present obligations that may, but probably will not, require an outflow of resources. Contingent assets are neither recognised nor disclosed in the financial statements.

### **2.22 Prior Period and Extraordinary and Exceptional Items:**

- i) All Identifiable items of Income and Expenditure pertaining to prior period are accounted through "Prior Period Items".
- ii) Exceptional Items are generally non-recurring items of income and Expenses within profit or Loss from Ordinary Activities, which are of such size, nature or incidence.

### **2.23 Provision for Bad and Doubtful Debts:**

Provision is made in the Accounts for Debts/Advances which is in the opinion of Management are Considered doubtful of Recovery.

**ANNEXURE 5:****Notes on adjustments for Restated Standalone Summary Statements****I. Impact of material adjustments**

The summary of the adjustments made to the audited standalone financial statements for the respective period/years and its effect on the profits of the Company for respective period/years is provided below:

(` in Millions)

Particulars	Note	Period/year ended December 31, 2017	For the year ended March 31, 2017	For the year ended March 31, 2016	For the year ended March 31, 2015	For the year ended March 31, 2014	For the year ended March 31, 2013
<b>Net profit after tax as per audited statement of profit and loss</b>		<b>202.57</b>	<b>216.36</b>	<b>222.46</b>	<b>278.32</b>	<b>261.59</b>	<b>143.49</b>
<b>Adjustments on account of:</b>							
Bad Debts	III(a)	0.70	2.93	0.66	(0.52)	17.07	(0.47)
Provision for doubtful debts	III(b)	-	-	18.15	(10.83)	(7.32)	-
Gratuity	III(c)	-	-	-	3.21	(0.79)	(1.31)
Bonus	III(d)	-	-	(0.54)	2.55	(0.30)	(0.60)
Foreign Exchange Fluctuation Loss	III(e)	-	-	9.63	(9.63)	-	-
Interest on Buyers Credit	III(f)	-	-	0.33	(0.33)	-	-
<b>Total impact of the adjustments</b>		<b>0.70</b>	<b>2.93</b>	<b>28.23</b>	<b>(15.55)</b>	<b>8.66</b>	<b>(2.38)</b>
Tax impact on adjustments	III(g)	0.24	1.01	16.05	(7.70)	0.08	(1.08)
Total adjustments		0.46	1.92	12.18	(7.85)	8.58	(1.30)
<b>Profit after tax, as restated</b>		<b>203.01</b>	<b>218.27</b>	<b>234.62</b>	<b>270.47</b>	<b>270.17</b>	<b>142.19</b>

**Restatement adjustments made in the audited opening balance of Surplus in the Statement of profit and loss as at April 1, 2012**

(` in Millions)

Particulars	Note	Amount
<b>Surplus the Statement of profit and Loss as at 1 April 2012</b>		<b>675.61</b>
Bad Debts	IV(a)	20.37
Gratuity	IV(b)	1.11
Bonus	IV(c)	1.11
Tax expenses –earlier years	IV(d)	51.10
<b>Total impact of the adjustments</b>		<b>73.68</b>
<b>Surplus in the statement of Profit and Loss as at 1 April 2012, as restated</b>		<b>601.94</b>

**II. Explanatory notes for the restatement adjustments****(a) Bad Debts**

Trade receivables that were written off were adjusted in arriving at the profits for the year to which they relate, irrespective of the period/year in which the event triggering the profit and loss has occurred.

**(b) Provision for doubtful debts**

Provision for bad and doubtful debts on trade receivables were adjusted in arriving at the profits for the year to which they relate to, irrespective of the period/year in which the event triggering the profit and loss has occurred.



**(c) Gratuity**

During the year ended March 31, 2015 the company has recorded the Gratuity as per Actuarial valuation in accordance with the Accounting Standard – 15 “Employee Benefits” and accordingly the same has been recognised in the statement of profit and loss to reflect consistent accounting policy across all years/period presented.

**(d) Bonus**

During the year ended March 31, 2015 the company has a made provision bonus as per The Bonus Act, 1965 and recognised to profit and loss account to reflect consistent accounting policy across all years/period presented.

**(e) Foreign fluctuation loss**

The foreign exchange gain or loss has been recognised in the year it pertains to, irrespective of the period/year in which the event triggering the profit and loss.

**(f) Interest on Buyer’s Credit**

Interest on Buyers Credit has been recognised in the year it pertains to, irrespective of the period/year in which the event triggering the profit and loss.

**(g) Tax impact on adjustments**

Tax effects of the above restatement adjustments have been adjusted in the respective period/years.

**Explanatory Note on Material adjustments to opening reserves and surplus**

**(a) Bad Debts**

Trade receivables that were written off which related to a prior period to the reporting period were adjusted in opening reserves and surplus irrespective of the period/year in which the event triggering the profit and loss.

**(b) Gratuity**

Gratuity liability relating to a prior period to the reporting period has been recognised and adjusted with opening reserves.

**(c) Bonus**

Bonus liability prior to the reporting period has been recognised and adjusted with opening reserves.

**(d) Tax expenses- earlier years**

Consequent to completion of income-tax assessment for certain years, the Company paid additional taxes which were recorded in the year of completion of such assessments. As these were relating to earlier period/years, the same has been accounted for in the financial year to which the amount relates to.

**IV. Material regroupings**

Appropriate adjustments have been made in the Restated Standalone Summary Statement of Assets and Liabilities, Restated Standalone Summary Statement of Profits and losses and Restated Standalone. Summary Statement of Cash Flow, wherever required, by reclassification of the corresponding items of income, expenses, assets and liabilities, in order to bring them in line with the regroupings as per the audited financial statements of the Company for the year ended March 31, 2017, prepared in accordance with Schedule III of the Companies Act ,2013, and the requirements of the SEBI Regulations.

## V. Non-adjusting items

In addition to the audit opinion on the standalone financial statements, the auditors are required to comment upon the matters included in the Companies (Auditor's Report) Order, 2003 ("the CARO 2003 Order") issued by the Central Government of India under sub-section (4A) of Section 227 of Companies Act 1956 on the standalone financial statements of the Company as at and for the financial years ended March 31, 2013 and March 31, 2014, Companies (Auditor's Report) Order, 2015 ("the CARO 2015 Order") issued by the Central Government of India in terms of sub-section (11) of section 143 of the Act on the standalone financial statements of the Company as at and for the financial years ended March 31, 2015 and the Companies (Auditor's Report) Order, 2016 ("the CARO 2016 Order") issued by the Central Government of India in terms of sub-section (11) of section 143 of the Act on the standalone financial statements of the Company as at and for the financial years ended March 31, 2016, March 31, 2017 and for the nine months period ended December 31, 2017 respectively. Certain statements/comments included in audit opinion on the standalone financial statements and the CARO, which do not require any adjustments in the Restated Standalone Financial Information, are reproduced below in respect of the financial statements presented.

### Financial Year ended March 31, 2013

#### Clause (iii) of the CARO 2003 Order:

- (a) The Company has, during the previous year granted loan to parties covered in the register maintained under section 301 of the act. The details as on March 31, 2013 are as follows:

(` in Millions)

No. of Parties	Balances as on March 31, 2013	Balances as on March 31, 2012	Maximum amount outstanding at any time during the year
2	9.73	4.50	9.73

- (b) According to the information and explanation given to us, the terms & conditions, prima facie, are not prejudicial to the interest of the company.
- (c) According to the information and explanation given to us, the company has not charged interest on such loans during the year.
- (d) In view of the above explanations given to us, we are of the opinion that there are no overdue principal and interest amounts as on March 31, 2013.
- (e) The Company has taken unsecured loans from the parties covered in the register maintained under section 301 of the act. The details of the same are as follows

(` in Millions)

No. of Parties	Balances as on March 31, 2013	Balances as on March 31, 2012	Maximum amount outstanding at any time during the year
5	472.38	270.25	472.38

- (f) In our opinion, the other terms and conditions of the above advances are not prima facie prejudicial to the company's interests.

**Clause (iv) of the CARO 2003 Order:**

Internal Control : In our opinion and according to the information and explanation given to us, the internal control procedure are being strengthened on a continuous basis so as to commensurate with size of the company and nature of its business, with regard to purchase of fixed assets, purchase of inventory and sale of goods for the period.

**Clause (viii) of the CARO 2003 Order:**

Cost Records: Pursuant to the Companies (Cost Accounting Records) Rules, 2011 prescribed by the Central Government under section 209(1) (d) of the Companies Act, 1956, we are of the opinion that prima facie the prescribed cost records have been maintained. We have broadly reviewed the cost records maintained by the company. We have, however, not made a detailed examination of the records with the view to determine whether they are accurate or complete.

**Financial year ended March 31, 2014**

**Clause (iii) of the CARO 2003 Order:**

- (a) The Company has, during the previous year granted loan to parties covered in the register maintained under section 301 of the act,

( ₹ in Millions)

No. of Parties	Balances as on March 31, 2014	Balances as on March 31, 2013	Maximum amount outstanding at any time during the year
3	66.40	9.73	51.49

- (b) According to the information and explanation given to us, the terms & conditions, prima facie, are not prejudicial to the interest of the company.
- (c) According to the information and explanation given to us, the company has not charged interest on such loans during the year.
- (d) In view of the above explanations given to us, we are of the opinion that there are no overdue principal and interest amounts as on March 31, 2014.
- (e) The Company has taken unsecured loans from the parties covered in the register maintained under section 301 of the act. The details of the same are as follows

( ₹ in Millions)

No. of Parties	Balances as on March 31, 2014	Balances as on March 31, 2013	Maximum amount outstanding at any time during the year
5	940.20	760.67	964.62

- (f) In our opinion, the other terms and conditions of the above advances are not prima facie prejudicial to the company's interests.

**Clause (iv) of the CARO 2003 Order:**

Internal Control : In our opinion and according to the information and explanation given to us, the internal control procedure are being strengthened on a continuous basis so as to commensurate with size of the company and nature of its business, with regard to purchase of fixed assets, purchase of inventory and sale of goods for the period.

**Clause (viii) of the CARO 2003 Order:**

Cost Records: Pursuant to the Companies (Cost Accounting Records) Rules, 2011 prescribed by the Central Government under section 209(1) (d) of the Companies Act, 1956, we are of the opinion that prima facie the prescribed cost records have been maintained. We have broadly reviewed the cost records maintained by the company, we have, however, not made a detailed examination of the records with the view to determine whether they are accurate or complete.

**Financial year ended March 31, 2015**

**Clause (vii) of the CARO 2015 Order:**

- (a) The company is regular in depositing with appropriate authorities undisputed statutory dues including Provident Fund, Employees State Insurance, Income tax, Customs Duty, Wealth Tax, Sales Tax, Excise Duty, Cess and other applicable statutory dues with the appropriate authorities ***though there have been slight delays in deposit of Income Tax, Provident Fund and Professional Tax.*** According to the information and explanations given to us no undisputed amounts payable in respect of outstanding statutory dues as at the last day of the year ending 31.03.2015 for period exceeding 6 months from the date they became payable.
- (b) Reference is invited to Note No.30.1 regarding pending litigations with various authorities in respect of Income-tax, Customs duty, Wealth tax, Sales tax, Service tax, Excise duty, Cess.

**Financial year ended March 31, 2016**

**Clause 6 of the CARO 2016 Order:**

Pursuant to the Companies (Cost Accounting Records) Rules, 2011 prescribed by the Central Government under section 209(1) (d) of the Companies Act, 1956, we are of the opinion that prima facie the prescribed cost records have been maintained. We have broadly reviewed the cost records maintained by the company We have, however, not made a detailed examination of the records with the view to determine whether they are accurate or complete.

**Clause 7 of the CARO 2016 Order:**

- (c) According to the records of the Company, the dues outstanding of income-tax, sales-tax, wealth-tax, service tax, customs duty, excise duty, value added tax and cess on account of any dispute, are as follows.

**Central Excise Act, 1944**

			( ` in Millions)
S.No.	Particulars	Pending Before	Amount
1	Irregular availment of Cenvat on Capital Goods	CESTAT	7.21
2	Misclassification of DCP	CESTAT	107.93
3	Duty on Micronutrients	Commissioner of Appeals	17.41
4	Misclassification of Bio-Fertilisers	Commissioner of Appeals	6.98

Income Tax Act, 1961			(` in Millions)
Asst. Year	Order Under Section	Pending Before	Amount
2012-13	U/S 143 (3) of the Income Tax Act 1961,	CIT (Appeals)	1.33
2013-14	U/S 143 (3) of the Income Tax Act 1961,	CIT (Appeals)	12.72
2014-15	U/S 143 (3) of the Income Tax Act 1961,	CIT (Appeals)	58.42

**Clause 8 of the CARO 2016 Order:**

The Company has an outstanding interest and instalment dues of term loans ₹21.88Millions to banks and there is no outstanding dues to financial institutions or debenture holders during the year during the year.

**Financial year ended March 31,2017**

**Clause 6 of the CARO 2016 Order:**

Pursuant to the Companies (Cost Accounting Records) Rules, 2011 prescribed by the Central Government under section 209(1) (d) of the Companies Act, 1956, we are of the opinion that prima facie the prescribed cost records have been maintained. We have broadly reviewed the cost records maintained by the company We have, however, not made a detailed examination of the records with the view to determine whether they are accurate or complete.

**Clause 7 of the CARO 2016 Order:**

- (a) According to the information and explanations given to us and on the basis of our examination of the records of the Company, amounts deducted / accrued in the books of account in respect of undisputed statutory dues including provident fund, employees' state insurance, duty of excise income tax, sales tax, wealth tax, service tax, duty of customs, value added tax, cess and other material statutory dues have been regular in deposit **except some cases** with the appropriate authorities.
- (c) According to the records of the Company, the dues outstanding of income-tax, sales-tax, wealth-tax, service tax, customs duty, excise duty, value added tax and cess on account of any dispute, are as follows.

Central Excise Act, 1944			(` in Millions)	
Particulars	Issue	CESTAT	Comm.(Appeal)	Amount
Capital goods	Irregular availment	7.21	-	7.21
DCP	Mis-classification	107.93	-	107.93
M.N. Fertilisers	Duty on Micronutrients	-	17.41	17.41
Bio-Fertilisers	Mis-classification	-	6.98	6.98

**Income Tax Act, 1961**

( ₹ in Millions)

Asst. Year	Order Under Section	Pending Before	Amount
2012-13	U/s 143(3)	CIT (Appeals)	1.33
2013-14	U/s 143(3)	CIT (Appeals)	12.72
2014-15	U/s 143(3)	CIT (Appeals)	58.42

**Sales Tax (Odisha Vat Act, 2014)**

( ₹ in Millions)

Financial Year	Order Under Section	Pending Before	Amount
2011-12 & 2013-14	U/s 142(4)	Odisha Sales Tax Tribunal, Cuttack	1.55

**Clause 8 of the CARO 2016 Order:**

The Company has outstanding instalments to the banks amounting to ₹7.23Millionsand interestthereon of ₹23.03 Millions.

**For the period ended December 31, 2017****Clause 7 of the CARO 2016 Order:**

- (a) According to the information and explanations given to us and on the basis of our examination of the records of the Company, amounts deducted / accrued in the books of account in respect of undisputed statutory dues including provident fund, employees' state insurance, duty of excise income tax, sales tax, wealth tax, service tax, duty of customs, value added tax, goods and services tax cess and other material statutory dues have been regular in deposit except slight delays in few instances.

**Income Tax Act, 1961**

( ₹ in Millions)

Asst. Year	Under Section	Amount
2017-18	U/s 140A	38.39

- (c) According to the records of the Company, the dues outstanding of income–tax, sales–tax, wealth–tax, service tax, customs duty, excise duty, value added tax and cess on account of any dispute, are as follows.

**Central Excise Act, 1944**

( ₹ in Millions)				
Particulars	Issue	CESTAT	Comm. (Appeals)	Amount
Capital goods	Irregular availment	7.21	-	7.21
DCP	Mis-classification	148.17	-	148.17
M.N. Fertilisers	Duty on Micronutrients	-	17.93	17.93
Bio-Fertilisers	Mis-classification	-	19.31	19.31

**Income Tax Act, 1961**

( ₹ in Millions)			
Asst. Year	Order Under Section	Pending Before	Amount
2012-13	U/s 143(3)	CIT (Appeals)	1.33
2013-14	U/s 143(3)	CIT (Appeals)	12.72
2014-15	U/s 143(3)	CIT (Appeals)	48.13

**Sales Tax (Odisha Vat Act, 2014)**

( ₹ in Millions)			
Financial Year	Order Under Section	Pending Before	Amount
2011-12 & 2013-14	U/s 142(4)	Odisha Sales Tax Tribunal, Cuttack	1.55

**Clause 8 of the CARO 2016 Order:**

The Company has outstanding instalments and interest to the banks amounting to ₹123.32 millions of which ₹99.33 millions paid in January, 2018.

## Annexure 6 - Restated Standalone Summary Statement of Share Capital

in Millions

Particulars	As at					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
<b>Authorised Capital</b>						
12,50,00,000 (Previous Years: March, 2012: 2,00,00,000, March, 2013: 2,00,00,000, March, 2014: 9,00,00,000, March, 2015: 9,00,00,000, March, 2016: 9,00,00,000, March, 2017: 12,50,00,000) Equity Shares of ₹10 each	1,250.00	1,250.00	900.00	900.00	900.00	200.00
	<b>1,250.00</b>	<b>1,250.00</b>	<b>900.00</b>	<b>900.00</b>	<b>900.00</b>	<b>200.00</b>
<b>Issued, Subscribed &amp; Paid Up Capital</b>						
8,54,64,000 (Previous Years: March, 2012: 1,42,44,000, March, 2013: 1,42,44,000, March, 2014: 8,54,64,000, March, 2015: 8,54,64,000, March, 2016: 8,54,64,000, March, 2017: 8,54,64,000) Equity Shares of ₹10 each	854.64	854.64	854.64	854.64	854.64	142.44
<b>Total</b>	<b>854.64</b>	<b>854.64</b>	<b>854.64</b>	<b>854.64</b>	<b>854.64</b>	<b>142.44</b>

## (a) Reconciliation of the number of Equity shares outstanding at the beginning and at the end of the reporting year is as given below:

in Millions

Particulars	December 31, 2017		March 31, 2017		March 31, 2016		March 31, 2015		March 31, 2014		March 31, 2013	
	Number of Shares	Amount	Number of Shares	Amount	Number of Shares	Amount	Number of Shares	Amount	Number of Shares	Amount	Number of Shares	Amount
Number of shares at the beginning of the year	85.46	854.64	85.46	854.64	85.46	854.64	85.46	854.64	14.24	142.44	14.24	142.44
Add: shares issued during the year/period	-	-	-	-	-	-	-	-	71.22	712.20	-	-
<b>Number of shares outstanding at the end of the year/period</b>	<b>85.46</b>	<b>854.64</b>	<b>85.46</b>	<b>854.64</b>	<b>85.46</b>	<b>854.64</b>	<b>85.46</b>	<b>854.64</b>	<b>85.46</b>	<b>854.64</b>	<b>14.24</b>	<b>142.44</b>

## (b) Terms/Rights attached to equity shares

The Company has only one class of equity shares having a par value of ₹10 per share. Each Holder of Equity shares is entitled to one vote per share. The Company declares and pays dividend in Indian Rupees. The Dividend proposed by the Board of Directors has been approved by the shareholders in the Annual General meeting and same has been paid. In the event of liquidation, the holders of equity shares will be entitled to receive remaining assets of the Company in proportion to their shareholding.

For the Year ended March 31, 2017 the amount of per share dividend recognised as distribution to equity share holders was Nil (Previous Years: March, 2016 ₹0.50, March, 2015 ₹0.50, March, 2014 ₹1.00, March, 2013 ₹2.00).

## (c) Details of Shareholders holding more than 5% of equity shares along with the percentage of holding at the end of reporting year/period is as given below

in Millions

Particulars	December 31, 2017		March 31, 2017		March 31, 2016		March 31, 2015		March 31, 2014		March 31, 2013	
	No. of Shares	% of Holding	No. of Shares	% of Holding	No. of Shares	% of Holding	No. of Shares	% of Holding	No. of Shares	% of Holding	No. of Shares	% of Holding
Cresco Technology LLP (Formerly Cresco Technology Private Limited)	16.20	18.96	16.20	18.96	16.20	18.96	16.20	18.96	16.20	18.96	2.70	18.96
Vijaya Lakshmi Karri	5.69	6.65	5.69	6.65	-	-	-	-	-	-	-	-
Vinodha Bala Kovvuri	4.45	5.21	4.45	5.21	-	-	-	-	-	-	-	-
Satyanarayana Reddy Kovvuri, S/o. Papa Reddy Kovvuri	4.44	5.20	4.44	5.20	-	-	-	-	-	-	-	-

As per records of the company, including its register of shareholders/members and other declarations received from shareholders regarding beneficial interest, the above shareholding represents both legal and beneficial ownership shares.

## (d) Details of Shares allotted for consideration other than cash

	December 31, 2017	2016-17	2015-16	2014-15	2013-14	2012-13	2011-12	2010-11	2009-10	2008-09	2007-08
Fully paid up no. of equity shares by way of bonus shares			-	-	71.22	-	-	-	-	3.30	-



**Annexure 7 - Restated Standalone Summary Statement of Reserves and Surplus**

As at

Particulars	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
<b>A. Capital Reserves - Investment Subsidy</b>						
Balance at the beginning of the year	7.35	7.35	7.35	2.97	2.97	1.50
Transferred during the year	-	-	-	4.38	-	1.47
Balance at the end of the year (A)	<b>7.35</b>	<b>7.35</b>	<b>7.35</b>	<b>7.35</b>	<b>2.97</b>	<b>2.97</b>
<b>B. Securities Premium Reserve</b>						
Balance at the beginning of the year	-	-	-	-	173.76	173.76
Transferred/(Utilised) during the year	-	-	-	-	(173.76)	-
Balance at the end of the year (B)	-	-	-	-	-	<b>173.76</b>
<b>C. General Reserves</b>						
Balance at the beginning of the year	29.16	29.16	29.16	29.16	3.00	3.00
Transferred during the year	-	-	-	-	26.16	-
Balance at the end of the year (C)	<b>29.16</b>	<b>29.16</b>	<b>29.16</b>	<b>29.16</b>	<b>29.16</b>	<b>3.00</b>
<b>D. Surplus</b>						
Balance at the beginning of the year	1,012.22	793.95	610.76	391.72	710.80	601.94
Add: Income Tax of earlier years*	-	-	-	-	-	-
Add: Net Profit / (Net Loss) for the Year	203.01	218.27	234.62	270.47	270.17	142.19
<b>Amount Available for appropriations</b>	<b>1,215.23</b>	<b>1,012.22</b>	<b>845.38</b>	<b>662.19</b>	<b>980.97</b>	<b>744.13</b>
<b>Appropriations</b>						
Less: Utilised for issue of Bonus Shares	-	-	-	-	538.44	-
Less: Transferred to Reserves	-	-	-	-	26.16	-
Less: Proposed Equity Dividends	-	-	42.73	42.73	21.07	28.49
Less: Tax on Proposed Equity Dividends	-	-	8.70	8.70	3.58	4.84
Balance at the end of the year (D)	<b>1,215.23</b>	<b>1,012.22</b>	<b>793.95</b>	<b>610.76</b>	<b>391.72</b>	<b>710.80</b>
<b>Grand Total (A+B+C+D)</b>	<b>1,251.74</b>	<b>1,048.73</b>	<b>830.46</b>	<b>647.27</b>	<b>423.85</b>	<b>890.53</b>

₹ in Millions

## Annexure 8 - Restated Standalone Summary Statement of Long Term Borrowings

As at

Particulars	December	March 31,	March 31,	March 31,	March 31,	March 31,
	31, 2017	2017	2016	2015	2014	2013
<b>Non Current Maturities</b>						
<b>Secured Borrowings</b>						
<b>Term Loans</b>						
From Banks	724.75	460.23	612.61	682.08	396.11	628.12
<b>Other Loans</b>						
From Financial institution	-	-	-	100.00	100.00	-
<b>Long Term maturities of Financial Lease Obligation</b>						
Vehicle Loans	-	0.09	2.86	4.87	4.16	9.01
<b>Unsecured Borrowings</b>						
Loans and advances from the related parties	-	-	-	250.00	405.76	760.67
Loans and advances from Others	63.86	60.40	56.58	56.27	534.44	64.31
<b>Total</b>	<b>788.61</b>	<b>520.72</b>	<b>672.05</b>	<b>1,093.22</b>	<b>1,440.47</b>	<b>1,462.11</b>
Less: Current maturities (Amount disclosed under the head "other current liabilities" (refer Annexure 13))						

The above amounts includes

₹ in Millions

Particulars	<b>Non-Current Maturities</b>					
	As at	As at	As at	As at	As at	As at
	December	March 31,	March 31,	March 31,	March 31,	March 31,
	31, 2017	2017	2016	2015	2014	2013
Secured Borrowings	724.75	460.32	615.47	786.95	500.27	637.13
Unsecured Borrowings	63.86	60.40	56.58	306.27	940.20	824.98
Amounts disclosed under the head "other current liabilities"	-	-	-	-	-	-
<b>Total Amount</b>	<b>788.61</b>	<b>520.72</b>	<b>672.05</b>	<b>1,093.22</b>	<b>1,440.47</b>	<b>1,462.11</b>

**Restated Standalone Statement of Principal Terms and Conditions of Long Term Borrowings**

Name of the Bank/ Sanctioned Amount	Rate of Interest as per sanction Order	Rate of Interest at present	Disclosed Under long-term borrowings (₹ in Millions)	Disclosed under other Current liabilities (₹ in Millions)	Repayment Schedule of Loans	Securities offered
Andhra Bank – Rayavaram  Sanctioned Amount ₹550.00	BMPLR+0.25%	MCLR + 2.05% + TP (0.50%)	-	43.11	Repayable in 28 quarterly instalments commencing from January, 2012	<ul style="list-style-type: none"> <li>➤ Extension of EM on immovable properties and extension of fixed block of the Company both existing and future.</li> <li>➤ Corporate guarantee by Cresco Technology LLP and personal guarantees of Kovvuri Papa Reddy; Karri Venkata Mukunda Reddy and Kovvuri Rajasekhar Reddy and guarantee of owners of collateral securities who offered their properties as securities for the loans.</li> <li>➤ Please refer to Note 1 for collateral securities.</li> </ul>
Andhra Bank – Rayavaram  Sanctioned Amount ₹95.00	BR+4.25%+0.25%	MCLR + 2.05% + TP (0.50%)	-	9.03	Repayable in 20 quarterly instalments commencing from June' 2013	<ul style="list-style-type: none"> <li>➤ Extension of EM on immovable properties and extension of fixed block of the Company both existing and future.</li> <li>➤ Corporate guarantee by Cresco Technology LLP and personal guarantees of Kovvuri Papa Reddy; Karri Venkata Mukunda Reddy and Kovvuri Rajasekhar Reddy and guarantee of owners of collateral securities who offered their properties as securities for the loans.</li> <li>➤ Please refer to Note 1 for collateral securities.</li> </ul>

Name of the Bank/ Sanctioned Amount	Rate of Interest as per sanction Order	Rate of Interest at present	Disclosed Under long-term borrowings ( in Millions)	Disclosed under other Current liabilities ( in Millions)	Repayment Schedule of Loans	Securities offered
Andhra Bank – Rayavaram  Sanctioned Amount ₹500.00	BR+4.25%+0.25%	MCLR+2.05%)+TP(0.50%)	75.00	125.00	Repayable in 20 equal quarterly instalments commencing from first date of disbursement viz October, 2014	<ul style="list-style-type: none"> <li>➤ Extension of EM on immovable properties and extension of fixed block of the Company both existing and future.</li> <li>➤ Corporate guarantee by Cresco Technology LLP and personal guarantees of Kovvuri Papa Reddy; Karri Venkata Mukunda Reddy and Kovvuri Rajasekhar Reddy and guarantee of owners of collateral securities who offered their properties as securities for the loans.</li> <li>➤ Please refer to Note 1 for collateral securities.</li> </ul>
Andhra Bank – Rayavaram  Sanctioned Amount ₹65.00	BR+2%+TP(0.50%)	MCLR+2.05%)+TP(0.50%)	30.18	11.61	Repayable in 28 quarterly instalments commencing from April 2015.	<ul style="list-style-type: none"> <li>➤ Hypothecation of the assets created out of the project finance</li> <li>➤ Hypothecation of plant and machinery, mortgage of factory constructed/ to be constructed with Andhra Bank finance</li> <li>➤ Personal guarantees of Kovvuri Papa Reddy, Karri Venkata Mukunda Reddy and Kovvuri Rajasekhar Reddy and corporate guarantee of Cresco Technology LLP and guarantee of owners of collateral securities who offered their properties as security for the loans.</li> <li>➤ Please refer to Note 1 for collateral securities.</li> </ul>

Name of the Bank/ Sanctioned Amount	Rate of Interest as per sanction Order	Rate of Interest at present	Disclosed Under long-term borrowings ( in Millions)	Disclosed under other Current liabilities ( in Millions)	Repayment Schedule of Loans	Securities offered
Andhra Bank – Rayavaram  Sanctioned Amount ₹ 80.00	BR+2%+TP(0.50%)	MCLR+2.05%+TP(0.25%)	16.00	20.00	Repayable in 20 quarterly instalments commencing from January 2015.	<ul style="list-style-type: none"> <li>➤ Hypothecation of the assets created out of the project finance</li> <li>➤ Hypothecation of plant and machinery, mortgage of factory constructed/ to be constructed with Andhra Bank finance</li> <li>➤ Personal guarantees of Kovvuri Papa Reddy, Karri Venkata Mukunda Reddy and Kovvuri Rajasekhar Reddy and corporate guarantee of Cresco Technology LLP and guarantee of owners of collateral securities who offered their properties as security for the loans.</li> <li>➤ Please refer to Note 1 for collateral securities.</li> </ul>
Andhra Bank – Rayavaram  Sanctioned Amount ₹66.00	BR+2%+TP(0.50%)	MCLR+2.05%+TP(0.25%)	29.73	16.50	Repayable in 60 monthly instalments commencing from April, 2016	<ul style="list-style-type: none"> <li>➤ Primary security charge created on the asset created out of the loan.</li> <li>➤ Hypothecation of plant and machinery, mortgage of factory buildings constructed/ to be constructed with the bank's finance. extension of charge on fixed block of the Company (present and future).</li> <li>➤ Personal guarantees of Kovvuri Papa Reddy, Karri Venkata Mukunda Reddy and Kovvuri Rajasekhar Reddy and corporate guarantee of Cresco Technology LLP and guarantee of owners of collateral securities who offered their properties as security for the loans.</li> <li>➤ Please refer to Note 1 for collateral securities.</li> </ul>

Name of the Bank/ Sanctioned Amount	Rate of Interest as per sanction Order	Rate of Interest at present	Disclosed Under long-term borrowings ( in Millions)	Disclosed under other Current liabilities ( in Millions)	Repayment Schedule of Loans	➤ Securities offered
Andhra Bank – Rayavaram  Sanctioned Amount ₹160.00	BR+2%+TP(0.50%)	MCLR+2.05%+TP(0.25%)	86.34	33.33	Repayable in 24 quarterly instalments commencing from April, 2016	<ul style="list-style-type: none"> <li>➤ Primary security charge created on the asset created out of the loan</li> <li>➤ Hypothecation of plant and machinery, mortgage of factory buildings constructed/ to be constructed with the bank's finance. extension of charge on fixed block of the Company (present and future).</li> <li>➤ Personal guarantees of Kovvuri Papa Reddy, Karri Venkata Mukunda Reddy and Kovvuri Rajasekhar Reddy and corporate guarantee of Cresco Technology LLP and guarantee of owners of collateral securities who offered their properties as security for the loans.</li> <li>➤ Please refer to Note 1 for collateral securities.</li> </ul>
Andhra Bank – Rayavaram  Sanctioned Amount ₹750.00	MCLR+2.05%+TP(0.25%)	MCLR+2.05%+TP(0.25%)	487.50	187.50	Repayable in 20 quarterly instalments commencing from first date of disbursement viz June 2017	<ul style="list-style-type: none"> <li>➤ Extension of EM on immovable properties and extension of fixed block of the Company both existing and future.</li> <li>➤ Corporate guarantee by Cresco Technology LLP and personal guarantees of Kovvuri Papa Reddy; Karri Venkata Mukunda Reddy and Kovvuri Rajasekhar Reddy and gurantee of owners of collateral securities who offered their properties as securities for the loans.</li> <li>➤ Please refer to Note 1 for collateral securities.</li> </ul>
<b>Total</b>			<b>724.75</b>	<b>446.09</b>		

## Security details of the above mentioned loans:

### Note 1:

1. Extent of Ac.6.39 cts in RS No.308/J in the name of Mr.Karri Venkata Mukunda Reddy.
2. extent of Ac.4.50 Cts in RS No.308/J in the name of Sri Kovvuri Satyanarayana Reddy S/o. Veera Raghava Reddy
3. Extent of Ac.1.14 Cts in RS No.308/J in the name of Mr.Kovvuri Satyanarayana Reddy
4. Site with poultry sheds in R.S. no. 308-J area of 1.00 Ac at Marrabbihali, Hospet Road, Hagaribommanahalli tq., Bellari District belonging to Mrs. G Sarada;
5. Site with poultry sheds and cages in R.S. no. 308-J area of 1.00 Ac at Marrabbihali, Hospet Road, Hagaribommanahalli tq., Bellari District , belonging to Mrs. G Sarada
6. Site with poultry sheds and cages in R.S. no. 308-J area of 1.74 Ac at Marabbihalli, Hagaribommanahalli belonging to Mrs. G.Sarada;
7. Site with 5 layer sheds and cages, grower sheds and cages in S.No.308H, 308I and 309B area of AC 13.19 at Marrabbihalli of Sri K Rajasekhar Reddy;
8. Site with layer sheds and cages, grower sheds and cages in S.No.308H, I, L and M area of AC 12.81 at Marrabbihalli Hospet Road, Hagaribommanahalli tq, Bellary Dist. of Sri Laxmi Poultry Complex Private Limited;
9. One Layer Shed along with other super structures in S. No. 308J of Marabbihalli Hospet Road, Hagaribommanahalli tq, Bellary dist. belonging to N. Veera Lakshmi in Ac. 1.50 cts;
10. One Layer Shed along with other super structures in S. No. 308J/1 of Marabbihalli Hospet Road, Hagaribommanahalli tq., Bellary dist. belonging to K Satyanarayana Reddy in Ac. 1.50 cts;
11. One Layer Shed along with other super structures in S. No. 308J of Marabbihalli Hospet Road, Hagaribommanahalli tq., Bellary dist. belonging to Mrs. G Sarada in Ac. 1.50 cts;
12. Site with 2 grower sheds and layer cages at Marabbihalli, Hagaribommanahalli in R.S. No. 66D area of 0.44 Ac belonging to M. Aruna Devi;
13. Site with Poultry broomer sheds and brooder cages in R.S. no. 66D area of 0.88 Ac at Marabbihalli, Hagaribommanahalli belonging to Mrs. G Sarada;
14. Site with brooder, grower sheds and cages and feed mill in R.S. No. 66/DA area of 2.00 Ac at Marrabbihalli Hagaribommanahalli Bellary District belonging to K. Manga;
15. One Brooder and one grower sheds along with supervisor quarters and brooder cages along with other super structures constructed in S. No.66 C/3 and C4 extent Ac.4.41 cts belonging to Sri Lakshmi Poultry Complex Private Limited;
16. Brooder and grower sheds along with super structures constructed in S.No.66 C/3b extent Ac.1.29 cts Marabbihal Hagaribommanahalli Bellary Dist., belonging to Kovvuri Satyanarayana Reddy S/o Veera Raghava Reddy Kovvuri;
17. Machinery belonging to Sri Laxmi Poultry Complex Private Limited, erected/constructed in the godown at Marabbihal Hagaribommanahalli, Bellary Dist;
18. Equitable mortgage of vacant site of Ac 2.34 cts (1.50+0.84) in S. No. 307K of Marabbihalli, Karnataka and 2 feed godowns constructed thereon belonging to Kovvuri Satyanarayana Reddy S/o. Veera Raghava Reddy Kovvuri;
19. Site with godown in RS No. 307 K Ac. 2.00 cents at Marabbihalli, Hagaribommanahalli belonging to Mrs. G. Sarada;
20. EMD of newly constructed layer sheds /grower sheds/ chick sheds in Ac 9.71 cts in RS No.732/A, 733/1, 731/A, 731/E and 731/D situated at Katyayanimandi Village, Kadlubal Gram Panchayat, H B Halli tq, Bellary belonging to M/s. Sri Lakshmi Poultry Complex
21. Site in R.S. No 308 N area Ac 2-47 cts at Marabbihalli Village, Hagarobommanahalli with 2 layer sheds along with Lager cages and other super structures belonging to G. Sarada;
22. Site in R.S. No 309 A area Ac 4-18 cts at Marabbihalli Village, Hagarobommanahalli alongwith layer sheds, cages and other super structures belonging to K.V. Mukunda Reddy;
23. Site in R.S. No 311 A area Ac 1-89 cts at Marabbihalli Village, Hagaribommanahalli with grower shed, cages and other belonging to K.V. Mukunda Reddy;
24. Site in R.S. No 308 O, Hissa A, area Ac 4-65 cts at Marabbihalli Village, Hagaribommanahalli belonging to G. Sarada;
25. Site in R.S. No: 310 area Ac 3-20 cts with layer sheds and cages alongwith other super structures at Marabbihalli Village, Hagaribommanahalli belonging to K.V. Mukunda Reddy;
26. Equitable mortgage of Firm land and building situated in R.S. No: 18/2 and 18/3 at Pandalapaka Village belonging to Sri Sai Laxmi Poultry Feed;

27. Equitable mortgage of site with five poultry sheds with machinery area 4.4  $\frac{3}{4}$  Ac in R.S. No: 276/1 at Someswaram to Rajanagaram Road, Veerampalem Pakulu Road, G. Dontamaru, Rangampet Mandal, Andhra Pradesh belonging to Sri Sai Laxmi Poultry Complex ;
28. Vacant site of 2710.40 sq. yards in s.no.17/8,17/9 at Door No. 4-140/ 3B, Near MPP school, opposite to Church, Someswaram to Rajanagaram Road, at Pandalapaka Village, Biccavilu Mandal and commercial godown constructed thereon belonging to Sri Sai Lakshmi Agros Division, proprietor K. Venkata Mukunda Reddy;
29. Site of 5022.10 sq. yards in S.No.18/1 at Pandalapaka and commercial godown constructed thereon belonging to Sai Lakshmi Agros Division, proprietor K. Satyanarayana Reddy;

**Additional Security**

30. Industrial land – 108/4, 108/5, 109/2, 109/1, 7,4,5,9 109/11, 12 and 13, 110/5, Halavarthi, Koppal, Karnataka, Ac 17.45 belonging to the Company;
31. Agricultural land to the extent of Ac 7.775 situated at Block No. 39/1, Venkatapur village, Garag Hobli, Dharwad, Karnataka belonging to K.V. Mukunda Reddy;
32. Agricultural land to the extent of Ac 7.70 situated at Block No. 39/2, Venkatapur village, Garag Hobli, Dharwad, Karnataka belonging to K. Satyanarayana Reddy s/o K. Papa Reddy;
33. Agricultural land of Ac 5.90 situated at block no. 38/2 (part), Venkatapur village, Garag Hobli, Dharwad, Karnataka belonging to M.S.R. Prasad;
34. Agricultural land of Ac 3.175 situated at block no. 38/2B (part), Venkatapur village, Garag Hobli, Dharwad, Karnataka belonging to G.V. Subba Reddy;
35. Agricultural land of Ac 2.75 situated at block no. 38/2B, Venkatapur village, Garag Hobli, Dharwad, Karnataka belonging to K. Bhulok Reddy;
36. Agricultural land of Ac 0.875 situated at S. No. 40 (part), Venkatapur village, Garag Hobli, Dharwad, belonging to K. Bhulok Reddy;
37. Agricultural land of Ac 11.01  $\frac{3}{4}$  situated at S. No. 22/3, 22/2, 20/3, 19/2, 19/4, 20/2, 10/4, 20/3, 20/2, 10/9, 10/3 and 10/4 belonging to the Company;
38. Agricultural land of Ac 38.83 situated at 104, 105 situated near Chatnay Poultry and Dave cotton Products, Nallamilli Road, Balabhadrapuram, at Biccavole Manda, Andhra Pradesh belonging to the Company;

**Fixed Assets**

39. Factory land, Ac. 31.945, bearing R. S. No. 24/1, 28/1, 23/1,2, 21/2,3, 30/1, 23/3, located at Biccavolu belonging to the Company and factory building and godowns constructed thereon
40. Factory land 15681.60 sq. yards bearing R.S. No. 248/4, 248/B-3, 248/B-2, D.No.9-4, located at Balabhadrapuram, Biccavolu Mandal belonging to the Company and factory building and godowns constructed thereon;
41. Factory land and building – extent of Ac.11.02 at Koppal plant, Karnataka;
42. WDV of plant and machinery and other fixed assets;

**Note 2:**

1. Agricultural land in an extent of Ac. 9.52  $\frac{1}{2}$  cts in R.S. No. 297/2, 297/1 situated at Kunikeri Village, Koppal, Karnataka Mr. K. Satyanarayana Reddy S/o Mr. K. V. Mukunda Reddy;
2. Agricultural land to an extent of Ac. 1.40 cts in R.S. No. 110/8, 110/10 situated at Kunikeri Village, Koppal taluka and District, Karnataka belonging to Mr. K. Satyanarayana Reddy s/o Mr. K.V. Mukunda Reddy;
3. Agricultural land to an extent of Ac. 3.27  $\frac{1}{2}$  cts in R.S. No. 110/6, 110/7 situated at Kunikeri Village, Koppal, Karnataka belonging to Mr. K. Bhuloka Reddy;
4. Industrial land to total extent of Ac. 18.82  $\frac{1}{2}$  cts in R.S. No. 32/1, 19/2, 3, 4, 28/5, 6, 7, 8, 29/1, 3, 5, 31/1, 32/1, 34/2, 38/1, situated in Biccavolu, belonging to KPR Chemicals Limited



**Annexure 9 - Restated Standalone Summary Statement of Deferred Tax Liability**

Deferred tax has been accounted for in accordance with the Accounting Standard – 22, “Accounting for taxes on income”, issued by the Institute of Chartered Accountants of India. The components of Deferred Tax Assets and Liabilities recognized in these accounts are as follows:

Particulars	As at					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
<b>Deferred Tax Liability (Net)</b>						
Opening Balance for the reporting year	314.93	325.61	302.26	276.90	252.86	216.96
Charge/(Credit) during the year	(7.58)	(10.68)	23.35	25.36	24.04	35.90
<b>Total Deferred Tax Liability (Net)</b>	<b>307.35</b>	<b>314.93</b>	<b>325.61</b>	<b>302.26</b>	<b>276.90</b>	<b>252.86</b>

₹ in Millions

**Annexure 10 - Restated Standalone Summary Statement of Long Term Provisions**

Particulars	As at					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Provision for Gratuity	12.76	11.95	9.04	5.39	2.79	2.13
Provision for Leave benefits	1.55	1.63	2.41	1.42	-	-
Provision for Bonus	-	-	-	-	-	-
<b>Total</b>	<b>14.31</b>	<b>13.58</b>	<b>11.45</b>	<b>6.81</b>	<b>2.79</b>	<b>2.13</b>

**Annexure 11 - Restated Standalone Summary Statement of Short Term Borrowings**

Particulars	As at					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Loans repayable on demand from Banks (Secured)	2,259.68	2,612.30	2,203.11	1,982.82	1,050.88	1,955.34
Short Term Loans From Banks (Secured)	-	-	-	-	999.98	-
Short Term Loans From Financial Institutions (Secured)	-	-	-	-	-	90.00
Buyer's Credit (Secured)	-	-	172.69	252.79	-	427.21
Loans and Advances from the Related Parties (Unsecured)	20.55	19.00	132.35	132.62	-	-
<b>Total</b>	<b>2,280.23</b>	<b>2,631.30</b>	<b>2,508.15</b>	<b>2,368.23</b>	<b>2,050.86</b>	<b>2,472.55</b>

The above amounts includes

Particulars	As at					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Secured Borrowings	2,259.68	2,612.30	2,375.80	2,235.61	2,050.86	2,472.55
Unsecured Borrowings	20.55	19.00	132.35	132.62	-	-
<b>Total Amount</b>	<b>2,280.23</b>	<b>2,631.30</b>	<b>2,508.15</b>	<b>2,368.23</b>	<b>2,050.86</b>	<b>2,472.55</b>

**Restated Standalone Statement of Principal Terms and Conditions of Short Term Borrowings**

Name of the Bank/ Financial Institution	Outstanding as at 31.12.2017	Rate of interest p.a (%)	Repayme nt Schedule of Loans	Securities offered	Prepayments clauses
Andhra Bank – Rayavaram	2,259.68	MCLR + 2.05%	Repayable on Demand	<ul style="list-style-type: none"> <li>➤ Current Assets of the Company (both existing and future) such as raw materials, work in progress, finished goods and receivables etc.,</li> <li>➤ Corporate guarantee by Cresco Technology LLP and personal guarantees of Kovvuri Papa Reddy; Karri Venkata Mukunda Reddy and Kovvuri Rajasekhar Reddy and guarantee of owners of collateral securities who offered their properties as securities for the loans.</li> <li>➤ Please refer to Note 1 for collateral securities.</li> </ul>	Nil

**Security details of the above mentioned loans:**

**Note 1:**

1. Extent of Ac.6.39 cts in RS No.308/J in the name of Mr.Karri Venkata Mukunda Reddy.
2. extent of Ac.4.50 Cts in RS No.308/J in the name of Sri Kovvuri Satyanarayana Reddy S/o. Veera Raghava Reddy
3. Extent of Ac.1.14 Cts in RS No.308/J in the name of Mr.Kovvuri Satyanarayana Reddy
4. Site with poultry sheds in R.S. no. 308-J area of 1.00 Ac at Marrabbhiali, Hospet Road, Hagaribommanahalli tq., Bellari District belonging to Mrs. G Sarada;
5. Site with poultry sheds and cages in R.S. no. 308-J area of 1.00 Ac at Marrabbhiali, Hospet Road, Hagaribommanahalli tq., Bellari District , belonging to Mrs. G Sarada
6. Site with poultry sheds and cages in R.S. no. 308-J area of 1.74 Ac at Marabbihalli, Hagaribommanahalli belonging to Mrs. G.Sarada;
7. Site with 5 layer sheds and cages, grower sheds and cages in S.No.308H, 308I and 309B area of AC 13.19 at Marrabbhiali of Sri K Rajasekhar Reddy;
8. Site with layer sheds and cages, grower sheds and cages in S.No.308H, I, L and M area of AC 12.81 at Marrabbhiali Hospet Road, Hagaribommanahalli tq, Bellary Dist. of Sri Laxmi Poultry Complex Private Limited;
9. One Layer Shed along with other super structures in S. No. 308J of Marabbihalli Hospet Road, Hagaribommanahalli tq, Bellary dist. belonging to N. Veera Lakshmi in Ac. 1.50 cts;
10. One Layer Shed along with other super structures in S. No. 308J/1 of Marabbihalli Hospet Road, Hagaribommanahalli tq., Bellary dist. belonging to K Satyanarayana Reddy in Ac. 1.50 cts;
11. One Layer Shed along with other super structures in S. No. 308J of Marabbihalli Hospet Road, Hagaribommanahalli tq., Bellary dist. belonging to Mrs. G Sarada in Ac. 1.50 cts;
12. Site with 2 grower sheds and layer cages at Marabbihalli, Hagaribommanahalli in R.S. No. 66D area of 0.44 Ac belonging to M. Aruna Devi;
13. Site with Poultry broomer sheds and brooder cages in R.S. no. 66D area of 0.88 Ac at Marabbihalli, Hagaribommanahalli belonging to Mrs. G Sarada;
14. Site with brooder, grower sheds and cages and feed mill in R.S. No. 66/DA area of 2.00 Ac at Marrabbhiali Hagaribommanahalli Bellary District belonging to K. Manga;
15. One Brooder and one grower sheds along with supervisor quarters and brooder cages along with other super structures constructed in S. No.66 C/3 and C4 extent Ac.4.41 cts belonging to Sri Lakshmi Poultry Complex Private Limited;

16. Brooder and grower sheds along with super structures constructed in S.No.66 C/3b extent Ac.1.29 cts Marabbihal Hagaribommanahalli Bellary Dist., belonging to Kovvuri Satyanarayana Reddy S/o Veera Raghava Reddy Kovvuri;
17. Machinery belonging to Sri Laxmi Poultry Complex Private Limited, erected/constructed in the godown at Marabbihal Hagaribommanahalli, Bellary Dist;
18. Equitable mortgage of vacant site of Ac 2.34 cts (1.50+0.84) in S. No. 307K of Marabbihalli, Karnataka and 2 feed godowns constructed thereon belonging to Kovvuri Satyanarayana Reddy S/o. Veera Raghava Reddy Kovvuri;
19. Site with godown in RS No. 307 K Ac. 2.00 cents at Marabbihalli, Hagaribommanahalli belonging to Mrs. G. Sarada;
20. EMD of newly constructed layer sheds /grower sheds/ chick sheds in Ac 9.71 cts in RS No.732/A, 733/1, 731/A, 731/E and 731/D situated at Katyanimandi Village, Kadlubal Gram Panchayat, H B Halli tq, Bellary belonging to M/s. Sri Lakshmi Poultry Complex
21. Site in R.S. No 308 N area Ac 2-47 cts at Marabbihalli Village, Hagarobommanahalli with 2 layer sheds along with Lager cages and other super structures belonging to G. Sarada;
22. Site in R.S. No 309 A area Ac 4-18 cts at Marabbihalli Village, Hagarobommanahalli alongwith layer sheds, cages and other super structures belonging to K.V. Mukunda Reddy;
23. Site in R.S. No 311 A area Ac 1-89 cts at Marabbihalli Village, Hagaribommanahalli with grower shed, cages and other belonging to K.V. Mukunda Reddy;
24. Site in R.S. No 308 O, Hissa A, area Ac 4-65 cts at Marabbihalli Village, Hagaribommanahalli belonging to G. Sarada;
25. Site in R.S. No: 310 area Ac 3-20 cts with layer sheds and cages alongwith other super structures at Marabbihalli Village, Hagaribommanahalli belonging to K.V. Mukunda Reddy;
26. Equitable mortgage of Firm land and building situated in R.S. No: 18/2 and 18/3 at Pandalapaka Village belonging to Sri Sai Laxmi Poultry Feed;
27. Equitable mortgage of site with five poultry sheds with machinery area 4.4 ¼ Ac in R.S. No: 276/1 at Someswaram to Rajanagaram Road, Veerampalem Pakulu Road, G. Dontamaru, Rangampet Mandal, Andhra Pradesh belonging to Sri Sai Laxmi Poultry Complex ;
28. Vacant site of 2710.40 sq. yards in s.no.17/8,17/9 at Door No. 4-140/ 3B, Near MPP school, opposite to Church, Someswaram to Rajanagaram Road, at Pandalapaka Village, Biccavilu Mandal and commercial godown constructed thereon belonging to Sri Sai Lakshmi Agros Division, proprietor K. Venkata Mukunda Reddy;
29. Site of 5022.10 sq. yards in S.No.18/1 at Pandalapaka and commercial godown constructed thereon belonging to Sai Lakshmi Agros Division, proprietor K. Satyanarayana Reddy;

**Additional Security**

30. Industrial land – 108/4, 108/5, 109/2, 109/1, 7,4,5,9 109/11, 12 and 13, 110/5, Halavarthi, Koppal, Karnataka, Ac 17.45 belonging to the Company;
31. Agricultural land to the extent of Ac 7.775 situated at Block No. 39/1, Venkatapur village, Garag Hobli, Dharwad, Karnataka belonging to K.V. Mukunda Reddy;
32. Agricultural land to the extent of Ac 7.70 situated at Block No. 39/2, Venkatapur village, Garag Hobli, Dharwad, Karnataka belonging to K. Satyanarayana Reddy s/o K. Papa Reddy;
33. Agricultural land of Ac 5.90 situated at block no. 38/2 (part), Venkatapur village, Garag Hobli, Dharwad, Karnataka belonging to M.S.R. Prasad;
34. Agricultural land of Ac 3.175 situated at block no. 38/2B (part), Venkatapur village, Garag Hobli, Dharwad, Karnataka belonging to G.V. Subba Reddy;
35. Agricultural land of Ac 2.75 situated at block no. 38/2B, Venkatapur village, Garag Hobli, Dharwad, Karnataka belonging to K. Bhulok Reddy;
36. Agricultural land of Ac 0.875 situated at S. No. 40 (part), Venkatapur village, Garag Hobli, Dharwad, belonging to K. Bhulok Reddy;
37. Agricultural land of Ac 11.01 ¾ situated at S. No. 22/3, 22/2, 20/3, 19/2, 19/4, 20/2, 10/4, 20/3, 20/2, 10/9, 10/3 and 10/4 belonging to the Company;
38. Agricultural land of Ac 38.83 situated at 104, 105 situated near Chatnay Poultry and Dave cotton Products, Nallamilli Road, Balabadrapuram, at Biccavole Manda, Andhra Pradesh belonging to the Company;

### **Fixed Assets**

39. Factory land, Ac. 31.945, bearing R. S. No. 24/1, 28/1, 23/1,2, 21/2,3, 30/1, 23/3, located at Biccavolu belonging to the Company and factory building and godowns constructed thereon
40. Factory land 15681.60 sq. yards bearing R.S. No. 248/4, 248/B-3, 248/B-2, D.No.9-4, located at Balabhadrapuram, Biccavolu Mandal belonging to the Company and factory building and godowns constructed thereon;
41. Factory land and building – extent of Ac.11.02 at Koppal plant, Karnataka;
42. WDV of plant and machinery and other fixed assets;

### **Note 2:**

1. Agricultural land in an extent of Ac. 9.52 ½ cts in R.S. No. 297/2, 297/1 situated at Kunikeri Village, Koppal, Karnataka Mr. K. Satyanarayana Reddy S/o Mr. K. V. Mukunda Reddy;
2. Agricultural land to an extent of Ac. 1.40 cts in R.S. No. 110/8, 110/10 situated at Kunikeri Village, Koppal taluka and District, Karnataka belonging to Mr. K. Satyanarayana Reddy s/o Mr. K.V. Mukunda Reddy;
3. Agricultural land to an extent of Ac. 3.27 ½ cts in R.S. No. 110/6, 110/7 situated at Kunikeri Village, Koppal, Karnataka belonging to Mr. K. Bhuloka Reddy;
4. Industrial land to total extent of Ac. 18.82 ½ cts in R.S. No. 32/1, 19/2, 3, 4, 28/5, 6, 7, 8, 29/1, 3, 5, 31/1, 32/1, 34/2, 38/1, situated in Biccavolu, belonging to KPR Chemicals Limited

in Millions

**Annexure 12 - Restated Standalone Summary Statement of Trade Payables**

As at

Particulars	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Dues to Micro and Small Enterprises	18.73	17.16	16.86	14.93	13.37	3.80
Dues to Others	2,247.97	2,719.24	2,019.03	1,383.11	1,513.70	1,652.92
<b>Total</b>	<b>2,266.70</b>	<b>2,736.40</b>	<b>2,035.89</b>	<b>1,398.04</b>	<b>1,527.07</b>	<b>1,656.72</b>

in Millions

**Annexure 13 - Restated Standalone Summary Statement of Other Current Liabilities**

As at

Particulars	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Current Maturities of Long Term Debt (Secured)	446.09	224.35	413.94	314.12	225.60	257.57
Current Maturities of Finance Lease obligation (Secured)	1.20	3.46	8.43	7.22	8.13	10.43
<b>Others</b>						
Interest accrued due on borrowings/financial institutions	32.62	23.03	7.13	3.26	7.07	2.37
Interest accrued but not due on borrowings/financial institutions	0.81	1.41	2.58	3.69	5.82	4.56
Capital Creditors	1.00	6.62	10.15	12.29	3.16	2.91
Advance from customers	20.46	39.64	84.54	48.34	45.81	15.73
Dealer Deposits	5.15	5.96	3.99	9.14	8.87	9.69
Payable to Statutory Authorities	38.03	14.72	4.33	10.68	4.51	16.87
Salary & Reimbursements	21.18	20.15	18.23	10.89	7.92	6.61
Contribution to PF	1.89	1.98	1.74	0.73	0.67	0.54
Audit Fee Payable	3.08	2.31	1.78	0.59	1.06	1.22
Others	16.36	14.23	17.72	19.66	15.08	8.48
<b>Total</b>	<b>587.87</b>	<b>357.86</b>	<b>574.56</b>	<b>440.61</b>	<b>333.70</b>	<b>336.98</b>

in Millions

**Annexure 14 - Restated Standalone Summary Statement Short Term Provisions**

As at

Particulars	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
<b>Provision for Employee Benefits</b>						
Provision for Gratuity	1.94	1.80	1.30	0.71	0.41	0.28
Provision for Leave benefits	9.90	5.03	0.63	0.28	-	-
Provision for Bonus	8.09	9.00	6.82	2.14	2.01	1.71
<b>Others</b>						
Provision for Income Tax	125.76	84.56	102.05	134.80	169.26	95.64
Provision for Proposed Equity Dividend	-	-	42.73	42.73	21.07	28.49
Provision for Tax on Proposed Equity Dividend	-	-	8.70	8.70	3.58	4.84
<b>Total</b>	<b>145.69</b>	<b>100.39</b>	<b>162.23</b>	<b>189.36</b>	<b>196.33</b>	<b>130.96</b>

**Annexure 15 - Restated Standalone Summary Statement of Fixed Assets and Capital Work in Progress**

For the period ended December 31, 2017

in Millions

Description	Gross Block				Depreciation				Net Block	
	As at April 1, 2017	Additions during the period	Deductions/ Adjustments during the period	As at December 31, 2017	As at April 1, 2017	Charge for the period	Deductions during the period	As at December 31, 2017	As at December 31, 2017	As at March 31, 2017
<b>Tangible Assets</b>										
Land	103.55	-	-	103.55	-	-	-	-	103.55	103.55
Buildings	965.90	49.39	-	1,015.29	173.95	37.38	-	211.33	803.96	791.95
Plant and Equipment	2,020.89	9.27	-	2,030.16	617.64	92.37	-	710.01	1,320.15	1,403.25
Electrical Installation	22.61	0.05	-	22.66	9.07	2.01	-	11.08	11.58	13.54
Furniture and Fixtures	40.27	0.05	-	40.32	9.74	3.05	-	12.79	27.53	30.53
Vehicles	133.91	0.79	3.35	131.35	70.63	10.81	2.05	79.39	51.96	63.28
Computers	43.52	1.11	-	44.63	24.33	8.04	-	32.37	12.26	19.19
<b>Total</b>	<b>3,330.65</b>	<b>60.66</b>	<b>3.35</b>	<b>3,387.96</b>	<b>905.36</b>	<b>153.66</b>	<b>2.05</b>	<b>1,056.97</b>	<b>2,330.99</b>	<b>2,425.29</b>
<b>Previous Year</b>	<b>3,142.38</b>	<b>191.83</b>	<b>3.55</b>	<b>3,330.66</b>	<b>711.10</b>	<b>196.11</b>	<b>1.86</b>	<b>905.35</b>	<b>2,425.31</b>	<b>2,431.28</b>
Capital Work -in-Progress	1.43	-	-	1.43	-	-	-	-	1.43	1.43
<b>Total</b>	<b>1.43</b>	<b>-</b>	<b>-</b>	<b>1.43</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1.43</b>	<b>1.43</b>

For the period ended December 31, 2017

in Millions

Description	Gross Block				Depreciation				Net Block	
	As at April 1, 2017	Additions during the period	Deductions/ Adjustments during the period	As at December 31, 2017	As at April 1, 2017	Charge for the period	Deductions during the period	As at December 31, 2017	As at December 31, 2017	As at March 31, 2017
<b>Intangible Assets</b>										
Softwares	0.64	-	-	0.64	0.09	0.05	-	0.14	0.50	0.55
<b>Total</b>	<b>0.64</b>	<b>-</b>	<b>-</b>	<b>0.64</b>	<b>0.09</b>	<b>0.05</b>	<b>-</b>	<b>0.14</b>	<b>0.50</b>	<b>0.55</b>
<b>Previous Year</b>	<b>0.64</b>	<b>-</b>	<b>-</b>	<b>0.64</b>	<b>0.03</b>	<b>0.06</b>	<b>-</b>	<b>0.09</b>	<b>0.55</b>	<b>0.61</b>

**Annexure 15 - Restated Standalone Summary Statement of Fixed Assets and Capital Work in Progress**

For the year ended 31st March, 2017

in Millions

Description	Gross Block				Depreciation				Net Block	
	As at April 1, 2016	Additions during the year	Deductions/ Adjustments during the year	As at March 31, 2017	As at April 1, 2016	Charge for the year	Deductions during the year	As at March 31, 2017	As at March 31, 2017	As at March 31, 2016
<b>Tangible Assets</b>										
Land	79.40	24.15	-	103.55	-	-	-	-	103.55	79.40
Buildings	869.32	96.58	-	965.90	136.26	37.69	-	173.95	791.95	733.06
Plant and Equipment	1,963.48	58.18	0.77	2,020.89	492.43	125.35	0.14	617.64	1,403.25	1,471.05
Electrical Installation	21.50	1.11	-	22.61	6.47	2.60	-	9.07	13.54	15.03
Furniture and Fixtures	38.25	2.02	-	40.27	5.69	4.05	-	9.74	30.53	32.56
Vehicles	132.02	4.68	2.78	133.92	56.64	15.70	1.72	70.62	63.30	75.38
Computers	38.41	5.11	-	43.52	13.61	10.72	-	24.33	19.19	24.80
<b>Total</b>	<b>3,142.38</b>	<b>191.83</b>	<b>3.55</b>	<b>3,330.66</b>	<b>711.10</b>	<b>196.11</b>	<b>1.86</b>	<b>905.35</b>	<b>2,425.31</b>	<b>2,431.28</b>
<b>Previous Year</b>	<b>2,707.04</b>	<b>438.62</b>	<b>3.28</b>	<b>3,142.38</b>	<b>540.69</b>	<b>172.65</b>	<b>2.25</b>	<b>711.09</b>	<b>2,431.29</b>	<b>2,166.35</b>
Capital Work -in-Progress	4.38	12.24	15.19	1.43	-	-	-	-	1.43	4.38
<b>Total</b>	<b>4.38</b>	<b>12.24</b>	<b>15.19</b>	<b>1.43</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1.43</b>	<b>4.38</b>

For the year ended 31st March, 2017

in Millions

Description	Gross Block				Depreciation				Net Block	
	As at April 1, 2016	Additions during the year	Deductions/ Adjustments during the year	As at March 31, 2017	As at April 1, 2016	Charge for the year	Deductions during the year	As at March 31, 2017	As at March 31, 2017	As at March 31, 2016
<b>Intangible Assets</b>										
Softwares	0.64	-	-	0.64	0.03	0.06	-	0.09	0.55	0.61
<b>Total</b>	<b>0.64</b>	<b>-</b>	<b>-</b>	<b>0.64</b>	<b>0.03</b>	<b>0.06</b>	<b>-</b>	<b>0.09</b>	<b>0.55</b>	<b>0.61</b>
<b>Previous Year</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>

**Annexure 15 - Restated Standalone Summary Statement of Fixed Assets and Capital Work in Progress**

For the year ended 31st March, 2016

in Millions

Description	Gross Block				Depreciation				Net Block	
	As at April 1, 2015	Additions during the year	Deductions/ Adjustments during the year	As at March 31, 2016	As at April 1, 2015	Charge for the year	Deductions during the year	As at March 31, 2016	As at March 31, 2016	As at March 31, 2015
<b>Tangible Assets</b>										
Land	64.67	14.73	-	79.40	-	-	-	-	79.40	64.67
Buildings	693.00	176.32	-	869.32	103.90	32.36	-	136.26	733.06	589.10
Plant and Equipment	1,791.71	171.77	-	1,963.48	378.93	113.50	-	492.43	1,471.05	1,412.78
Electrical Installation	16.47	5.03	-	21.50	4.21	2.25	-	6.46	15.04	12.26
Furniture and Fixtures	13.37	24.88	-	38.25	2.91	2.78	-	5.69	32.56	10.46
Vehicles	114.24	21.06	3.28	132.02	43.83	15.06	2.25	56.64	75.38	70.41
Computers	13.58	24.83	-	38.41	6.91	6.70	-	13.61	24.80	6.67
<b>Total</b>	<b>2,707.04</b>	<b>438.62</b>	<b>3.28</b>	<b>3,142.38</b>	<b>540.69</b>	<b>172.65</b>	<b>2.25</b>	<b>711.09</b>	<b>2,431.29</b>	<b>2,166.35</b>
<b>Previous Year</b>	<b>2,534.05</b>	<b>175.78</b>	<b>2.79</b>	<b>2,707.04</b>	<b>401.44</b>	<b>140.36</b>	<b>1.11</b>	<b>540.69</b>	<b>2,166.35</b>	<b>2,132.61</b>
Capital Work -in-Progress	35.76	270.74	302.12	4.38	-	-	-	-	4.38	35.76
<b>Total</b>	<b>35.76</b>	<b>270.74</b>	<b>302.12</b>	<b>4.38</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>4.38</b>	<b>35.76</b>

For the year ended 31st March, 2016

in Millions

Description	Gross Block				Depreciation				Net Block	
	As at April 1, 2015	Additions during the year	Deductions/ Adjustments during the year	As at March 31, 2016	As at April 1, 2015	Charge for the year	Deductions during the year	As at March 31, 2016	As at March 31, 2016	As at March 31, 2015
<b>Intangible Assets</b>										
Softwares	-	0.64	-	0.64	-	0.03	-	0.03	0.61	-
<b>Total</b>	<b>-</b>	<b>0.64</b>	<b>-</b>	<b>0.64</b>	<b>-</b>	<b>0.03</b>	<b>-</b>	<b>0.03</b>	<b>0.61</b>	<b>-</b>
<b>Previous Year</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>



**Annexure 15 - Restated Standalone Summary Statement of Fixed Assets and Capital Work in Progress**

For the year ended 31st March, 2015

in Millions

Description	Gross Block				Depreciation				Net Block	
	As at April 1, 2014	Additions during the year	Deductions/ Adjustments during the year	As at March 31, 2015	As at April 1, 2015	Charge for the year	Deductions during the year	As at March 31, 2015	As at March 31, 2015	As at March 31, 2014
<b>Tangible Assets</b>										
Land	61.01	3.66	-	64.67	-	-	-	-	64.67	61.01
Buildings	639.28	53.72	-	693.00	75.67	28.23	-	103.90	589.10	563.61
Plant and Equipment	1,700.91	90.80	-	1,791.71	284.28	94.65	-	378.93	1,412.78	1,416.63
Electrical Installation	15.81	0.66	-	16.47	2.33	1.88	-	4.21	12.26	13.48
Furniture and Fixtures	10.34	3.03	-	13.37	1.75	1.16	-	2.91	10.46	8.59
Vehicles	99.81	17.22	2.79	114.24	31.74	13.20	1.11	43.83	70.41	68.07
Computers	6.89	6.69	-	13.58	5.67	1.24	-	6.91	6.67	1.22
<b>Total</b>	<b>2,534.05</b>	<b>175.78</b>	<b>2.79</b>	<b>2,707.04</b>	<b>401.44</b>	<b>140.36</b>	<b>1.11</b>	<b>540.69</b>	<b>2,166.35</b>	<b>2,132.61</b>
<b>Previous Year</b>	<b>2,642.37</b>	<b>74.22</b>	<b>182.58</b>	<b>2,534.01</b>	<b>308.73</b>	<b>129.88</b>	<b>37.19</b>	<b>401.42</b>	<b>2,132.59</b>	<b>2,333.64</b>
Capital Work -in-Progress	40.35	50.91	55.50	35.76	-	-	-	-	35.76	40.35
<b>Total</b>	<b>40.35</b>	<b>50.91</b>	<b>55.50</b>	<b>35.76</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>35.76</b>	<b>40.35</b>

For the year ended 31st March, 2014

in Millions

Description	Gross Block				Depreciation				Net Block	
	As at April 1, 2013	Additions during the year	Deductions/ Adjustments during the year	As at March 31, 2014	As at April 1, 2013	Charge for the year	Deductions during the year	As at March 31, 2014	As at March 31, 2014	As at March 31, 2013
<b>Tangible Assets</b>										
Land	64.66	0.15	3.80	61.01	-	-	-	-	61.01	64.66
Buildings	626.45	25.45	12.63	639.27	56.20	21.18	1.71	75.67	563.60	570.25
Plant and Equipment	1,847.42	34.58	165.31	1,716.69	224.52	97.55	35.45	286.62	1,430.07	1,622.90
Furniture and Fixtures	8.12	0.75	-	8.87	4.00	0.63	-	4.63	4.24	4.12
Vehicles	21.95	12.97	0.84	34.08	8.86	9.43	0.03	18.26	15.82	13.09
Computers	73.77	0.32	-	74.09	15.15	1.09	-	16.24	57.85	58.62
<b>Total</b>	<b>2,642.37</b>	<b>74.22</b>	<b>182.58</b>	<b>2,534.01</b>	<b>308.73</b>	<b>129.88</b>	<b>37.19</b>	<b>401.42</b>	<b>2,132.59</b>	<b>2,333.64</b>
<b>Previous Year</b>	<b>2,362.63</b>	<b>280.31</b>	<b>0.57</b>	<b>2,642.37</b>	<b>188.38</b>	<b>111.29</b>	<b>0.09</b>	<b>308.73</b>	<b>2,333.64</b>	<b>2,174.25</b>
Capital Work -in-Progress	2.00	54.44	16.09	40.35	-	-	-	-	40.35	2.00
<b>Total</b>	<b>2.00</b>	<b>54.44</b>	<b>16.09</b>	<b>40.35</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>40.35</b>	<b>2.00</b>

**Annexure 15 - Restated Standalone Summary Statement of Fixed Assets and Capital Work in Progress**

For the year ended 31st March, 2013

in Millions

Description	Gross Block				Depreciation				Net Block	
	As at March 31, 2012	Additions during the year	Deductions/Adjustments during the year	As at March 31, 2013	As at March 31, 2012	Charge for the year	Deductions during the year	As at March 31, 2013	As at March 31, 2013	As at March 31, 2012
<b>Tangible Assets</b>										
Land	64.50	0.16	-	64.66	-	-	-	-	64.66	64.50
Buildings	610.33	16.12	-	626.45	35.69	20.51	-	56.20	570.25	574.64
Plant and Equipment	1,604.73	242.69	-	1,847.42	134.20	90.32	-	224.52	1,622.90	1,470.53
Furniture and Fixtures	4.80	3.32	-	8.12	3.60	0.40	-	4.00	4.12	1.20
Vehicles	6.27	16.25	0.57	21.95	0.71	8.24	0.09	8.86	13.09	5.56
Computers	72.00	1.77	-	73.77	14.18	0.97	-	15.15	58.62	57.82
<b>Total</b>	<b>2,362.63</b>	<b>280.31</b>	<b>0.57</b>	<b>2,642.37</b>	<b>188.38</b>	<b>120.44</b>	<b>0.09</b>	<b>308.73</b>	<b>2,333.64</b>	<b>2,174.25</b>
Windmill Depreciation shown seperately	-	-	-	-	-	9.15	-	-	-	-
<b>Total</b>	<b>2,362.63</b>	<b>280.31</b>	<b>0.57</b>	<b>2,642.37</b>	<b>188.38</b>	<b>111.29</b>	<b>0.09</b>	<b>308.73</b>	<b>2,333.64</b>	<b>2,174.25</b>
<b>Previous Year</b>	<b>1,465.43</b>	<b>899.05</b>	<b>1.85</b>	<b>2,362.63</b>	<b>116.53</b>	<b>63.07</b>	<b>0.40</b>	<b>188.38</b>	<b>2,174.25</b>	<b>1,348.90</b>
Capital Work -in-Progress	106.71	175.61	280.32	2.00	-	-	-	-	2.00	106.71
<b>Total</b>	<b>106.71</b>	<b>175.61</b>	<b>280.32</b>	<b>2.00</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>2.00</b>	<b>106.71</b>

**Annexure 16 - Restated Standalone Summary Statement of Non-Current Investments**

in Millions

Particulars	As at					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
<b>Non-current Investments</b>						
<b>Long Term Investments, traded, unquoted (Valued at cost less provision for diminution for value)</b>	-	-	-	-	-	-
<b>Investment in equity shares of subsidiary companies</b>						
Sri Saiswarupa Seeds Private Limited 8,99,970 (Previous Years: March, 2017, 8,99,970, March, 2016, 8,99,970, March, 2015, 8,99,970, March, 2014: 8,99,970) Equity Shares of ₹10 Each, Fully paid up	12.60	12.60	12.60	12.60	12.60	-
Fortune Impex FZE- Wholly owned subsidiary (Previous Years March, 2013 and 2012 : 2 ) Equity Shares of 100,000 AED each fully paid up	-	-	-	-	-	2.49
<b>Investment in equity shares of associate companies</b>						
<b>K.P.R Industries (India) Limited</b> 1,05,38,600 ( Previous Years: March, 2017, 1,05,38,600, March, 2016, 1,05,38,600, March, 2015, 1,05,38,600, March, 2014: 1,05,38,600, March,2013: 1,05,38,600 )Equity Shares of ₹10 Each Fully Paid up	105.39	105.39	105.39	105.39	105.39	105.39
<b>K.P.R Chemicals Limited</b> (Previous Years: March, 2014: 9,16,400, March, 2013: 9,16,400) Equity Shares of ₹10 Each Fully Paid Up	-	-	-	-	9.16	9.16
<b>Total</b>	<b>117.99</b>	<b>117.99</b>	<b>117.99</b>	<b>117.99</b>	<b>127.15</b>	<b>117.04</b>
<b>Aggregate amount of unquoted Investments</b>	<b>117.99</b>	<b>117.99</b>	<b>117.99</b>	<b>117.99</b>	<b>127.15</b>	<b>117.04</b>

**Notes:**

1. K.P.R.Chemicals Limited has filed a petition before Honourable High Court of Andhra Pradesh for demerger of Chemical and Power Divisions on January 1, 2012 and the same was sanctioned by the H'ble High Court of Andhra Pradesh vide orders in CP Nos. 53 & 54 of 2012 dated August 29, 2012. Pursuant to the scheme of de merger the Investment (1,14,55,000 No.of shares ) in the K.P.R Chemicals Limited split in to Shares in K.P.R Chemicals Limited (9,16,400 No.of Shares) and K.P.R Industries (India) Limited (1,05,38,600 No.of Shares).

Annexure 17 - Restated Standalone Summary Statement of Long Term Loans and Advances

in Millions

Particulars	As at					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
<b>Unsecured</b>						
Capital Advances (Considered Good)	54.01	38.39	-	-	6.62	-
Capital Advances (Considered doubtful)		-	-	-	-	-
	54.01	38.39	-	-	6.62	-
Less: Provision for Doubtful advances				-	-	-
<b>Net (A)</b>	<b>54.01</b>	<b>38.39</b>	<b>-</b>	<b>-</b>	<b>6.62</b>	<b>-</b>
<b>Security Deposits - (Secured and considered good)</b>						
Deposits with Govt. Authorities	72.42	73.47	71.97	14.48	9.16	10.63
Incentive due from State Government		-	-	-	25.84	28.08
<b>Net (B)</b>	<b>72.42</b>	<b>73.47</b>	<b>71.97</b>	<b>14.48</b>	<b>35.00</b>	<b>38.71</b>
<b>Others (Secured and Considered Good)</b>						
<b>Total (A+B)</b>	<b>126.43</b>	<b>111.86</b>	<b>71.97</b>	<b>14.48</b>	<b>41.62</b>	<b>38.71</b>

in Millions

**Annexure 18 - Restated Standalone Summary Statement of Inventories**

As at

Particulars	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
<b>(Valued at Lower of Cost or Net Realisable Value)</b>						
Raw Materials	2,552.27	2,720.83	1,993.21	1,498.61	1,463.52	1,683.89
Work in Progress	7.18	7.71	7.94	4.59	4.56	4.06
Finished Goods	280.19	290.09	391.01	300.04	448.73	479.41
Packing Materials	35.74	44.28	53.08	63.37	87.70	70.25
Stores and Spares	21.54	23.55	40.54	23.74	30.02	23.27
Trading Goods	27.89	56.03	41.43	1.43	16.42	162.10
<b>Total</b>	<b>2,924.81</b>	<b>3,142.49</b>	<b>2,527.21</b>	<b>1,891.78</b>	<b>2,050.95</b>	<b>2,422.98</b>

in Millions

**Annexure 19 - Restated Standalone Summary Statement of Trade Receivables\***

As at

Particulars	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Debts outstanding over six months						
Considered good	371.41	373.93	355.61	172.78	137.30	154.01
Considered doubtful	26.28	23.76	20.85	18.15	7.32	-
Other Debts considered good	2,334.21	2,097.22	1,943.60	2,504.90	2,273.89	1,842.14
	<b>2,731.90</b>	<b>2,494.91</b>	<b>2,320.06</b>	<b>2,695.83</b>	<b>2,418.51</b>	<b>1,996.15</b>
Less: Provision for doubtful debts	2.51	2.91	2.70	10.83	7.32	-
<b>Total</b>	<b>2,729.39</b>	<b>2,492.00</b>	<b>2,317.36</b>	<b>2,685.00</b>	<b>2,411.19</b>	<b>1,996.15</b>

\* The above Trade Receivables include subsidy of ₹ (in millions)

451.03      423.99      218.79      167.38      167.68      633.93

in Millions

**Amounts due from Promoters/Promoter group companies/directors/relative of director**

As at

Particulars	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
<b>Due From Subsidiaries</b>						
Sri Sai Swarupa Seeds Private Limited	-	-	-	1.51	0.51	-
<b>Due From Related Parties</b>						
Sri Lakshmi Egg Farming Private Limited	-	-	0.81	0.66	1.10	0.74
KPR India Private Limited	0.99	9.45	0.98	-	-	-
<b>Total</b>	<b>0.99</b>	<b>9.45</b>	<b>1.79</b>	<b>2.17</b>	<b>1.61</b>	<b>0.74</b>

` in Millions

**Annexure 20 - Restated Standalone Summary Statement of Cash and Bank Balances**

As at

Particulars	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Cash On Hand	5.40	4.10	3.45	3.97	1.92	1.71
Balances with banks						
Current Accounts	6.13	5.59	29.87	59.91	21.52	101.20
Balances held as Margin Money against Bank Guarantees	159.66	148.37	152.36	119.16	152.48	265.24
<b>Total</b>	<b>171.19</b>	<b>158.06</b>	<b>185.68</b>	<b>183.04</b>	<b>175.92</b>	<b>368.15</b>

` in Millions

**Annexure 21 - Restated Standalone Summary Statement of Short Term Loans and Advance**

As at

Particulars	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
<b>Un secured and Considered Good</b>						
<b>To Related Parties</b>						
KPR Chemicals Limited	-	-	-	-	-	-
Sri Sai Swaroopa Seeds Private Limited	35.49	36.56	37.23	70.09	49.08	-
<b>Others</b>						
Advances for Expenses, Staff Advances	5.31	9.91	6.51	13.26	11.25	13.37
Advance Tax (including MAT Credit)	4.02	10.96	63.42	89.30	26.38	25.57
CENVAT Credit Receivable	5.15	4.85	11.69	15.53	12.53	18.29
Prepaid Expenses	0.57	1.05	2.06	2.07	1.54	0.91
Advances to Suppliers	24.25	42.92	170.68	9.37	23.33	4.04
<b>Total</b>	<b>74.79</b>	<b>106.25</b>	<b>291.59</b>	<b>199.62</b>	<b>124.11</b>	<b>62.18</b>

` in Millions

**Annexure 22 - Restated Standalone Summary Statement of Other Current Assets**

As at

Particulars	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Interest on deposits accrued but not due	-	2.09	5.02	6.42	2.73	6.43
<b>IPO Expenditure</b>						
Opening Balance	20.52	21.94	-	-	-	-
<b>Less:</b> Written off during the year/period	3.85	5.13	-	-	-	-
	16.67	16.81	-	-	-	-
<b>Add:</b> Additions during the year/period	2.95	3.71	21.94	-	-	-
<b>Total</b>	<b>19.62</b>	<b>20.52</b>	<b>21.94</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total</b>	<b>19.62</b>	<b>22.61</b>	<b>26.96</b>	<b>6.42</b>	<b>2.73</b>	<b>6.43</b>

**Annexure 23 - Restated Standalone Summary Statement of Revenue from Operations**

Particulars	For the Year/Period ended					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Sale of Products	4,274.78	5,366.05	5,590.66	5,802.64	5,986.85	4,987.07
<b>Total</b>	<b>4,274.78</b>	<b>5,366.05</b>	<b>5,590.66</b>	<b>5,802.64</b>	<b>5,986.85</b>	<b>4,987.07</b>
Less: Excise Duty	54.44	174.78	199.96	211.34	216.50	150.86
<b>Net Revenue</b>	<b>4,220.34</b>	<b>5,191.27</b>	<b>5,390.70</b>	<b>5,591.30</b>	<b>5,770.35</b>	<b>4,836.21</b>
Subsidy from the Government	26.83	373.57	138.50	146.97	159.12	785.10
<b>Total Revenue from Operations</b>	<b>4,247.17</b>	<b>5,564.84</b>	<b>5,529.20</b>	<b>5,738.27</b>	<b>5,929.47</b>	<b>5,621.31</b>
Revenue From Products Manufactured	4,128.42	4,455.47	5,339.36	5,716.60	5,313.79	3,377.96
Revenue From Products Traded	118.74	1,109.36	189.85	21.67	615.67	2,243.35
<b>Total Revenue</b>	<b>4,247.17</b>	<b>5,564.84</b>	<b>5,529.20</b>	<b>5,738.27</b>	<b>5,929.47</b>	<b>5,621.31</b>

For the Year/Period ended

Particulars	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013	Nature (Recurring/Non Recurring)	Related/Not Related to Business Activity
Sales Tax Incentives	-	-	-	12.78	6.57	24.78	Non Recurring	Related
Electricity Incentives	-	-	-	1.20	2.06	1.09	Non Recurring	Related
Capital Incentive Received	-	3.00	-	-	-	-	Non Recurring	Related
Interest Income	9.34	13.26	14.40	12.55	15.39	29.35	Recurring	Not Related
Insurance received on Stocks	-	-	-	-	-	0.28	Non Recurring	Related
Insurance received on Vehicles	-	1.77	0.03	0.48	0.19	0.07	Non Recurring	Not Related
Rent received	0.14	0.14	0.01	4.08	5.10	0.85	Recurring	Related
Scrap Sales	0.02	0.30	1.25	0.21	0.19	0.21	Recurring	Related
Gain on Foreign Currency Transactions	14.86	56.76	-	-	-	-	Non Recurring	Not Related
Income from Weigh Bridge	0.07	0.10	0.01	-	-	-	Non Recurring	Not Related
<b>Total</b>	<b>24.43</b>	<b>75.33</b>	<b>15.70</b>	<b>31.30</b>	<b>29.50</b>	<b>56.63</b>		



## Annexure 25 - Restated Standalone Summary Statement of Cost of Material Consumed

in Millions

Particulars	For the Year/Period ended					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Raw material at the beginning of the year (Incl Packing Material)	2,765.11	2,046.29	1,561.98	1,551.22	1,754.14	1,414.43
<b>Add:</b> Purchases during the year	2,634.20	3,467.47	4,083.01	3,808.40	3,368.09	2,717.03
<b>Sub total</b>	5,399.31	5,513.76	5,644.99	5,359.62	5,122.23	4,131.46
<b>Less:</b> Raw material at the end of the year/period	2,588.00	2,765.11	2,046.29	1,561.98	1,551.22	1,754.14
<b>Total</b>	<b>2,811.31</b>	<b>2,748.65</b>	<b>3,598.70</b>	<b>3,797.64</b>	<b>3,571.01</b>	<b>2,377.32</b>
<b>Details of Raw Material Purchases (Incl.Packing Material)</b>						
Urea	12.87	64.14	67.14	62.27	119.54	73.69
MOP	110.54	11.37	64.92	71.62	39.74	106.95
DAP	170.47	37.33	105.19	25.62	75.68	122.97
Dolomite / Filler Material	34.98	26.44	54.42	94.44	137.63	80.09
Sulphur	147.81	258.52	324.72	460.48	358.49	712.16
Sulphuric Acid	32.16	21.25	63.75	92.94	87.06	-
Hydrated Lime	14.33	42.96	42.80	40.61	82.86	56.71
Rock Phosphate	1,532.56	2,404.11	2,511.22	1,863.32	1,319.53	738.70
TSP	-	-	-	-	15.56	-
Packing Material	90.02	124.24	130.32	158.64	171.76	143.61
Pesticide Technicals	407.94	382.30	589.97	816.72	772.87	496.47
Others	80.52	94.81	128.56	121.74	187.37	185.68
<b>Total</b>	<b>2,634.20</b>	<b>3,467.47</b>	<b>4,083.01</b>	<b>3,808.40</b>	<b>3,368.09</b>	<b>2,717.03</b>

## Annexure 26 - Restated Standalone Summary Statement of Purchase of Stock in Trade

in Millions

Particulars	For the Year/Period ended					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Diammonium Phosphate	1.76	904.01	-	-	388.77	994.80
Nitrogen Phosphate	-	-	-	-	-	228.35
Seeds	22.88	19.56	12.31	2.64	26.52	155.95
Fertilisers & Pesticides	51.05	56.55	208.37	-	-	-
Mono Ammonium Phosphate	-	-	-	-	-	-
Detergents	-	4.15	5.96	-	-	-
Animal Health Care Products	0.94	2.60	1.01	-	-	-
<b>Total</b>	<b>76.63</b>	<b>986.87</b>	<b>227.65</b>	<b>2.64</b>	<b>415.29</b>	<b>1,379.10</b>

**Annexure 27 - Restated Standalone Summary Statement of Changes in Inventories of Finished Goods, Work in progress and Stock in Trade**

in Millions

Particulars	For the Year/Period ended					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
<b>Finished Goods</b>						
Closing	280.19	290.09	391.01	300.04	448.73	479.41
Opening	290.09	391.01	300.04	448.73	479.41	451.09
<b>(Increase)/Decrease</b>	<b>9.90</b>	<b>100.92</b>	<b>(90.97)</b>	<b>148.69</b>	<b>30.68</b>	<b>(28.32)</b>
<b>Work In Process</b>						
Closing	7.18	7.71	7.94	4.59	4.56	4.06
Opening	7.71	7.94	4.59	4.56	4.06	3.20
<b>(Increase)/Decrease</b>	<b>0.53</b>	<b>0.23</b>	<b>(3.35)</b>	<b>(0.03)</b>	<b>(0.50)</b>	<b>(0.86)</b>
<b>Stock In Trade</b>						
Closing	27.89	56.03	41.43	1.43	16.42	162.10
Opening	56.03	41.43	1.43	16.42	162.10	413.68
<b>(Increase)/Decrease</b>	<b>28.14</b>	<b>(14.60)</b>	<b>(40.00)</b>	<b>14.99</b>	<b>145.68</b>	<b>251.58</b>
<b>Total (Increase)/Decrease</b>	<b>38.57</b>	<b>86.55</b>	<b>(134.32)</b>	<b>163.65</b>	<b>175.86</b>	<b>222.40</b>

**Annexure 28 - Restated Standalone Summary Statement of Employee Benefit Expense**

in Millions

Particulars	For the Year/Period ended					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Salaries and Wages	189.89	271.42	211.25	160.66	113.73	72.65
Contribution to Provident and other Funds	12.56	16.31	13.47	6.57	4.12	3.01
Gratuity	1.77	4.87	4.24	2.89	0.79	1.31
Leave Encashment	5.03	4.03	1.33	1.70	-	-
Bonus	8.09	9.00	6.82	2.14	0.30	0.60
Staff Welfare Expenses	6.30	11.50	30.35	18.12	13.68	7.25
Directors Remuneration	10.80	14.40	14.40	14.40	14.40	14.40
<b>Total</b>	<b>234.44</b>	<b>331.53</b>	<b>281.86</b>	<b>206.48</b>	<b>147.02</b>	<b>99.22</b>

**Annexure 29 - Restated Standalone Summary Statement of Finance Cost**

in Millions

Particulars	For the Year/Period ended					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Interest on Term Loans	91.76	112.51	124.09	130.46	118.51	107.20
Interest on Working Capital	201.31	349.16	286.70	269.41	286.02	342.72
Interest on Vehicle Loans	0.16	0.68	1.31	1.31	1.95	2.33
Other Financial charges	57.86	76.31	85.50	82.97	89.69	21.68
<b>Total</b>	<b>351.09</b>	<b>538.66</b>	<b>497.60</b>	<b>484.15</b>	<b>496.17</b>	<b>473.93</b>

## Annexure 30 - Restated Standalone Summary Statement of Other Expenses

in Millions

For the Year/Period ended

Particulars	For the Year/Period ended					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Power & Fuel	57.23	87.02	119.53	133.12	137.10	97.90
Outward Freight	66.35	91.90	89.15	86.87	74.00	27.48
Other Manufacturing Expenses	44.34	55.88	46.03	69.77	65.54	65.72
<b>Repairs &amp; Maintenance</b>						
Buildings	0.89	2.78	9.13	23.20	18.86	17.36
Plant & Machinery	20.66	35.07	42.13	50.56	45.92	23.30
Vehicles	30.62	44.43	42.64	44.74	41.50	22.58
Others	0.71	1.42	2.42	19.44	7.51	3.12
<b>Payment to the Auditor</b>						
for Audit	1.13	1.50	1.72	0.90	0.90	0.62
for Taxation Matters	0.15	0.20	0.23	0.22	0.17	0.17
for Other Services	-	-	0.11	0.11	0.06	0.06
Printing & Stationery	2.10	3.53	5.30	3.71	2.24	3.60
Communication Expenses	4.92	7.82	5.61	4.35	3.02	3.37
Rent	26.49	35.01	42.42	25.95	15.43	18.26
Rates & Taxes	5.89	15.91	17.57	11.58	14.62	10.58
Conveyance & Travelling Expenses	30.10	44.48	42.90	37.31	29.14	14.91
Business Promotion	1.17	3.18	3.46	4.55	2.27	2.89
Donations	0.21	0.35	-	1.04	-	-
Insurance Charges	2.81	5.08	5.86	3.55	4.12	2.67
Professional Fees	1.86	7.72	8.22	13.57	3.32	5.21
Foreign Exchange Fluctuation Loss/ (Gain)	-	-	27.39	13.00	67.25	453.55
Greenbelt Development Expenses	0.52	0.96	1.69	3.04	1.48	2.57
Sales Promotion Expenses	4.09	12.05	13.85	19.27	16.69	10.11
Provision for doubtful debts	2.51	2.91	2.70	10.83	7.32	-
Kisan Seva Kendram Expenses	-	-	-	-	-	-
Other Administrative Expenses	26.38	22.88	17.22	8.32	4.77	4.91
Corporate Social Responsibility Expenditure	0.14	1.42	1.39	0.31	-	-
Bad Debts	-	-	-	0.77	2.74	0.47
Loss on Sale of Vehicles	0.72	0.78	0.14	0.85	0.66	0.38
Royalty	2.12	2.78	1.43	-	-	-
Director Sitting Fee	0.38	0.28	0.64	-	-	-
Balances Written off	-	-	-	-	0.27	-
<b>Total</b>	<b>334.49</b>	<b>487.34</b>	<b>550.88</b>	<b>590.93</b>	<b>566.90</b>	<b>791.79</b>

## Annexure 31 - Restated Standalone Summary Statement of Exceptional Items

in Millions

Particulars	For the Year/Period ended					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Loss on Sale of Fixed Assets						
Wind Mill	-	-	-	-	45.22	-
Loss on Sale of Investments	-	-	-	6.64	2.49	-
<b>Total</b>	-	-	-	<b>6.64</b>	<b>47.71</b>	-

## Annexure 32 - Restated Standalone Summary Statement of Profit/(Loss) from Discontinuing Operations

Particulars	For the Year/Period ended					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Income from Sale of Wind Power	-	-	-	-	19.02	24.88
<b>Less:</b> Expenses on Wind Power						
Operation & Maintenance Wind Power	-	-	-	-	4.29	4.09
Depreciation	-	-	-	-	-	9.15
Interest on Term Loan	-	-	-	-	11.00	11.89
<b>Total</b>	-	-	-	-	<b>3.73</b>	<b>(0.25)</b>
Tax Expenses on Discontinuing Operations	-	-	-	-	1.27	-
<b>Total</b>	-	-	-	-	<b>1.27</b>	-

**Annexure 33 - Statement of Tax shelter**

in Millions

Particulars	As at					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Tax rate - Normal (including surcharge and education cess where applicable)	34.61%	34.61%	34.61%	33.99%	33.99%	30.90%
Tax rate - MAT (including surcharge and education cess where applicable)	21.34%	21.34%	21.34%	20.01%	20.01%	20.01%
Profit before tax, As restated (A)	<b>271.36</b>	<b>264.40</b>	<b>349.85</b>	<b>377.08</b>	<b>412.86</b>	<b>222.64</b>
<b>Less:</b> Profit From Power Plant	64.12	82.05	57.16	52.41	53.69	51.62
<b>Profit Before Tax - A</b>	<b>207.24</b>	<b>182.35</b>	<b>292.69</b>	<b>324.67</b>	<b>359.17</b>	<b>171.02</b>
<b>Adjustments</b>						
<b>Permanent differences</b>						
Loss on sale of assets	-	0.78	0.14	0.85	48.37	0.38
Prior Period Expenses	-	-	-	-	-	-
Other Expenses (CSR Expenses & Donations)	0.35	1.77	1.39	-	-	-
<b>Total Permanent differences - B</b>	<b>0.35</b>	<b>2.55</b>	<b>1.53</b>	<b>0.85</b>	<b>48.37</b>	<b>0.38</b>
<b>Timing differences</b>						
Differences between book depreciation and tax depreciation	5.26	(32.58)	(63.65)	(16.11)	(85.41)	(173.00)
Provision for Doubtful debts	2.51	2.91	20.85	10.83	-	-
Provision for Bonus	8.09	9.00	7.38	2.14	-	-
Provision for Gratuity	1.77	4.87	4.24	2.89	-	-
Provision for Leave Encashment	5.03	4.03	1.33	1.70	-	-
ROC Expenses	-	-	3.13	-	-	-
Cash Payments above 20000 - 40A(3)	-	-	0.64	10.03	-	-
Allowable expenses	(10.87)	(8.99)	(2.68)	(0.33)	-	-
Losses Set off	-	-	-	-	-	-
<b>Total Timing differences - C</b>	<b>11.79</b>	<b>(20.76)</b>	<b>(28.76)</b>	<b>11.15</b>	<b>(85.41)</b>	<b>(173.00)</b>
<b>Net adjustments(D)=(B+C)</b>	<b>12.14</b>	<b>(18.21)</b>	<b>(27.23)</b>	<b>12.00</b>	<b>(37.04)</b>	<b>(172.62)</b>
<b>Profit after Adjustments (E)=(A+/-D)</b>	<b>219.38</b>	<b>164.14</b>	<b>265.46</b>	<b>336.67</b>	<b>322.13</b>	<b>(1.60)</b>
<b>Income taxable at the special rate - F</b>						
Long-term capital gain	-	-	-	-	40.45	-
Rate of tax	-	-	-	-	22.66%	-
Special rate tax	-	-	-	-	9.17	-
<b>Tax as per normal provisions</b>	<b>75.93</b>	<b>56.81</b>	<b>91.88</b>	<b>114.44</b>	<b>109.49</b>	<b>(0.49)</b>
<b>Total Tax as per normal provisions</b>	<b>75.93</b>	<b>56.81</b>	<b>91.88</b>	<b>114.44</b>	<b>118.65</b>	<b>(0.49)</b>
<b>Total Tax as per MAT</b>	<b>57.91</b>	<b>56.42</b>	<b>74.66</b>	<b>75.45</b>	<b>82.61</b>	<b>44.55</b>
<b>Less:</b> MAT Credit U/s 115JA	-	-	-	37.43	-	-
Total tax as restated	75.93	56.81	91.88	77.01	118.65	44.55
Interest as per audited financial statements	-	-	-	4.24	-	-
<b>Total tax as restated</b>	<b>75.93</b>	<b>56.81</b>	<b>91.88</b>	<b>81.25</b>	<b>118.65</b>	<b>44.55</b>
Current tax impact on restatement adjustments	0.24	1.01	9.77	(5.29)	2.94	(0.48)
<b>Tax as per Audited Financial Statements</b>	<b>75.69</b>	<b>55.80</b>	<b>82.11</b>	<b>86.54</b>	<b>115.71</b>	<b>45.03</b>

**Annexure 34 - Restated Standalone Summary Statement of Dividends paid/Proposed by the Company**

**(Number / Amount ` in Million, Except Per Share Data)**

<b>Particulars</b>	<b>December 31, 2017</b>	<b>March 31, 2017</b>	<b>March 31, 2016</b>	<b>March 31, 2015</b>	<b>March 31, 2014</b>	<b>March 31, 2013</b>
<b>Class of Shares</b>						
<b>Face Value: ₹ 10 Per Share</b>						
Equity Share Capital	854.64	854.64	854.64	854.64	854.64	142.44
Number of Equity Shares	85.46	85.46	85.46	85.46	85.46	14.24
<b>Dividend on Equity Shares</b>						
Rate of Dividend (%)	-	-	5%	5%	10%	20%
Dividend Per Share (₹)	-	-	0.5	0.5	1	2
Amount of Dividend (₹)	-	-	42.73	42.73	21.07	28.49
Corporate Dividend Tax (₹)	-	-	8.70	8.70	3.58	4.84

## Annexure 35 - Restated Standalone Capitalisation Statement

in Millions

PARTICULARS	Pre Issue as at December 31, 2017	Post Issue*
<b>Borrowings:</b>		
Short Term (A)	2,280.23	[.]
Long Term (B)	1,235.90	[.]
<b>Total Debt (C=A+B)</b>	<b>3,516.13</b>	[.]
<b>Share Holders Fund</b>		
Share Capital (D)	854.64	[.]
Reserves and Surplus ( E)	1,251.74	[.]
<b>Total Share Holders Fund (F=D+E)</b>	<b>2,106.38</b>	[.]
<b>Long Term Borrowings/Equity Ratio (B/F)</b>	<b>0.59</b>	[.]
<b>Total Borrowing Equity Ratio (C/F)</b>	<b>1.67</b>	[.]

### Note:

1. The above has been computed on the basis of the restated standalone summary statements of assets and liabilities of the company as on December 31, 2017
2. The corresponding post IPO capitalization data for each of the amounts given in the above table is not determinable at this stage pending the completion of the Book Building process and hence the same have not been provided in the above statement
3. Post issue details have not been provided as the issue price of the share is not known at the date of the report.
4. Short term borrowings is considered as borrowing due within 12 months from the balance sheet date.
5. Long term borrowings is considered as borrowing other than short term borrowing, as defined above.

Particulars	For the Year/Period Ended						
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013	
Key Management Personnel	Kovvuri Papa Reddy	Kovvuri Papa Reddy	Kovvuri Papa Reddy	Kovvuri Papa Reddy	Kovvuri Papa Reddy	Kovvuri Papa Reddy	
	Karri Venkata Mukunda Reddy	Karri Venkata Mukunda Reddy	Karri Venkata Mukunda Reddy	Karri Venkata Mukunda Reddy	Karri Venkata Mukunda Reddy	Karri Venkata Mukunda Reddy	
	Kovvuri Rajasekhar Reddy	Kovvuri Rajasekhar Reddy	Kovvuri Rajasekhar Reddy	Kovvuri Rajasekhar Reddy	Kovvuri Rajasekhar Reddy	Kovvuri Rajasekhar Reddy	
	P.Narayana Rao	P.Narayana Rao	P.Narayana Rao	P.Narayana Rao	-	-	
	B. Satyanarayana Reddy (#)	B. Satyanarayana Reddy(#)	B. Satyanarayana Reddy(#)	-	-	-	
	Kishan Gopal Tivari (\$)	Kishan Gopal Tivari (\$)	Kishan Gopal Tivari (\$)	Kishan Gopal Tivari (\$)	Kishan Gopal Tivari (\$)	Kishan Gopal Tivari (\$)	
Relatives of Key Management Personnel	-	-	-	-	-	Mrs.T.Vanaja	
Enterprises Where Control Exists	Sri Sai Swarupa Seeds private Limited	Sri Sai Swarupa Seeds private Limited	Sri Sai Swarupa Seeds private Limited	Sri Sai Swarupa Seeds private Limited	Sri Sai Swarupa Seeds private Limited	Fortune Impex FZE	
(\$) Mr. Kishan Gopal Tivari joined with the company on November 18, 2017 and resigned as a Chief Operating Officer on February 28, 2015. He rejoined with the company as a Chief Operating Officer on September 1, 2016 and redesignated as a Chief Financial Officer on September 9, 2017.							
(#) Mr. B.Satyanarayana Reddy joined as Chief Financial Officer on August 13, 2015 and he resigned on August 31, 2017.							
Companies in which KMP and their relatives exercise significant influence/Control and with whom transactions have taken place during the Year/Period							
Particulars	Director's Interest	Director's Interest	Director's Interest	Director's Interest	Associates	Associates	
-	Cresco Technology LLP (Formerly known as Cresco Technology Private Limited))	Cresco Technology LLP (Formerly known as Cresco Technology Private Limited))	Cresco Technology LLP (Formerly known as Cresco Technology Private Limited))	K.P.R Chemicals Limited	K.P.R Universal Holdings Private Limited	Aravind Seeds Private Limited	
-	K.P.R Universal Holdings Private Limited	K.P.R Universal Holdings Private Limited	K.P.R Universal Holdings Private Limited	Cresco Technology LLP (Formerly known as Cresco Technology Private Limited))	K.P.R Industries(india) Limited	Sri Sai Swarupa Seeds Private Limited	
-	K.P.R India Private Limited(**)	K.P.R India Private Limited(**)	K.P.R India Private Limited(**)	K.P.R Industries(india) Limited	K.P.R Infra Projects Private Limited (**)	K.P.R Chemicals Limited	
-	K.P.R Industries(india) Limited	K.P.R Industries(india) Limited	K.P.R Industries(india) Limited	K.P.R Universal Holdings Private Limited	K.P.R Chemicals Limited	K.P.R Industries(india) Limited	
-	Sri Lakshmi Egg Farming Private Limited	Sri Lakshmi Egg Farming Private Limited	Sri Lakshmi Egg Farming Private Limited	K.P.R Infra Projects Private Limited (**)	K.P.R Power Limited	Cresco Technology LLP (Formerly known as Cresco Technology Private Limited))	
				Aravind Seeds Private Limited	Cresco Technology LLP (Formerly known as Cresco Technology Private Limited))	K.P.R Universal Holdings Private Limited	
				K.P.R Power Limited	Aravind Seeds Private Limited	K.P.R Infra Projects Private Limited (**)	
				K.P.R India Private Limited (*)	-	-	
				Sri Lakshmi Egg Farming Private Limited			
				Mega Encon Projects Private Limited			
(*) The Name of the Company "KPR Resorts Private Limited" has been changed to KPR India Private Limited							
(**) The Name of the Company "KPR Warehousing Private Limited" has been changed to KPR Infra Projects Private Limited							



Related Party Disclosures -Transactions During the Year/Period		For the Year/Period Ended					
Particulars	Individual/Entity	₹ in Millions					
		December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
<b>Purchases</b>							
Aravind Seeds Private Limited	Entity	-	-	-	6.27	-	70.60
Sri Sai Swarupa Seeds Private Limited	Entity	22.84	20.39	5.13	2.64	-	72.15
KPR India Private Limited	Entity	(0.04)	5.50	1.37	-	-	-
<b>Sale of Goods</b>							
Sri Sai Swarupa Seeds Private Limited	Entity	-	1.32	0.92	0.62	-	-
Sri Lakshmi Egg Farming Private Limited	Entity	3.66	9.37	1.23	0.44	-0.37	1.55
KPR India Private Limited	Entity	0.04	13.73	1.18	1.27	-	-
<b>Investments</b>							
K.P.R Chemicals Limited	Entity	-	-	-	-	-	9.16
K.P.R Power Limited	Entity	-	-	-	-	-	-
K.P.R Industries(india) Limited	Entity	-	-	-	-	-	-
Sri Sai Swarupa Seeds Private Limited	Entity	-	-	-	-	12.60	-
<b>Amount Paid Towards Expenses</b>							
K.P.R Power Private Limited	Entity	-	-	-	-	-	-
K.P.R Universal Holdings Private Limited	Entity	-	-	-	0.23	-	-
K.P.R Industries(india) Limited	Entity	-	-	-	1.10	-	-
Cresco Technology LLP (Formerly known as Cresco Technology Private Limited))	Entity	-	-	0.08	0.59	-	-
KPR India Private Limited	Entity	-	-	-	0.17	-	-
K.P.R Chemicals Limited	Entity	-	-	-	0.00	-	0.01
K.P.R InfraProjects Private Limited	Entity	-	-	-	0.08	-	-
Aravind Seeds Private Limited	Entity	-	-	-	0.99	-	-
K.P.R Power Limited	Entity	-	-	-	(0.01)	-	-
Mega Encon Projects Private Limited	Entity	-	-	-	(0.01)	0.00	0.00
<b>Advance Given</b>							
K.P.R Universal Holdings Private Limited	Entity	-	-	-	-	-	-
Webcode Infotech Limited	Entity	-	-	-	-	-	-
K.P.R Power Limited	Entity	-	-	-	-	-	-
Sri Sai Swarupa Seeds Private Limited	Entity	18.14	12.62	(46.25)	21.02	0.51	-
<b>Funds Borrowed</b>							
K.P.R Industries(india) Limited	Entity	-	-	-	-	-	9.99
Cresco Technology LLP (Formerly known as Cresco Technology Private Limited))	Entity	-	-	-	-	-	34.90
K.P.R Universal Holdings Private Limited	Entity	-	-	-	-	-	(174.37)
K.P.R InfraProjects Private Limited	Entity	-	-	-	-	-	(85.98)
<b>Advances Taken</b>							
Cresco Technology LLP (Formerly known as Cresco Technology Private Limited))	Entity	-	-	-	215.89	-	-
KPR India Private Limited	Entity	-	7.28	1.16	1.44	-	-
K.P.R Chemicals Limited	Entity	-	-	-	13.35	-	-
<b>Sale of Investments</b>							
K.P.R Chemicals Limited	Entity	-	-	-	9.16	-	-
<b>Advances Repaid</b>							
K.P.R Universal Holdings Private Limited	Entity	-	-	29.95	337.09	-	-
K.P.R InfraProjects Private Limited	Entity	-	-	-	81.54	-	-
Aravind Seeds Private Limited	Entity	-	-	-	14.95	-	-
K.P.R Industries(india) Limited	Entity	-	-	-	74.35	0.17	-
K.P.R Power Limited	Entity	-	-	-	3.08	-	-
Sri Lakshmi Egg Farming Private Limited	Entity	-	-	-	-	-	12.69
Cresco Technology LLP	Entity	-	152.76	-	-	-	-
<b>Interest Paid</b>							
Cresco Technology LLP (Formerly known as Cresco Technology Private Limited))	Entity	-	-	-	-	-	16.72
KPR India Private Limited	Entity	-	-	-	1.27	-	-
<b>Interest Received</b>							
Sri Sai Swarupa Seeds Private Limited	Entity	3.63	5.79	2.56	-	-	-

Related Party Disclosures -Transactions During the Year							
Particulars	Individual/Entity	For the Year/Period Ended					
		December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
<b>Remuneration</b>							
Kovvuri Papa Reddy	Individual	3.6	4.80	4.80	4.80	3.66	5.10
Karri Venkata Mukunda Reddy	Individual	3.6	4.80	4.80	4.80	4.80	4.80
Kovvuri Raja Sekhar Reddy	Individual	3.6	4.80	4.80	4.80	7.63	4.50
P Narayana Rao	Individual	0.72	0.972	0.85	-	-	-
B Satyanarayana Reddy	Individual	0.94	2.4	1.52	-	-	-
Kishan Gopal Tivari	Individual	1.2	0.84	-	1.09	0.84	0.72
<b>Taxes Deducted</b>							
Kovvuri Papa Reddy	Individual	0.97	1.30	1.30	2.25	-	-
Karri Venkata Mukunda Reddy	Individual	0.97	1.30	1.30	2.42	2.41	-
Kovvuri Raja Sekhar Reddy	Individual	0.97	1.30	1.30	1.76	-	-
<b>Loans Repaid</b>							
Kovvuri Papa Reddy	Individual	-	-	6.86	106.77	-	-
Karri Venkata Mukunda Reddy	Individual	-	-	6.81	112.30	-	-
Kovvuri Raja Sekhar Reddy	Individual	-	-	(0.44)	144.99	-	-
<b>Funds Borrowed</b>							
Kovvuri Papa Reddy	Individual	-	-	-	-	-	(102.57)
Karri Venkata Mukunda Reddy	Individual	-	-	-	-	-	(0.88)
Kovvuri Raja Sekhar Reddy	Individual	-	-	-	-	-	(133.91)
<b>Expenses paid on behalf of the Company</b>							
Kovvuri Raja Sekhar Reddy	Individual	-	-	-	(0.06)	-	-
<b>Advances made by Company</b>							
Kovvuri Raja Sekhar Reddy	Individual	-	-	-	0.26	-	-
<b>Funds Given</b>							
Mrs.T.Vanaja	Individual	-	-	-	-	-	1.36
<b>Related Party Disclosure - Outstanding Balances as at Balance Sheet Date</b>							
		₹ in Millions					
Particulars	Individual/Entity	For the Year/Period Ended					
		December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
K.P.R Power Private Limited	Entity						
	Amount Receivable/(Payable)				-	-	-
Aravind Seeds Private Limited	Entity						
	Amount Receivable/(Payable)				-	(9.67)	(1.82)
Sri Sai Swarupa Seeds Private Limited	Entity						
	Equity Subscribed	12.60	12.60	12.60	12.60	12.60	-
	Amount Receivable/ (Payable) for Purchase,Salea&Expenses	-	-	7.84	(1.51)	0.51	-
	Amount Receivable	35.49	36.56	37.23	70.09	49.08	26.33
K.P.R Universal Holdings Private Limited	Entity						
	Amount Receivable/(Payable)	-	-	-	(29.95)	(367.27)	(174.09)
K.P.R Industries(india) Limited	Entity						
	Amount Receivable/(Payable)				-	(75.45)	(48.28)
	Equity Subscribed	105.39	105.39	105.39	105.39	105.39	-
Webcode Infotech Limited	Entity						
	Amount Receivable/(Payable)	-	-	-	-	-	-
K.P.R Power Limited	Entity						
	Amount Receivable/(Payable)	-	-	-	-	3.47	-
Cresco Technology LLP (Formerly known as Cresco Technology Private Limited))	Entity						
	Amount Receivable/(Payable)	-	-	(152.76)	(352.67)	(137.37)	(167.21)
K.P.R Chemicals Limited	Entity						
	Amount Receivable/(Payable)	-	-	-	-	13.35	17.82
	Equity Subscribed	-	-	-	-	9.16	114.55
K.P.R InfraProjects Private Limited	Entity						
	Amount Receivable/(Payable)	-	-	-	-	(81.62)	(80.98)
Sri Lakshmi Egg Farming Private Limited	Entity						
	Amount Receivable/ (Payable) for Purchase,Salea&Expenses	(0.90)	(2.12)	0.81	0.66	1.10	0.74
	Amount Receivable/(Payable)				-	0.27	2.58
K.P.R Foundation	Entity		281				
	Amount Receivable/(Payable)	(6.19)	(4.07)	(1.43)			

Related Party Disclosure - Outstanding Balances as at Balance Sheet Date		For the Period/ Year Ended					₹ in Millions
Particulars	Individual/Entity	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
		KPR India Private Limited	<b>Entity</b>				
	Amount Receivable/ (Payable) for Purchase, Sale & Expenses	-	0.94	-			
Mega Encon Projects Private Limited	Amount Receivable/(Payable)	-	-	-	-	0.01	0.00
Mrs.T.Vanaja	<b>Individual</b>						
	Funds Given	-	-	-	-	-	1.36
Kovvuri Papa Reddy	<b>Individual</b>	-	-	-	-	-	-
	Remuneration	-	-	-	-	-	-
	Equity Subscribed	3.37	11.79	20.21	20.21	20.21	3.37
	Amount Payable	1.00	-	-	3.36	(0.81)	3.00
	Unsecured Loan Payable	-	-	-	0.00	(106.77)	-
	Funds Borrowed	-	-	-	0.00	0.00	(10.28)
Karri Venkata Mukunda Reddy	<b>Individual</b>						
	Remuneration	-	-	-	-	-	-
	Equity Subscribed	5.67	5.67	33.98	33.98	33.98	5.66
	Amount Payable	2.99	(0.05)	0.57	(3.89)	3.10	2.70
	Unsecured Loan Payable	-	-	0	-	(110.70)	-
	Funds Borrowed	-	-	0	-	-	(10.51)
Kovvuri Raja Sekhar Reddy	<b>Individual</b>						
	Remuneration	-	-	-	-	-	-
	Equity Subscribed	5.56	5.56	33.33	33.33	33.33	5.56
	Amount Payable	(0.07)	1.06	3.97	0.03	2.80	2.40
	Unsecured Loan Payable	20.55	19.00	-	-	(144.99)	-
	Funds Borrowed	-	-	-	-	-	(133.92)
P.Narayana Rao	<b>Individual</b>						
	Amount Payable	0.38	0.06	0.06	-	-	-
Kishan Gopal Tivari	<b>Individual</b>						
	Amount Payable	0.24	0.12	-	-	0.09	0.02
B satyanarayana Reddy	<b>Individual</b>						
	Amount Payable	-	0.17	0.003	-	-	-

**Annexure 37- Restated Standalone Summary Statement of Contingent Liabilities**

**Contingent Liabilities not provided for and commitments**

in Millions

Nature of Contingent Liability	As at						
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013	March 31, 2013
i. Unexpired guarantees issued on behalf of the company by Banks for which the Company has provided counter guarantee	15.00	6.02	5.90	8.42	8.49	3.30	32.92
ii. Bills discounted with banks which have not matured	-	-	-	-	-	-	-
iii. Corporate Guarantees issued by Company on behalf of others to Commercial Banks & Financial Institutions	-	-	13.00	89.00	89.00	-	-
iv. Legal Undertakings given to Customs Authorities for clearing the imports	-	-	-	-	-	-	-
v. Claims against the company not acknowledged as debts	-	-	-	-	-	-	-
a. Excise *	192.62	139.52	139.52	139.52	139.52	-	-
b. Sales Tax	1.55	1.55	-	-	-	-	-
c. Service Tax	-	-	-	-	-	-	-
d. Income Tax **	62.18	61.88	61.88	1.33	-	-	-
e. Civil Proceedings\$	10.00	10.10	10.10	10.10	10.10	10.10	10.10
f. Company Law Matters\$\$	Amount Unascertainable	Amount Unascertainable	Amount Unascertainable	-	-	-	-
g. Criminal Cases#	Amount Unascertainable	Amount Unascertainable	Amount Unascertainable	Amount Unascertainable	-	-	-
h. Others	-	-	-	-	-	-	-
vi. Estimated amounts of contracts remaining to be executed on Capital Account and not provided for	-	-	-	-	-	-	-

**Excise**

in Millions

Particular	Issue	CESTAT	Commissioner (Appeals)	Total
Capital Goods	Irregular availment	7.21	-	7.21
DCP	Mis-Classification	148.17	-	148.17
M.N Fertilisers	Duty on Micronutrients	-	17.93	17.93
Bio-Fertilisers	Mis-Classification	-	19.31	19.31
-	-	-	-	<b>192.62</b>

**\*\* Income Tax**

in Millions

Asst.Year	Issue	Pending Before	Amount
2012-13	Under section 143(3) of Income Tax Act 1961	CIT (Appeals)	1.33
2013-14	Under section 143(3) of Income Tax Act 1961	CIT (Appeals)	12.72
2014-15	Under section 143(3) of Income Tax Act 1961	CIT (Appeals)	48.13

**\$ Civil Proceedings**

Particular	Pending Before	Amount
Infringement of statutory right	II Additional Judge, Vishakapatnam	10.00
		<b>10.00</b>

**Annexure 37- Restated Standalone Summary Statement of Contingent Liabilities**

**# Criminal Proceedings**

<b>Particular</b>	<b>Pending Before</b>	<b>Amount</b>
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	Judicial Magistrate First Class at Lingasgur	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	Judicial Magistrate First Class at Lingasgur	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	Judicial Magistrate First Class at Lingasgur	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	Judicial Magistrate First Class at Chennagiri	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	I Additional Chief Metropolitan, Magistrate, Visahakapatnam	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	I Additional Chief Metropolitan, Magistrate, Visahakapatnam	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	I Additional Chief Metropolitan, Magistrate, Visahakapatnam	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	I Additional Chief Metropolitan, Magistrate, Visahakapatnam	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	I Additional Chief Metropolitan, Magistrate, Visahakapatnam	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	Judicial First Class Magistrate, Vizianagaram	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	II Additional Judicial First Class Magistrate, Eluru	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	II Additional Judicial First Class Magistrate, Eluru	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	II Additional Judicial First Class Magistrate, Nellore	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	Court of Judicial first Class Magistrate, Dharmavaram	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	I Additional Judicial Magistrate, Kadapa	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	Court of the judicial First Class Magistrate, Adilabad	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	Court of VI Additional Judicial First Class Magistrate, Rajahmundry	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	Court of VI Additional Judicial First Class Magistrate, Guntur	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	Court of II Additional Judicial First Class Magistrate, Rajahmundry	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	Addl. Judicial Magistrate First Class, Kareemnagar	-

**Annexure 37- Restated Standalone Summary Statement of Contingent Liabilities****# Criminal Proceedings**

<b>Particular</b>	<b>Pending Before</b>	<b>Amount</b>
It was alleged that misappropriation of property under IPC	Court of District Judge, Rajahmundry	-
It was alleged that there is a violation under Factories Act,	JMFC, Koppal	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	I Additional Judicial Magistrate, Kadapa	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	Court of the judicial First Class Magistrate, Adilabad	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	Court of VI Additional Judicial First Class Magistrate, Rajahmundry	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	Court of VI Additional Judicial First Class Magistrate, Guntur	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	Court of II Additional Judicial First Class Magistrate, Rajahmundry	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	Addl. Judicial Magistrate First Class, Kareemnagar	-
It was alleged that misappropriation of property under IPC	Court of District Judge, Rajahmundry	-
It was alleged that there is a violation under Factories Act,	JMFC, Koppal	-

**\$\$ Company Law Matters**

The Company has filed compounding applications before the Registrar of Companies, Hyderabad, Andhra Pradesh & Telangana in connection with compounding of the following irregularity/default under the Companies Act.

<b>Violation of which the application was made</b>	<b>Pending Before</b>	<b>Amount</b>
Contravention of subsection 2A of section 205 of the Companies Act, 1956 for payment of dividend exceeding 10% without transferring a percentage of its profit.	National Company Law Tribunal, Hyderabad	-
Contravention of section 292A of the Companies Act, 1956 for composition of Audit Committee.	Regional Director, South East Region, Hyderabad	-

**Annexure 38 - Restated Standalone Summary Statement of Accounting Ratios**

in Millions

Particulars	As at					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
A Net Worth, As restated	2106.38	1903.37	1685.10	1501.91	1278.49	1032.97
B Net profit after tax and extraordinary items, as restated	203.01	218.27	234.62	270.47	270.17	142.19
Weighted average number of equity shares outstanding during the year (\$) (#)						
C For basic earnings per share	85.46	85.46	85.46	85.46	85.46	85.46
D For diluted earnings per share	85.46	85.46	85.46	85.46	85.46	85.46
Earnings per share Rs. 10 each						
E Restated basic earnings per share (B/C)	2.38	2.55	2.75	3.16	3.16	1.66
F Restated diluted earnings per share (B/D)	2.38	2.55	2.75	3.16	3.16	1.66
G Return on net worth (%) (B/A)	9.64	11.47	13.92	18.01	21.13	13.77
H Number of shares outstanding at the end of the year	85.46	85.46	85.46	85.46	85.46	85.46
I Net assets value per share of ₹10 each (A/H)	24.65	22.27	19.72	17.57	14.96	12.09
J Face value (₹)	10	10	10	10	10	10

**Notes:**

**1. The above ratios are calculated as under:**

- Basic earnings per share = Net profit/(loss) after tax, as restated attributable to shareholders / Weighted average number of shares outstanding for the year / period.
- Diluted earnings per share = Net profit/(loss) after tax, as restated / Weighted average number of diluted equity shares outstanding during the year / period.
- Return of net worth (%) = Net profit/(loss) after tax, as restated / Net worth as restated as at year or period end.
- Net asset value per share (₹) = Net worth as restated / Number of equity shares as at year or period end.

2. Weighted average number of equity shares is the number of equity shares outstanding at the beginning of the year adjusted by the number of equity shares issued during the year multiplied by the time weighting factor. The timeweight factor is the number of days for which the specific shares are outstanding as a proportion of total number of days during theyear.

3. Net worth for ratios mentioned in note 1(c) and 1(d) is = Equity share capital + Reserves and surplus ( including Securities Premium, (Deficit)/surplus in Statement of Profit and Loss).

4. Earnings per share calculations are in accordance with Accounting Standard 20 - Earnings per share.

5. The figures disclosed above are based on the restated standalone summary statement of assets and liabilities of the Company.

6. The above statement should be read with the notes to Restated Standalone Summary Statements of Assets and Liabilities, Restated Standalone Summary Statements of Profit and Losses and Restated Standalone Summary Statements of Cash Flows appearing in Annexure 4 and 5.

(₹) The company has issued Bonus Shares during the F Y 2013-14, the same has been adjusted for the F Y 2012-13 in accordance with Accounting Standard 20 - Earning per Share.

(#) The Company has declared bonus shares in the ratio of 5 : 1 to all existing shares holders which has been approved by the share holders in extra ordinary general meeting held on February 10, 2014 and has been allotted to the equity shareholders pursuant to the resolution passed by Board of Directors on February 25, 2014. Accordingly, the number of equity shares outstanding as on February 25, 2014 amounting to 85,464,000 and face value of shares of ₹ 10 each has been considered for computation of basis and diluted earnings per share and Net asset value per share for the year ended 31 March, 2013, post adjustment for the impact of bonus issue.

### Annexure 39 - Restated Standalone Summary Statement of Employee Benefits

The Company has a defined benefit gratuity plan. Every employee who has completed five years or more of service is eligible for gratuity on retirement or separation at the rate of 15 days' last drawn basic salary for each completed year of service. The scheme is unfunded.

The following tables summarize the components of net benefit expense recognized in the statement of profit and loss and the funded status and amounts recognized in the balance sheet.

#### Gratuity

(` Millions)

Particulars	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
<b>Obligation at the beginning of the year/period</b>	<b>13.75</b>	<b>10.34</b>	<b>6.10</b>	<b>3.21</b>	<b>2.42</b>	<b>1.11</b>
Obligation acquired on acquisition during the year/period	-	-	-	-	-	-
Interest on defined benefit obligation	0.67	0.72	0.47	0.29	0.19	0.10
Service cost	2.44	2.73	1.56	1.69	0.99	0.83
Benefits Paid	(0.83)	(1.46)	0.00	0.00	0.00	0.00
Actuarial (gains)/loss	(1.34)	1.43	2.20	0.91	-0.39	0.38
<b>Obligation at the year/period end</b>	<b>14.70</b>	<b>13.75</b>	<b>10.34</b>	<b>6.10</b>	<b>3.21</b>	<b>2.42</b>
<b>Plan assets at year beginning, at fair value</b>	-	-	-	-	-	-
Plan assets acquired on acquisition during the year/period	-	-	-	-	-	-
Expected return on plan assets (estimated)	-	-	-	-	-	-
Actuarial gain / (loss)	-	-	-	-	-	-
Contributions	-	-	-	-	-	-
Benefits settled	-	-	-	-	-	-
<b>Plan assets at year end, at fair value</b>	-	-	-	-	-	-



<b>Reconciliation of present value of the obligation and the fair value of the plan assets:</b>	-	-	-	-	-	-
Closing obligations	14.70	13.75	10.34	6.10	3.21	2.42
Closing fair value of plan assets	-	-	-	-	-	-
<b>Asset / (liability) recognised in the balance sheet</b>	<b>14.70</b>	<b>13.75</b>	<b>10.34</b>	<b>6.10</b>	<b>3.21</b>	<b>2.42</b>
<b>Current</b>	<b>1.95</b>	<b>1.80</b>	<b>1.30</b>	<b>0.71</b>	<b>0.41</b>	<b>0.28</b>
<b>Non Current</b>	<b>12.76</b>	<b>11.95</b>	<b>9.04</b>	<b>5.39</b>	<b>2.79</b>	<b>2.13</b>

Gratuity cost for theyear

( Millions)

Particulars	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Service Cost	2.44	2.73	1.56	1.69	0.99	0.83
Interest Cost	0.67	0.72	0.47	0.29	0.19	0.10
Benefits paid	-	-	-	-	-	-
Actuarial (gain)/loss on obligation	(1.34)	1.43	2.20	0.91	-0.39	0.38
Past service cost	-	-	-	-	-	-
<b>Net gratuity cost</b>	<b>1.77</b>	<b>4.87</b>	<b>4.24</b>	<b>2.89</b>	<b>0.79</b>	<b>1.31</b>
<b>Assumptions</b>	-	-	-	-	-	-
Interest rate	6.69% - 7.32 %	7.46% - 6.69 %	7.77% - 7.46%	9.19% - 7.77%	8.06% - 9.19%	8.65% - 8.06%
salary increase	3.00% - 3.00%	3.00% - 3.00%	3.00% - 3.00%	3.00% - 3.00%	3.00% - 3.00%	3.00% - 3.00%
Attrition rate	3.00% - 3.00%	3.00% - 3.00%	3.00% - 3.00%	3.00% - 3.00%	3.00% - 3.00%	3.00% - 3.00%
Mortality table	IALM (2006-08) Ult.	IALM (2006-08) Ult.	IALM (2006-08) Ult.	IALM (2006-08) Ult.	IALM (2006-08) Ult.	IALM (2006-08) Ult.

**COMPENSATED ABSENCE (PL) PLAN**

( Millions)

Particulars	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
<b>Obligation at the beginning of the year/period</b>	<b>1.93</b>	<b>2.76</b>	<b>1.45</b>	-	-	-
Obligation acquired on acquisition during the year/period	-	-	-	-	-	-
Interest on defined benefit obligation	0.09	0.19	0.11		-	-
Service cost	2.13	1.19	1.24	1.31	-	-
Benefits Paid	(0.24)	(0.41)				
Actuarial (gains)/loss	(2.07)	(1.81)	(0.04)	0.14	-	-
<b>Obligation at the year/period end</b>	<b>1.83</b>	<b>1.93</b>	<b>2.76</b>	<b>1.45</b>	-	-
<b>Plan assets at year beginning, at fair value</b>	-	-	-	-	-	-
Plan assets acquired on acquisition during the year/period	-	-	-	-	-	-
Expected return on plan assets (estimated)	9.62	4.73	0.27	-	-	-
Actuarial gain / (loss)	-	-	-	-	-	-
Contributions	-	-	-	-	-	-
Benefits settled	-	-	-	-	-	-
<b>Plan assets at year/period end, at fair value</b>	<b>9.62</b>	<b>4.73</b>	<b>0.27</b>	-	-	-
<b>Reconciliation of present value of the obligation and the fair value of the plan assets:</b>	-	-	-	-	-	-
Closing obligations	11.45	6.66	3.03	1.70	-	-
Closing fair value of plan assets	-	-	-	-	-	-

Asset / (liability) recognised in the balance sheet	11.45	6.66	3.03	1.70	-	-
To be Included in Employee Salaries	-	-	-	-	-	-
Current	9.90	5.03	0.63	0.28	-	-
Non Current	1.55	1.63	2.41	1.42	-	-

#### COMPENSATED ABSENCE FOR THE PERIOD/YEAR

( Millions)

Particulars	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Service Cost	2.13	1.19	1.24	1.31	-	-
Interest Cost	0.09	0.19	0.11	-	-	-
Benefits paid	-	-	-	-	-	-
Actuarial (gain)/loss on obligation	(2.07)	(1.81)	(0.04)	0.39	-	-
Past service cost	4.89	4.46	-	-	-	-
<b>Net Cost</b>	-	-	-	-	-	-
<b>Assumptions</b>	-	-	-	-	-	-
Interest rate	6.69% - 7.32 %	7.46% - 6.69 %	7.77% - 7.46%	9.19% - 7.77%	8.06% - 9.19%	-
salary increase	3.00% - 3.00%	3.00% - 3.00%	3.00% - 3.00%	3.00% - 3.00%	3.00% - 3.00%	-
Attrition rate	3.00% - 3.00%	3.00% - 3.00%	3.00% - 3.00%	3.00% - -3.00%	3.00% - 3.00%	-
Mortality table	IALM (2006-08) Ult.	IALM (2006-08) Ult.	IALM (2006-08) Ult.	IALM (2006-08) Ult.	IALM (2006-08) Ult.	-

## **Annexure 40– Restated Standalone Summary Statement of Segment Report**

### **a. Primary Business Segments:**

#### **Business Segments:**

Segments have been identified and reported taking into account the nature of products, the differing risk and returns, the organization structure and the internal financial reporting scheme.

The company has identified the following segments as its reportable segments:

1. Fertilizers
2. Chemicals
3. Pesticides

Annexure 40. a Restated Standalone Summary of Segment Reporting - Primary Business Segments

( Millions)

Particulars	As at December 31, 2017				
	Fertilizers	Chemicals	Pesticides	Un allocated	Total
<b>Segment Revenue</b>					
External Sales	3,130.92	340.05	776.20	-	4,247.17
	<b>3,130.92</b>	<b>340.05</b>	<b>776.20</b>	-	<b>4,247.47</b>
<b>Segment Result</b>					
Profit before Unallocated Expenses/Income	198.58	11.45	36.20	-	246.24
Unallocated Expenses net of Unallocated Income	-	-	-	(24.44)	(24.44)
<b>Profit Before Exceptional Items</b>	<b>198.58</b>	<b>11.45</b>	<b>36.20</b>	<b>24.44</b>	<b>270.68</b>
Less : Exceptional Items	-	-	-	-	-
<b>Profit Before Tax</b>	<b>198.58</b>	<b>11.45</b>	<b>36.20</b>	<b>24.44</b>	<b>270.68</b>
Less : Tax Expenses	-	-	-	68.11	68.11
<b>Profit from Continuing Operations</b>	<b>198.58</b>	<b>11.45</b>	<b>36.20</b>	<b>(43.67)</b>	<b>202.57</b>
Add: Profit from Discontinuing Operations	-	-	-		-
<b>Profit for the Year</b>	<b>198.58</b>	<b>11.45</b>	<b>36.20</b>	<b>(43.67)</b>	<b>202.57</b>
<b>Other Information</b>					
<b>Segment Assets</b>	<b>7,041.79</b>	<b>654.95</b>	<b>917.77</b>	<b>938.34</b>	<b>9,552.85</b>
<b>Segment Liabilities</b>	<b>3,886.65</b>	<b>422.13</b>	<b>963.55</b>	<b>3,224.86</b>	<b>8,497.18</b>
<b>Capital Expenditure</b>	<b>1.43</b>	-	-	-	<b>1.43</b>
<b>Depreciation</b>	<b>686.63</b>	<b>217.58</b>	<b>17.14</b>	<b>135.71</b>	<b>1,057.05</b>

Particulars	As on March 31, 2017				
	Fertilizers	Chemicals	Pesticides	Un allocated	Total
<b>Segment Revenue</b>					
External Sales	4,102.28	445.55	1,017.01	-	5,564.84
	<b>4,102.28</b>	<b>445.55</b>	<b>1,017.01</b>	-	<b>5,564.84</b>
<b>Segment Result</b>					
Profit before Unallocated Expenses/Income	150.12	8.66	27.37	-	186.14
Unallocated Expenses net of Unallocated Income	-	-	-	(75.34)	(75.34)
<b>Profit Before Exceptional Items</b>	<b>150.12</b>	<b>8.66</b>	<b>27.37</b>	<b>75.34</b>	<b>261.48</b>
Less : Exceptional Items	-	-	-	-	-
<b>Profit Before Tax</b>	<b>150.12</b>	<b>8.66</b>	<b>27.37</b>	<b>75.34</b>	261.48
Less : Tax Expenses	-	-	-	45.13	45.13
<b>Profit from Continuing Operations</b>	<b>150.12</b>	<b>8.66</b>	<b>27.37</b>	<b>30.21</b>	<b>216.35</b>
Add: Profit from Discontinuing Operations	-	-	-	-	-
<b>Profit for the Year</b>	<b>150.12</b>	<b>8.66</b>	<b>27.37</b>	<b>30.21</b>	<b>216.35</b>
<b>Other Information</b>	-	-			
<b>Segment Assets</b>	<b>6,931.53</b>	<b>659.21</b>	<b>907.34</b>	<b>985.13</b>	<b>9,483.29</b>
<b>Segment Liabilities</b>	<b>4,288.92</b>	<b>465.82</b>	<b>1,063.28</b>	<b>2,761.26</b>	<b>8,579.27</b>
<b>Capital Expenditure</b>	<b>1.43</b>	-	-	-	<b>1.43</b>
<b>Depreciation</b>	<b>604.41</b>	<b>171.24</b>	<b>15.95</b>	<b>113.85</b>	<b>905.45</b>

Particulars	As at March 31, 2016				
	Fertilizers	Chemicals	Pesticides	Un allocated	Total
<b>Segment Revenue</b>					
External Sales	4,075.05	450.97	1,003.18		5,529.21
	<b>4,075.05</b>	<b>450.97</b>	<b>1,003.18</b>		<b>5,529.21</b>
<b>Segment Result</b>					
Profit before Unallocated Expenses/Income	316.72	18.26	57.74		392.72
Unallocated Expenses net of Unallocated Income	-	-	-	71.08	71.08
<b>Profit Before Exceptional Items</b>	<b>316.72</b>	<b>18.26</b>	<b>57.74</b>	<b>(71.08)</b>	<b>321.64</b>
Less : Exceptional Items					
<b>Profit Before Tax</b>	<b>316.72</b>	<b>18.26</b>	<b>57.74</b>	<b>(71.08)</b>	<b>321.64</b>
Less : Tax Expenses				99.18	99.18
<b>Profit from Continuing Operations</b>	<b>316.72</b>	<b>18.26</b>	<b>57.74</b>	<b>(170.26)</b>	<b>222.46</b>
Add: Profit from Discontinuing Operations					-
<b>Profit for the Year</b>	<b>316.72</b>	<b>18.26</b>	<b>57.74</b>	<b>(170.26)</b>	<b>222.46</b>
<b>Other Information</b>					
<b>Segment Assets</b>	<b>5,907.35</b>	<b>665.21</b>	<b>981.35</b>	<b>1,135.57</b>	<b>8,689.47</b>
<b>Segment Liabilities</b>	<b>3,920.60</b>	<b>433.88</b>	<b>965.16</b>	<b>2,663.09</b>	<b>7,982.72</b>
<b>Capital Expenditure</b>	<b>4.38</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>4.38</b>
<b>Depreciation</b>	<b>445.63</b>	<b>169.34</b>	<b>13.72</b>	<b>82.44</b>	<b>711.13</b>

Particulars	As at March 31, 2015				
	Fertilizers	Chemicals	Pesticides	Un allocated	Total
<b>Segment Revenue</b>					
External Sales	3,971.88	600.01	1,166.38	-	5,738.27
<b>Segment Result</b>	<b>3,971.88</b>	<b>600.01</b>	<b>1,166.38</b>	-	<b>5,738.27</b>
Profit before Unallocated Expenses/Income	293.63	35.92	73.72	-	403.26
Unallocated Expenses net of Unallocated Income	-	-	-	19.04	19.04
<b>Profit Before Exceptional Items</b>	<b>293.63</b>	<b>35.92</b>	<b>73.72</b>	<b>(19.04)</b>	<b>384.22</b>
Less : Exceptional Items	-	-	-	6.64	6.64
<b>Profit Before Tax</b>	<b>293.63</b>	<b>35.92</b>	<b>73.72</b>	<b>(25.68)</b>	<b>377.58</b>
Less : Tax Expenses	-	-	-	117.65	117.65
<b>Profit from Continuing Operations</b>	<b>293.63</b>	<b>35.92</b>	<b>73.72</b>		<b>259.94</b>
Add: Profit from Discontinuing Operations	-	-	-	-	-
<b>Profit for the Year</b>	<b>293.63</b>	<b>35.92</b>	<b>73.72</b>	-	<b>259.94</b>
<b>Other Information</b>					
<b>Segment Assets</b>	<b>5,023.91</b>	<b>827.31</b>	<b>1,190.82</b>	<b>767.62</b>	<b>7,809.66</b>
<b>Segment Liabilities</b>	<b>260.69</b>	<b>39.38</b>	<b>76.55</b>	<b>3,538.47</b>	<b>3,915.10</b>
<b>Capital Expenditure</b>	<b>35.76</b>	-	-	-	<b>35.76</b>
<b>Depreciation</b>	<b>363.19</b>	<b>110.06</b>	<b>9.58</b>	<b>57.86</b>	<b>540.69</b>



Particulars	As at March 31, 2014				
	Fertilizers	Chemicals	Pesticides	Un allocated	Total
<b>Segment Revenue</b>					
External Sales	4,443.44	432.55	1,053.48	-	5,929.47
<b>Segment Result</b>	<b>4,443.44</b>	<b>432.55</b>	<b>1,053.48</b>	-	<b>5,929.47</b>
Profit before Unallocated Expenses/Income	434.45	26.61	76.89	-	537.95
Unallocated Expenses net of Unallocated Income	-	-	-	78.44	78.44
<b>Profit Before Exceptional Items</b>	<b>434.45</b>	<b>26.61</b>	<b>76.89</b>		<b>459.51</b>
Less : Exceptional Items	-	-	-	47.71	47.71
<b>Profit Before Tax</b>	<b>434.45</b>	<b>26.61</b>	<b>76.89</b>		<b>411.80</b>
Less : Tax Expenses	-	-	-	144.93	144.93
<b>Profit from Continuing Operations</b>	<b>434.45</b>	<b>26.61</b>	<b>76.89</b>		<b>266.87</b>
Add: Profit from Discontinuing Operations	-	-	-	-	2.46
<b>Profit for the Year</b>	<b>434.45</b>	<b>26.61</b>	<b>76.89</b>	-	<b>269.33</b>
<b>Other Information</b>					
<b>Segment Assets</b>	<b>4,902.07</b>	<b>856.29</b>	<b>1,078.74</b>	<b>355.07</b>	<b>7,192.18</b>
<b>Segment Liabilities</b>	<b>2,681.25</b>	<b>261.01</b>	<b>635.69</b>	<b>3,532.46</b>	<b>7,110.40</b>
<b>Capital Expenditure</b>	<b>40.35</b>	-	-		<b>40.35</b>
<b>Depreciation</b>	<b>252.35</b>	<b>91.20</b>	<b>16.40</b>	<b>41.48</b>	<b>401.44</b>

Particulars	As at March 31, 2013				
	Fertilizers	Chemicals	Pesticides	Un allocated	Total
<b>Segment Revenue</b>					
External Sales	4,392.49	571.90	656.92	-	5,621.31
<b>Segment Result</b>	<b>4,392.49</b>	<b>571.90</b>	<b>656.92</b>	-	<b>5,621.31</b>
Profit before Unallocated Expenses/Income	142.06	33.16	3.24	-	178.47
Unallocated Expenses net of Unallocated Income	-	-	-	(43.90)	(43.90)
<b>Profit Before Exceptional Items</b>	<b>142.06</b>	<b>33.16</b>	<b>3.24</b>		<b>223.66</b>
Less : Exceptional Items	-	-	-	-	-
<b>Profit Before Tax</b>	<b>142.06</b>	<b>33.16</b>	<b>3.24</b>		<b>224.36</b>
Less : Tax Expenses	-	-	-	80.74	80.74
<b>Profit from Continuing Operations</b>	<b>142.06</b>	<b>33.16</b>	<b>3.24</b>		<b>142.62</b>
Add: Profit from Discontinuing Operations	-	-	-	-	(0.25)
<b>Profit for the Year</b>	<b>142.06</b>	<b>33.16</b>	<b>3.24</b>	-	<b>142.37</b>
<b>Other Information</b>					
<b>Segment Assets</b>	<b>5,129.13</b>	<b>831.93</b>	<b>773.11</b>	<b>920.97</b>	<b>7,655.14</b>
<b>Segment Liabilities</b>	<b>3,226.60</b>	<b>420.10</b>	<b>482.55</b>	<b>3,219.14</b>	<b>7,348.39</b>
<b>Capital Expenditure</b>	<b>2.00</b>	-	-	-	<b>2.00</b>
<b>Depreciation</b>	<b>167.18</b>	<b>69.76</b>	<b>4.75</b>	<b>67.06</b>	<b>308.75</b>

**Annexure 40.b Secondary Business Segments  
Geographical Segments:**

The Company sells its products mainly within India where the conditions prevailing are uniform. Since the sales are within India, no separate geographical segment.

**Annexure 41 - Restated Standalone Summary Statement of Finance Lease**

(` Millions)

Particulars	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Amount of Finance Lease	29.72	29.72	27.97	25.13	27.64	23.46
Less: lease amount repaid during the period	28.43	26.05	15.93	13.30	12.49	10.07
Amount Outstanding at the end of the Period	1.29	3.67	12.04	11.83	15.15	13.39
Amount Payable not later than one year	1.29	3.41	2.94	7.55	10.07	8.21
Amount Payable later than one year but not later than five years	-	0.27	9.10	4.28	5.08	5.18

Operating lease rents recognized in the statement of Profit & Loss during the year

**Annexure 42 - Restated Standalone Summary Statement of Earnings per Share (` Millions)**

Particulars	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Profit After Tax (Million.)	202.61	216.35	222.46	259.94	269.32	142.39
Weighted Average No. of Shares (Basic)	85.46	85.46	85.46	85.46	85.46	14.24
Weighted Average No. of Shares (Diluted)	85.46	85.46	85.46	85.46	85.46	14.24
EPS (Basic)	(#)2.37	2.53	2.60	3.04	3.15	1.67
EPS (Diluted)	(#)2.37	2.53	2.60	3.04	3.15	1.67

(#) Not Annualised

**Annexure 43 - Restated Standalone Summary Statement of Details of discontinued operations**

(` Millions)

Particulars	Particulars	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Description of the discontinuing operation(s)	-	-	-	-	-	Power Generation through Wind Mills	Power Generation through Wind Mills
Business or Geographical segment(s) in which it is reported as per AS 17	-	-	-	-	-	-	-
The date and nature of initial disclosure event	-	-	-	-	-	-	-
The date or period in which the discontinuance is expected to be completed	-	-	-	-	-	-	-
The carrying amounts, as of the balance sheet date, of the total assets to be disposed of and the total liabilities to be settled	-	-	-	-	-	-	-
The amount of the revenue and expenses in respect of the ordinary activities attributable to the discounting	<b>Income</b>	-	-	-	-	19.02	24.88
	<b>Expenditure</b>	-	-	-	-	-	-
	<b>Operation &amp; Maintenance</b>	-	-	-	-	4.29	4.09
	<b>Depreciation</b>	-	-	-	-	-	9.15

operation during the current financial reporting period	<b>Interest on Loan</b>	-	-	-	-	11.00	11.89
the amount of pre-tax profit or loss from ordinary activities attributable to the discontinuing operation during the current financial reporting period, and the income tax expense related thereto	-	-	-	-	-	3.73	(0.25)
the amounts of net cash flows attributable to the operating, investing, and financing activities of the discontinuing operation during the current financial reporting period	-	-	-	-	-	-	-

#### **Annexure 44 - Restated Standalone Summary Statement of Un-hedged Foreign Currency Exposure**

The year/period end Foreign Currency Exposure that have not been hedged by a derivative instrument or otherwise are as bellow:

#### **Un-hedged Foreign Currency**

(` Millions)

<b>Particulars</b>	<b>December 31, 2017</b>	<b>March 31, 2017</b>	<b>March 31, 2016</b>	<b>March 31, 2015</b>	<b>March 31, 2014</b>	<b>March 31, 2013</b>
Trade Payables	1,127.43	1,068.55	388.06	531.94	1,170.45	1,903.66

**Annexure 45**

**a) Restated Standalone Summary Statement of Additional Information Pursuant to the Part II of Schedule III to the Companies Act, 2013**

(` Millions)

**Payment to Statutory Auditors**

Particulars	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
For Audit	1.13	1.50	1.50	0.90	0.90	0.62
For Taxation Matters	0.15	0.20	0.20	0.22	0.17	0.17
For Other Services	-	-	0.10	0.11	0.06	0.06

**Value of Imports on CIF**

Particulars	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Raw Materials	261.62	349.01	635.23	766.59	730.83	702.00
Traded Goods	-	786.05	-	-	-	881.93
Capital Goods	-	-	-	-	-	-

**Expenditure in Foreign Currency**

Particulars	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Travelling	-	-	-	0.71	1.92	0.09
Consultancy	-	-	-	1.42	-	-
Others	-	0.24	0.47	0.46	-	-

**b) Summary Statement of CSR Expenditure**

Particulars	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Gross Amount Required to be Spent by the Company	5.69	7.43	6.98	8.51	-	-
Amount Spent	0.14	1.42	1.39	0.31	-	-

**c) Confirmation of Balances**

Up to March 31, 2017, confirmations of balances from the trade receivables are yet to be received in few cases. However in the case of balances under Trade payables, Advances to suppliers & others and advances from customers are subject to confirmations. For the Period ended December 31,2017, the Company has not sent any letter seeking balance confirmation from the trade receivables, trade payables, advances to suppliers & others and advances from customers.

## RESTATED CONSOLIDATED FINANCIAL STATEMENTS

### EXAMINATION REPORT ON RESTATED CONSOLIDATED FINANCIAL STATEMENTS AS REQUIRED UNDER SECTION 26 OF COMPANIES ACT, 2013, READ WITH RULE 4 OF COMPANIES (PROSPECTUS AND ALLOTMENT OF SECURITIES) RULES, 2014

#### TO THE BOARD OF DIRECTORS OF M/s. K.P.R Agrochem Limited

# 8-256, Tata Nagar, Balabhadrapuram,  
East Godavari, Andhra Pradesh -533 343

Dear Sirs,

1. We have examined the attached Restated Consolidated Financial Statements comprising Restated Consolidated Summary Statement of Assets and Liabilities; Restated Consolidated Summary Statement of Profit and Loss; Restated Consolidated Cash Flow Statement; and other financial information of M/s. K.P.R. Agrochem Limited ("**the Company**") as at and for the nine months period ended December 31, 2017 and as at financial year ended March 31, 2017, March 31, 2016, March 31, 2015, March 31, 2014 and March 31, 2013 together with the annexures and notes thereto ("**the Restated Consolidated Financial Statements**"), as approved by the Board of Directors of the Company at their meeting held on January 25, 2018 for the purpose of inclusion in the offer document prepared by the Company in connection with its proposed Initial Public Offer (IPO) prepared in terms of the requirements of:
  - a) Sub-clauses (i) and (iii) of clause (b) of sub-section (1) of section 26 of the Companies Act, 2013 ("**the Act**") read with Rule 4 of Companies (Prospectus and Allotment of Securities) Rules, 2014 ("**the Rules**") to the extent applicable and
  - b) the Securities And Exchange Board Of India (Issue of Capital and Disclosure Requirements) Regulations, 2009 as amended from time to time in pursuance of provisions of Securities and Exchange Board of India Act, 1992 ("**SEBI-ICDR Regulations**"),

The preparation of the Restated Consolidated Financial Information is the responsibility of the Management of the Company for the purpose set out in paragraph 10 below. The Management's responsibility includes designing, implementing and maintaining adequate internal control relevant to the preparation and presentation of the Restated Consolidated Financial Information. The Management is also responsible for identifying and ensuring that the Company complies with the Rules and ICDR Regulations.
2. We have examined such Restated Consolidated Financial Statements taking into consideration
  - a) The terms of reference and terms of our engagement agreed upon with you in accordance with our engagement letter dated January 25, 2018 in connection with the proposed IPO of the Company and;
  - b) The Guidance Note on Reports in Company Prospectuses (Revised 2016) issued by the Institute of Chartered Accountants of India ("ICAI") ("**The Guidance Note**").



3. These Restated Consolidated Financial Statements have been compiled by the Management from the Audited Financial Statements as at and for the nine months period ended December 31, 2017 and as at financial year ended March 31, 2017, March 31, 2016, March 31, 2015, March 31, 2014 and March 31, 2013, which have been approved by Board of directors at their meetings held on January 25, 2018, August 24, 2017, July 31, 2016, July 17, 2015, July 30, 2014 and September 2, 2013 respectively.
4. Audit of the financial statements for the fiscal year 2015, 2014 and 2013 was conducted by previous statutory auditors M/s Kumar & Giri, Chartered Accountants. For the purpose of restated Consolidated financial statements, we have relied upon the financial statements audited by M/s. Kumar & Giri, Chartered Accountants for the fiscals 2015, 2014 and 2013.
5. Based on our examination, in accordance with the requirements of Section 26 of Part I of Chapter III of the Act read with the Rules, the SEBI ICDR Regulations and the Guidance Note, as amended from time to time and in terms of our engagement agreed with you, we further report that:
  - a) The Restated Consolidated Summary Statement of Assets and Liabilities of the Company as at December 31, 2017, March 31, 2017, 2016, 2015, 2014 and 2013 examined by us, as set out in **Annexure 1** to this examination report are after making adjustments and regrouping as in our opinion were appropriate and more fully described in the statement of significant accounting policies in **Annexure 4** and the Statement of Adjustments to the audited financial statements in **Annexure 5**.
  - b) The Restated Consolidated Summary Statement of Profit and Loss of the Company for the nine months period ended December 31, 2017 and for the years ended March 31, 2017, 2016, 2015, 2014 and 2013 examined by us, as set out in **Annexure 2** to this examination report are after making adjustments and regrouping as in our opinion were appropriate and more fully described in the statement of significant accounting policies in **Annexure 4** and the Statement of Adjustments to the audited financial statements in **Annexure 5**.
  - c) The Restated Consolidated Summary Statement of Cash Flows of the Company for the nine months period ended December 31, 2017 and for the years ended March 31, 2017, 2016, 2015, 2014 and 2013 examined by us, as set out in **Annexure 3** to this examination report are after making adjustments and regrouping as in our opinion were appropriate and more fully described in the statement of significant accounting policies in Annexure 4 and the Statement of Adjustments to the audited financial statements in **Annexure 5**.
  - d) Based on the above, the Restated Consolidated Financial Statements have been made after incorporating:
    - (i) have been made after incorporating adjustments for the changes, if any, in accounting policies retrospectively in respective financial years to reflect the same accounting treatment as per the changed accounting policy for all the reporting period /years.
    - (ii) have been made after incorporating adjustments for prior period and other material amounts in the respective financial years to which they relate.
    - (iii) other remarks/comments in the Companies (Auditor's Report) Order, as applicable ("the Order"), as amended, issued by the Central Government of India in terms of sub – section (4A) of section 227 of the act, on financial statements of the company as at and for the nine months period ended December 31, 2017 and as at and for the years ended March 31, 2017, 2016, 2015, 2014 and 2013 which do not require any

corrective adjustments in the restated Consolidated financial statements are mentioned in Non Adjusting items under Annexure 5.

- (iv) do not contain any extra-ordinary items that need to be disclosed separately in the Restated Consolidated Financial Information and do not contain any qualifications or emphasis of matter requiring adjustments.

6. At the Company's request, we have also examined the following Restated Consolidated Financial Information of the Company set out in the Annexures 6 - 45, proposed to be included in the offer document, prepared by the management and approved by the Board of Directors on January 25, 2018 as at and for the nine months period ended December 31, 2017 and as at and for the years ended March 31, 2017, 2016, 2015, 2014 and 2013.

- (a) Annexure 6 - Restated Consolidated Summary Statement of Share Capital
- (b) Annexure 7 - Restated Consolidated Summary Statement of Reserves and Surplus
- (c) Annexure 8 - Restated Consolidated Summary Statement of Long Term Borrowings
- (d) Annexure 9 - Restated Consolidated Summary Statement of Deferred Tax Liability
- (e) Annexure 10 - Restated Consolidated Summary Statement of Long Term Provisions.
- (f) Annexure 11 - Restated Consolidated Summary Statement of Short Term Borrowings
- (g) Annexure 12 - Restated Consolidated Summary Statement of Trade Payables
- (h) Annexure 13 - Restated Consolidated Summary Statement of Other Current Liabilities
- (i) Annexure 14 - Restated Consolidated Summary Statement of Short Term Provisions
- (j) Annexure 15 - Restated Consolidated Summary Statement of Fixed Assets and Capital Work in Progress.
- (k) Annexure 16 - Restated Consolidated Summary Statement of Non-Current Investments
- (l) Annexure 17 - Restated Consolidated Summary Statement of Long Term Loans and Advances.
- (m) Annexure 18 - Restated Consolidated Summary Statement of Inventories
- (n) Annexure 19 - Restated Consolidated Summary Statement of Trade Receivables
- (o) Annexure 20 - Restated Consolidated Summary Statement of Cash and Bank Balances
- (p) Annexure 21 - Restated Consolidated Summary Statement of Short Term Loans and Advances
- (q) Annexure 22 - Restated Consolidated Summary Statement of Other Current Assets
- (r) Annexure 23 - Restated Consolidated Summary Statement of Revenue from Operations
- (s) Annexure 24 - Restated Consolidated Summary Statement of Other Income
- (t) Annexure 25 - Restated Consolidated Summary Statement of Cost of Material Consumed
- (u) Annexure 26 - Restated Consolidated Summary Statement of Purchase of Stock in Trade
- (v) Annexure 27 - Restated Consolidated Summary Statement of Changes in Inventories of Finished Goods, Work in progress and Stock in Trade.
- (w) Annexure 28 - Restated Consolidated Summary Statement of Employee Benefit Expense.
- (x) Annexure 29 - Restated Consolidated Summary Statement of Finance Cost
- (y) Annexure 30 - Restated Consolidated Summary Statement of Other Expenses
- (z) Annexure 31 - Restated Consolidated Summary Statement of Exceptional Items
- (aa) Annexure 32 - Restated Consolidated Summary Statement of Profit/(Loss) from Discontinuing Operations
- (bb) Annexure 33 - Statement of Tax Shelter
- (cc) Annexure 34 - Restated Consolidated Summary Statement of Dividends paid/Proposed by the Company
- (dd) Annexure 35 - Restated Consolidated Statement of Capitalization Statement

- (ee) Annexure 36 - Restated Consolidated Summary Statement of Significant Transactions with Related Parties
- (ff) Annexure 37 - Restated Consolidated Summary Statement of Contingent Liabilities.
- (gg) Annexure 38 - Restated Consolidated Summary Statement of Accounting Ratios.
- (hh) Annexure 39 - Restated Consolidated Summary Statement of Employee Benefits.
- (ii) Annexure 40 – Restated Consolidated Summary Statement of Segment Report.
- (jj) Annexure 41 – Restated Consolidated Summary Statement of Finance Lease.
- (kk) Annexure 42 – Restated Consolidated Summary Statement of Earnings per Share.
- (ll) Annexure 43 – Restated Consolidated Summary Statement of Details of Discontinued Operations.
- (mm) Annexure 44 – Restated Consolidated Summary Statement of Un-hedged Foreign Currency Exposure.
- (nn) Annexure 45 – Restated Consolidated Summary Statement of Additional Information Pursuant to the Part II of Schedule III of the Companies Act, 2013.

7. In our opinion, the above financial information contained in Annexure 1 to 38 accompanying this report read along with the basis of preparation and significant accounting policies (Refer Annexure 4) are prepared after making material adjustments (Refer Annexure 5) and regroupings as considered appropriate and have been prepared in accordance with Section 26 of the Companies Act, 2013 read with The Companies (Prospectus and Allotment of Securities) Rules, 2014, to the extent applicable, the SEBI Regulations, the Guidance Note issued in this regard by the ICAI, as amended from time to time, and in terms of our engagement as agreed with you.
8. This report should not in any way be construed as a reissuance or re-dating of any of the previous audit reports issued by us or by other firm of chartered accountants, nor should this report be construed as a new opinion on any of the Consolidated financial statements referred to herein.
9. We have no responsibility to update our report for events and circumstances occurring after the date of the report.
10. Our report is intended solely for use of the management for inclusion in the offer document in connection with the proposed issue of equity shares of the Company. Our report should not be used, referred to or distributed for any other purpose except with our prior consent in writing.

**For M M REDDY & CO.,**  
**Chartered Accountants**  
**Firm Registration Number: 010371S**  
**Peer Review Certificate Number: 008773**

**M. Madhusudhana Reddy**  
**Partner**  
**Membership Number: 213077**

**Place: Hyderabad**  
**Date: February 20, 2018**

## K.P.R. AGROCHEM LIMITED

## ANNEXURE 1 - RESTATED CONSOLIDATED SUMMARY STATEMENT OF ASSETS AND LIABILITIES

							in Millions
							As at
PARTICULARS	Annexure No.	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
<b>I EQUITY AND LIABILITIES</b>							
<b>A Shareholders' Funds</b>							
Share Capital	6	854.64	854.64	854.64	854.64	854.64	142.44
Reserves and Surplus	7	1,314.19	1,102.18	873.57	682.40	447.30	887.76
<b>B Share Application Money pending allotment</b>		-	-	-	-	1.84	-
		<b>2,168.83</b>	<b>1,956.82</b>	<b>1,728.21</b>	<b>1,537.04</b>	<b>1,303.78</b>	<b>1,030.20</b>
<b>C Non - Current Liabilities</b>							
Long Term Borrowings	8	789.04	520.72	672.05	1,093.43	1,441.15	1,462.11
Deferred Tax Liability (Net)	9	311.34	318.91	329.60	306.01	280.17	252.86
Long Term Provisions	10	14.60	13.86	11.76	7.02	2.86	2.13
		<b>1,114.98</b>	<b>853.49</b>	<b>1,013.41</b>	<b>1,406.46</b>	<b>1,724.18</b>	<b>1,717.10</b>
<b>D Current Liabilities</b>							
Short Term Borrowings	11	2,363.21	2,712.20	2,588.15	2,388.14	2,083.59	2,472.55
Trade Payables	12	2,285.17	2,741.71	2,042.05	1,415.42	1,526.76	1,656.72
Other Current Liabilities	13	596.95	371.31	596.22	465.78	353.89	336.98
Short Term Provisions	14	148.91	103.57	166.54	195.36	200.30	130.96
		<b>5,394.24</b>	<b>5,928.79</b>	<b>5,392.96</b>	<b>4,464.70</b>	<b>4,164.54</b>	<b>4,597.21</b>
<b>TOTAL (A+B+C+D)</b>		<b>8,678.05</b>	<b>8,739.10</b>	<b>8,134.58</b>	<b>7,408.20</b>	<b>7,192.50</b>	<b>7,344.51</b>
<b>II ASSETS</b>							
<b>A Non - Current Assets</b>							
<b>Fixed Assets</b>							
Tangible Assets	15	2,362.85	2,458.27	2,466.98	2,204.35	2,170.64	2,333.64
Intangible Assets	15.1	4.10	4.15	4.21	3.60	3.60	-
Capital Work -in-Progress	15	1.43	1.43	4.38	35.76	40.35	2.00
Non-Current Investments	16	105.39	105.39	105.39	105.39	114.55	114.55
Long Term Loans and Advances	17	126.78	112.19	72.45	14.67	42.18	38.70
		<b>2,600.55</b>	<b>2,681.43</b>	<b>2,653.41</b>	<b>2,363.77</b>	<b>2,371.32</b>	<b>2,488.89</b>
<b>B Current Assets</b>							
Inventories	18	3,021.20	3,237.92	2,634.43	1,965.01	2,090.59	2,422.98
Trade Receivables	19	2,817.01	2,559.44	2,375.91	2,734.39	2,445.41	1,996.15
Cash and Bank Balances	20	171.80	159.60	187.67	185.27	177.03	368.15
Short Term Loans and Advances	21	47.87	78.08	256.20	153.33	105.42	61.91
Other Current Assets	22	19.62	22.63	26.96	6.43	2.73	6.43
		<b>6,077.50</b>	<b>6,057.67</b>	<b>5,481.17</b>	<b>5,044.43</b>	<b>4,821.18</b>	<b>4,855.62</b>
<b>TOTAL (A+B)</b>		<b>8,678.05</b>	<b>8,739.10</b>	<b>8,134.58</b>	<b>7,408.20</b>	<b>7,192.50</b>	<b>7,344.51</b>

**Note:**

The above statement should necessarily be read with the basis of preparation and significant accounting policies appearing in Annexure 4 to the Restated Consolidated Financial Information and Statement of adjustments to audited consolidated financial statements appearing in Annexure 5

This is the restated consolidated summary statement of Assets and Liabilities, referred to in our report of even date

**K.P.R AGROCHEM LIMITED**
**ANNEXURE 2 - RESTATED CONSOLIDATED SUMMARY STATEMENT OF PROFIT AND LOSS**

		in Millions						
		For the Year/Period Ended						
PARTICULARS	Annexure No.	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013	
<b>I</b>	Revenue from Operations	23	4,456.22	5,837.38	5,800.87	5,974.38	6,129.30	5,621.31
<b>II</b>	Other Income	24	20.80	69.57	13.20	31.31	29.80	56.63
<b>III</b>	<b>Total Revenue (I+II)</b>		<b>4,477.02</b>	<b>5,906.95</b>	<b>5,814.07</b>	<b>6,005.69</b>	<b>6,159.10</b>	<b>5,677.94</b>
<b>IV</b>	<b>Expenses:</b>							
	Cost of Materials Consumed	25	2,985.47	2,963.47	3,793.12	3,932.07	3,693.70	2,377.32
	Purchases of Stock in Trade	26	53.79	971.80	233.91	20.56	456.30	1,379.10
	Changes in inventories of Finished Goods, Work in progress and Stock in Trade	27	40.04	85.15	(140.57)	176.91	159.28	222.40
	Employee Benefit Expense	28	238.18	337.03	290.14	216.21	152.92	99.22
	Finance Cost	29	360.26	550.05	508.72	487.65	499.41	473.94
	Depreciation and Amortisation Expense	15	155.77	198.95	175.48	143.05	131.73	111.29
	Other Expenses	30	360.23	523.47	590.38	627.06	589.08	791.79
	<b>Total Expenses</b>		<b>4,193.74</b>	<b>5,629.92</b>	<b>5,451.18</b>	<b>5,603.51</b>	<b>5,682.42</b>	<b>5,455.06</b>
<b>V</b>	<b>Profit before exceptional items and Taxes, as restated (III-IV)</b>		<b>283.28</b>	<b>277.03</b>	<b>362.89</b>	<b>402.18</b>	<b>476.68</b>	<b>222.88</b>
<b>VI</b>	<b>Less: Exceptional Items</b>	31	-	-	-	6.64	47.71	-
<b>VII</b>	<b>Profit Before Tax as restated (V-VI)</b>		<b>283.28</b>	<b>277.03</b>	<b>362.89</b>	<b>395.54</b>	<b>428.97</b>	<b>222.88</b>
<b>VIII</b>	<b>Less: Tax Expense</b>							
	Current Tax		78.76	59.61	96.19	87.31	121.35	44.55
	Mat Credit Entitlement		-	-	-	-	(2.42)	-
	Deferred Tax charge/(credit)		(7.57)	(10.69)	23.59	25.84	24.84	35.90
<b>IX</b>	<b>Profit or (Loss) for the period from Continuing operations as restated (VII-VIII)</b>		<b>212.09</b>	<b>228.11</b>	<b>243.11</b>	<b>282.39</b>	<b>285.20</b>	<b>142.43</b>
<b>X</b>	<b>Profit or (Loss) for the period from discontinuing operations</b>	32	-	-	-	-	3.73	(0.25)
<b>XI</b>	<b>Less: Tax Expenses of discontinuing operations</b>	32	-	-	-	-	1.27	-
<b>XII</b>	<b>Profit or (Loss) for the period from discontinuing operations after Tax (X-XI) (as per Audited Accounts)</b>		-	-	-	-	2.46	(0.25)
<b>XIII</b>	<b>Profit or (Loss) for the period as restated (X+XII)</b>		<b>212.09</b>	<b>228.11</b>	<b>243.11</b>	<b>282.39</b>	<b>287.66</b>	<b>142.18</b>
<b>XV</b>	<b>Earnings Per Equity Share</b>							
	(1) Basic	#	2.48	2.67	2.84	3.30	3.37	1.66
	(2) Diluted	#	2.48	2.67	2.84	3.30	3.37	1.66

**# Not Annualised**
**Note:**

The above statement should necessarily be read with the basis of preparation and significant accounting policies appearing in Annexure 4 to the Restated Consolidated Financial Information and Statement of adjustments to audited consolidated financial statements appearing in Annexure 5.

**This is the restated consolidated summary statement of Profit and Loss, referred to in our report of even date**

## ANNEXURE 3 - RESTATED CONSOLIDATED SUMMARY OF CASH FLOW STATEMENT

in Millions

PARTICULARS	For the Period/Year ended					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
<b>A Cash Flow from Operating Activities</b>						
Profit/(Loss) Before Tax, as restated (*)	283.28	277.03	362.89	395.54	432.70	222.63
Adjustments for :						
Depreciation and Amortisation Expense (#)	155.77	198.95	175.48	143.05	131.73	120.44
Mat Credit Entitlement	-	-	-	-	2.42	-
(Profit)/Loss on Sale of Fixed Assets (\$)	0.75	0.78	0.14	0.85	45.88	0.38
(Profit)/Loss on Sale of Investments	-	-	-	6.64	2.49	-
Provision for Doubtful debts	2.51	2.91	2.89	10.83	7.32	-
Unrealised gain on stocks related to consolidation	(0.08)	0.50	(0.51)	(0.24)	-	-
Finance Cost (**)	360.26	550.05	508.72	487.65	510.41	485.82
Interest Income	(5.71)	(7.50)	(11.90)	(12.56)	(15.62)	(29.35)
<b>Operating Profit/(Loss) before Working Capital Adjustments</b>	<b>796.78</b>	<b>1,022.72</b>	<b>1,037.71</b>	<b>1,031.76</b>	<b>1,117.33</b>	<b>799.92</b>
Adjustments for :						
(Increase)/ Decrease in Inventories	216.72	(603.49)	(669.42)	125.58	359.58	(119.68)
(Increase)/ Decrease in Trade receivables	(260.08)	(186.44)	355.59	(299.81)	(458.41)	458.39
(Increase)/ Decrease in Short Term Loans and Advances	30.21	178.12	(102.87)	(47.91)	(9.15)	86.73
(Increase)/Decrease in Long Term Loans & Advances	(21.53)	(92.21)	(86.17)	89.80	(4.10)	(27.45)
(Increase)/ Decrease in Other Current Assets	5.10	7.22	(19.14)	-7.40	3.70	40.40
Increase/ (Decrease) in Trade Payables	(456.54)	699.66	626.63	(111.32)	(160.47)	(1,368.30)
Increase/ (Decrease) in Other Current Liabilities	216.65	(239.64)	127.68	117.83	(9.24)	54.56
Increase/ (Decrease) in Short Term Provisions	4.12	7.29	5.25	1.23	0.43	0.71
Proceeds from Long Term Provisions	0.74	2.10	4.74	4.16	0.66	1.20
<b>Cash Generated from/(Used in) Operations</b>	<b>532.17</b>	<b>795.33</b>	<b>1,280.00</b>	<b>903.92</b>	<b>840.33</b>	<b>(73.52)</b>
Direct Taxes Paid	(30.57)	(25.93)	(102.50)	(182.57)	(42.46)	(125.34)
<b>Net Cash Flow from/(Used in) Operating Activities (A)</b>	<b>501.60</b>	<b>769.40</b>	<b>1,177.50</b>	<b>721.35</b>	<b>797.87</b>	<b>(198.86)</b>
<b>B Cash Flow from Investing Activities</b>						
Purchase of Fixed Assets	(61.68)	(188.94)	(407.72)	(173.85)	(120.91)	(175.60)
Sale of Fixed Assets	0.62	0.91	0.89	0.83	99.51	0.10
Purchase of Investments	-	-	-	-	(12.60)	-
(Investments in)/Sale in Subsidiaries and Associates	-	-	-	2.52	-	-
Interest Income	3.60	4.59	10.49	16.26	11.92	9.15
Investment Subsidy Received	-	-	-	4.38	2.50	1.47
<b>Net Cash Flow from/(Used in) Investing Activities (B)</b>	<b>(57.46)</b>	<b>(183.44)</b>	<b>(396.34)</b>	<b>(149.86)</b>	<b>(19.58)</b>	<b>(164.88)</b>
<b>C Cash Flow from Financing Activities</b>						
Refund of Share Application Money	-	-	-	(1.84)	-	-
Proceeds from/(Repayment of) Long Term Borrowings from Banks & Financial Institutions	268.32	(151.33)	(421.38)	(347.72)	(23.78)	487.65
Proceeds/(Repayments) from Short Term Borrowings	(348.99)	124.05	200.01	304.55	(421.69)	129.68
Long Term Borrowings Received / (Repaid) to Related Party	-	-	-	-	13.84	-
Dividends Paid (Including Tax thereon)	-	(51.43)	(51.43)	(24.65)	(33.33)	(41.39)
Interest Paid	309	(351.27)	(535.32)	(493.59)	(504.45)	(482.49)

## ANNEXURE 3 - RESTATED CONSOLIDATED SUMMARY OF CASH FLOW STATEMENT

PARTICULARS	in Millions					
	For the Period/Year ended					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
<b>Net Cash Flow from/(Used in) Financing Activities (C)</b>	<b>(431.94)</b>	<b>(614.03)</b>	<b>(778.76)</b>	<b>(563.25)</b>	<b>(969.41)</b>	<b>93.45</b>
<b>Net Increase /(Decrease) in Cash and Cash Equivalents (A+B+C)</b>	<b>12.20</b>	<b>(28.07)</b>	<b>2.40</b>	<b>8.24</b>	<b>(191.12)</b>	<b>(270.29)</b>
Cash and Cash Equivalents at the Beginning of the Period/Year	159.60	187.67	185.27	177.03	368.15	638.44
<b>Cash and Cash Equivalents at the End of the Period/Year*</b>	<b>171.80</b>	<b>159.60</b>	<b>187.67</b>	<b>185.27</b>	<b>177.03</b>	<b>368.15</b>
*Cash and Cash Equivalents at the End of the Period/Year (Refer Annexure No.20)						
Cash On Hand	5.72	5.11	4.53	4.74	2.09	1.71
<b>Balances with banks</b>						
Current Accounts	6.42	6.12	30.78	60.11	22.46	101.20
Balances held as Margin Money against Bank Guarantees	159.66	148.37	152.36	120.42	152.48	265.24
	<b>171.80</b>	<b>159.60</b>	<b>187.67</b>	<b>185.27</b>	<b>177.03</b>	<b>368.15</b>

**Note:**

The above statement should necessarily be read with the basis of preparation and significant accounting policies appearing in Annexure 4, Notes to the Restated Consolidated Financial Information and Statement of adjustments to audited financial statements appearing in Annexure 5.

The above Restated Consolidated Summary of Cash Flow Statement has been prepared under the "Indirect Method" as set out in Accounting Standard (AS) - 3 "Cash Flow Statements"

(\*) Profit before tax, as restated = Profit or (Loss) for the period from Continuing Operations as restated + Profit or (Loss) for the period from discontinuing operations after tax

(#) Depreciation and Amortisation Expense = Depreciation and Amortisation Expense Continuing Operations + Depreciation and Amortisation Expenses for discontinuing operation.

(\$) (Profit)/Loss on Sale of Fixed Assets (\$) = Loss on Sale of Fixed Assets from Continuing Operations + Loss on Sale of discontinuing operation.

(\*\*) Finance Cost = Finance Cost for the period from Continuing Operations as restated + Finance Cost for the period from discontinuing operations after tax.

**This is the restated consolidated summary of Cash Flow statement, referred to in our report of even date**

## **Annexure 4: RESTATED CONSOLIDATED SUMMARY STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES AND NOTES TO ACCOUNTS**

### **Corporate Information and Significant Accounting Policies**

#### **1. Corporate Information:**

K.P.R. Agrochem Limited (Holding Company) is a closely held Public Limited Company incorporated in Andhra Pradesh with Registrar of Companies, AP, Hyderabad. The name of our Company was then changed from "K.P.R. Fertilisers Limited" vide a fresh Certificate of Incorporation pursuant to change of name dated 21<sup>st</sup> September, 2015, which was issued by Registrar of Companies, Andhra Pradesh and Telangana, Hyderabad. The Corporate Identification Number of our Company is U24129AP2007PLC052216. The holding Company is engaged in manufacture and sale of crop protection, crop nutrients, and chemicals like, pesticides, NPK mixture Fertilisers, SSP, DCP, Sulphuric Acid etc. along with co-generation of Power and trading of fertilizers & seeds. The company caters to domestic market only.

Sri Sai Swarupa Seeds Private Limited (Subsidiary Company) incorporated as a private Limited company in Andhra Pradesh with Registrar of Companies, Hyderabad and engaged in the business of seed processing and sale. The Company has become subsidiary to KPR Fertilisers Limited during the Financial Year 2013-14.

Fortune Impex FZE was incorporated in UAE (United Arab Emirates). The Company was engaged in the Business of Trading in Fertilizers. The Company has become Subsidiary of KPR Fertilisers Limited during the Financial year 2011-12. The Company has ceased to be Subsidiary of KPR Fertilisers Limited during the Financial Year 2013-14.

#### **2. Significant Accounting Policies**

##### **2.1 Basis for Preparation of Financial Statements:**

The Restated Consolidated Financial Information relate to the Company and have been specifically prepared for inclusion in the document to be filed by the Company with the Securities and Exchange Board of India ("SEBI") in connection with the proposed Initial Public Offering ('IPO') of equity shares of the Company (referred to as the "Issue"). The Restated Consolidated Financial Information consist of the Restated Consolidated Summary Statement of Assets and Liabilities of the Company and for the nine months period ended December 31, 2017 and as at financial year ended March 31, 2017, March 31, 2016, March 31, 2015, March 31, 2014 and March 31, 2013, the Restated Consolidated Summary Statement of Profits and Losses for the nine months period ended December 31, 2017 and as at financial year ended March 31, 2017, March 31, 2016, March 31, 2015, March 31, 2014 and March 31, 2013 and the notes thereto and the Restated Consolidated Summary Statement of Cash Flow and for the nine months period ended December 31, 2017 and as at financial year ended March 31, 2017, March 31, 2016, March 31, 2015, March 31, 2014 and March 31, 2013 and annexures thereto (hereinafter collectively referred to as "the Restated Consolidated Financial Information").

The Restated Consolidated Financial Information have been prepared to comply in all material respects with the requirements of Section 26 read with applicable provisions within Rules 4 to 6 of the Companies (Prospectus and Allotment of Securities) Rules, 2014 to the Companies Act, 2013 ('the 2013 Act'); and the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations 2009 notified by SEBI on August 26, 2009, as amended from time to time ("the SEBI Regulations"). The 2013 Act and the SEBI Regulations require the information in respect of the assets and liabilities and profits and losses of the Company for each of the five years immediately preceding the issue of the Prospectus. These Restated Consolidated Financial Information were approved by the Board of Directors of the Company in their meeting held on January 20, 2018.



The Restated Consolidated Financial Information of the Company are prepared in accordance with Indian Generally Accepted Accounting Principles (IGAAP) and presented under the historical cost convention on accrual basis of accounting and comply with the Accounting Standards prescribed under the Companies, other pronouncements of the Institute of Chartered Accountants of India ('the ICAI'), and the provisions of the 2013 Act to the extent notified and applicable.

The Restated Consolidated Financial Information are prepared by applying uniform accounting policies for similar transactions and other events in similar circumstances across the Company. The accounting policies have been consistently applied by the Company. The Restated Consolidated Financial Information are presented in Indian rupees (INR), rounded off to the nearest millions with two decimal except for earnings/ (losses) per share details and where mentioned otherwise.

The Restated Consolidated Financial Information have been prepared so as to contain information/ disclosures and incorporate adjustments set out below in accordance with the

SEBI Regulations:

- (a) Adjustments, if any, for audit qualification requiring corrective adjustment in the financial statements;
- (b) Adjustments for the material amounts in respective period/years to which they relate;
- (c) Adjustments for previous periods/years identified and adjusted in arriving at the profits of the period/years to which they relate irrespective of the period/year in which the event triggering the profit or loss occurred;
- (d) Adjustments, if any, to the profits or losses of the earlier periods/years and of the period/year in which the change in the accounting estimates have taken place is recomputed to reflect what the profits or losses of those periods/years would have been if a uniform accounting estimate were followed in each of these periods/years;
- (e) Adjustments for 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 special purpose Consolidated financial statements of the Company as at and for the nine months period ended December 31, 2017 and the requirements of the SEBI Regulations;
- (f) The resultant impact of deferred tax due to the aforesaid adjustments.

## **2.2 Use of estimates:**

The preparation of the Restated Consolidated Financial Information in conformity with generally accepted accounting principles (GAAP) which requires the Management to make judgments, estimates and assumptions that affect the application of accounting policies and reported amounts of assets, liabilities, income and expenses and the disclosure of contingent liabilities on the date of the financial statements. Actual results could differ from these estimates. Estimates and underlying assumptions are reviewed on an ongoing basis. Any revision to the accounting estimates is recognized prospectively in the current and future periods.

## **2.3 Current and non-current classification**

All assets and liabilities are classified into current and non-current.

**Assets**

An asset is classified as current when it satisfies any of the following criteria:

- (i) it is expected to be realized in, or is intended for sale or consumption in, the Company's normal operating cycle;
- (ii) it is held primarily for the purpose of being traded;
- (iii) it is expected to be realized within 12 months after the reporting date; or
- (iv) it is cash or cash equivalent unless it is restricted from being exchanged or used to settle a liability for at least 12 months after the reporting date.

Current assets include the current portion of non-current financial assets. All other assets are classified as non-current.

**Liabilities**

Liability is classified as current when it satisfies any of the following criteria:

- (i) it is expected to be settled in the Company's normal operating cycle;
- (ii) it is held primarily for the purpose of being traded;
- (iii) it is due to be settled within 12 months after the reporting date; or
- (iv) The Company does not have an unconditional right to defer settlement of the liability for at least 12 months after the reporting date.

Current liabilities include current portion of non-current financial liabilities. All other liabilities are classified as non-current.

**2.4 Cash Flow Statement:**

Cash flows are reported using the indirect method, whereby profit/ (loss) before extraordinary items and tax is adjusted for the effects of transactions of non-cash nature and any deferrals or accruals of past or future cash receipts or payments. The cash flows from operating, investing and financing activities of the Company are segregated based on the available information.

Cash comprises cash on hand and demand deposits with banks. Cash equivalents are short-term balances (with an original maturity of three months or less from the date of acquisition), highly liquid investments that are readily convertible into known amounts of cash and which are subject to insignificant risk of changes in value.

**2.5 Operating Cycle:**

The Company has adopted its normal operating cycle as twelve months based on the nature of products and the time between the acquisition of assets for processing and their realization, for the purpose of current / noncurrent classification of assets and liabilities.

**2.6 Tangible Fixed Assets:**

Fixed assets are carried at cost of acquisition or construction less accumulated depreciation. The cost includes non-refundable taxes, duties, freight and other incidental expenses related to the acquisition and installation of the respective assets. Borrowing costs directly attributable to acquisition or construction of those fixed assets which necessarily take substantial period of time to get ready for their intended use are capitalized.

## **2.7 Impairment of Assets:**

The Company assesses at each balance sheet date whether there is any indication that an asset 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 cash generating unit to which the asset belongs is less than its carrying amount, the carrying amount is reduced to its recoverable amount. The reduction is treated as an impairment loss and is recognized in the Statement of Profit and Loss. If at the balance sheet date there is an indication that if a previously assessed impairment loss no longer exists, the recoverable amount is reassessed and the asset is reflected at the recoverable amount subject to a maximum of depreciated historical cost.

## **2.8 Depreciation:**

Pursuant to Companies Act, 2013 ('the Act') being effective from April 1, 2014, the Company has revised depreciation rates on tangible fixed assets as per useful life specified in Part 'C' of Schedule II of the Act. and due to the same there has been a change in the estimated useful life of depreciable tangible assets which affects the depreciation in the current period and in each period during the remaining useful life of the assets. As the change is only in regard to accounting estimate requiring an adjustment of the carrying amount of tangible assets. The same do not require adjustment in the financial information for the years ended on March 31, 2014 and 2013.

In accordance with AS-6 "Depreciation", depreciation on tangible fixed assets is computed on considering useful life provided in the Schedule - II of the Act. Upto March 31, 2014 the Company was providing the depreciation under straight line method at the rate and manner prescribed in Schedule XIV of the Companies Act, 1956.

Till the year ended March 31, 2014, Schedule XIV to the Companies Act, 1956, prescribed requirements concerning depreciation of fixed assets, there after Schedule XIV has been replaced by Schedule II to the Companies Act, 2013.

## **2.9 Capital Work In Progress**

Capital work in Progress (CWIP) includes Civil Works in Progress, Plant & Equipment under erection and Preoperative Expenditure pending allocation on the assets to be acquired/ commissioned, capitalized. It also includes payments made for technical know-how fee and general administrative expenses incurred for bringing the asset into existence.

## **2.10 Investments:**

Investments, which are readily realisable and are intended to be held for not more than one year from the date on which such investments are made, are classified as current investments. All other investments are classified as long-term investments.

Investments are classified as Non Current and Current. Non Current Investments are carried at cost less provision for other than temporary diminution, if any, in value of such investments. Current investments are carried at lower of cost and fair value.

## **2.11 Foreign Currency Transactions:**

Foreign currency transactions are recorded using the exchange rates prevailing on the dates of the respective transactions. Exchange differences arising on foreign currency transactions settled during the period/year are recognized in the Restated Consolidated Summary Statement of Profit and Loss.

Monetary assets and liabilities that are denominated in foreign currency are translated at the exchange rate prevalent at the date of the balance sheet. The resultant exchange differences are recognized in the Restated Consolidated Summary Statement of Profit and Loss. Non-monetary assets are recorded at the rates prevailing on the date of the transaction.

As per the notification issued by the Ministry of Corporate Affairs vide notification dated March 31, 2009 and subsequent notification issued dated December 29, 2011, the Company has adjusted exchange differences arising on reporting of long term foreign currency monetary items to the cost of the asset, where such long term foreign currency monetary items related to acquisition of a depreciable capital asset (whether purchased within or outside India) and have depreciated such foreign exchange gain/ losses over the asset's balance useful life.

## 2.12 Borrowing Costs:

Borrowing costs that are attributable to the acquisition or construction of qualifying assets are capitalized as part of the cost of such assets. A qualifying asset is one that necessarily takes substantial period of time i.e. more than twelve months to get ready for its intended use. All other borrowing costs are charged to the Statement of Profit and Loss.

## 2.13 Revenue Recognition:

Revenue is recognized to the extent that it is probable that the economic benefits will flow to the Company and the revenue can be reliably measured. The following specific recognition criteria must also be met before revenue is recognized:

- a) Sales Revenue is recognized on dispatch to customers as per the terms of the order. Gross sales are net of returns/trade discounts and inclusive of Excise duty billed to customers.
- b) Subsidy from Government is recognized when such subsidy has been earned by the company and it is reasonably certain that the ultimate collection will be made.
- c) Interest income is recognized on a time proportion basis taking into account the amount outstanding and the applicable interest rate. Interest income is included under the head "other income" in the statement of profit and loss.

## 2.14 Government Grants:

All monetary Grants (Government Subsidy on Fertilizers) are recognized as income in the Statement of Profit & Loss separately when such subsidy has been earned by the company or are reasonably certain that the ultimate collection will be made.

## 2.15 Inventories:

Inventories at the period/yearend are valued as under:

Raw Materials, Components, Consumables and Stores & Spares	at Cost as per First in First out Method (FIFO)
Work In Progress and Finished goods	At lower of net realizable value and Cost of Materials plus Cost of Conversion and other costs incurred in bringing them to the present location and condition

- Cost of Material is net of Cenvat/VAT availed on all items.
- Stocks at Depots are inclusive of Duty, wherever applicable, paid at the time of dispatch from Factories.

## **2.16 Retirement and other Employee Benefits:**

Retirement benefit in the form of provident fund is a defined contribution scheme. The Company has no obligation, other than contribution payable to the provident fund. The Company recognizes contribution payable to the provident fund scheme as expenditure, when an employee renders related service.

Gratuity liability is a defined benefit obligation and the cost of providing the benefits under this plan is determined on the basis of actuarial valuation at each year-end. Actuarial valuation is carried out for this plan using the projected unit credit method. Actuarial gains and losses for defined benefits plan is recognized in full in the period in which they occur in the statement of profit and loss.

Accumulated leave, which is expected to be utilized within the next 12 months, is treated as short term employee benefit. The Company measures the expected cost of such absences as the additional amount that it expects to pay as a result of the unused entitlement that has accumulated at the reporting date.

The Company treats accumulated leave expected to be carried forward beyond twelve months, as long-term employee benefit for measurement purposes. Such long-term compensated absences are provided for based on the actuarial valuation using the projected unit credit method at the year-end. Actuarial gains/losses are immediately taken to the statement of profit and loss and are not deferred. The Company presents the leave as a current liability in the balance sheet, to the extent it does not have an unconditional right to defer its settlement for 12 months after the reporting date.

## **2.17 Leases:**

Finance charges in respect of finance lease obligations are recognized as finance costs in the statement of profit and loss. In respect of operating leases for premises, which are cancellable / renewable by mutual consent on agreed terms, the aggregate lease rents payable are charged as rent in the Statement of Profit and Loss.

## **2.18 Insurance Claims:**

Insurance Claims are accounted for on the basis of claims admitted and to the extent that the amount recoverable can be measured reliably and it is reasonable to expect ultimate collection.

## **2.19 Taxes:**

### **Income-tax**

Income tax expense comprises of current tax, deferred tax and Minimum alternate tax.

### **Current tax**

The current charge for income taxes is calculated in accordance with the relevant tax regulations applicable to the Company.

### **Deferred tax**

Deferred tax charge or credit reflects the tax effects of timing differences between accounting income and taxable income for the period. The deferred tax charge or credit and the corresponding deferred tax liabilities or assets are recognized using the tax rates that have been enacted or substantially enacted by the balance sheet date. Deferred tax assets are recognized only to the extent there is reasonable certainty that the assets can be realized in future; however, where there is unabsorbed depreciation or carry forward of losses, deferred tax assets are recognized only if there is a virtual certainty of realization of such assets.

Deferred tax assets are reviewed at each balance sheet date and is written down or written up to reflect the amount that is reasonably/ virtually certain (as the case may be) to be realized.

Deferred tax assets and deferred tax liabilities are offset if a legally enforceable right exists to set off under governing taxation laws and the taxation laws permit the enterprise to make or receive a single net payment.

### **Minimum Alternate Tax (MAT)**

Minimum Alternative Tax ('MAT') under the provisions of the Income-tax Act, 1961 is recognised as current tax in the Restated Consolidated Summary Statement of Profit and Loss. The credit available under the Act in respect of MAT paid is recognised as an asset only when and to the extent there is convincing evidence that the company will pay normal income tax during the period for which the MAT credit can be carried forward for set-off against the normal tax liability. MAT credit recognised as an asset is reviewed at each balance sheet date and written down to the extent the aforesaid convincing evidence no longer exists.

### **2.20 Earnings per Share:**

Basic earnings per share are calculated by dividing the net profit or loss for the period attributable to equity shareholders by the weighted average number of equity shares outstanding during the period. Partly paid equity shares are treated as a fraction of an equity share to the extent that they are entitled to participate in dividends relative to a fully paid equity share during the reporting period. The weighted average number of equity shares outstanding during the period is adjusted for events such as bonus issue, bonus element in a rights issue, share split, and reverse share split (consolidation of shares) that have changed the number of equity shares outstanding, without a corresponding change in resources.

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

### **2.21 Provisions, Contingent Liabilities and Contingent Assets:**

The Company recognises provisions when there is present obligation as a result of past event and it is probable that there will be an outflow of resources and reliable estimate can be made of the amount of the obligation. A disclosure for Contingent liabilities is made when there is a possible obligation or present obligations that may, but probably will not, require an outflow of resources. Contingent assets are neither recognised nor disclosed in the financial statements.

### **2.22 Prior Period and Extraordinary and Exceptional Items:**

- i) All Identifiable items of Income and Expenditure pertaining to prior period are accounted through "Prior Period Items".
- ii) Exceptional Items are generally non-recurring items of income and Expenses within profit or Loss from Ordinary Activities, which are of such size, nature or incidence.

### **2.23 Provision for Bad and Doubtful Debts:**

Provision is made in the Accounts for Debts/Advances which is in the opinion of Management are Considered doubtful of Recovery.

**ANNEXURE 5:**  
**Notes on adjustments for Restated Consolidated Summary Statements**

**I. Impact of material adjustments**

The summary of the adjustments made to the audited consolidated financial statements for the respective period/years and its effect on the profits of the Company for respective period/years is provided below:

(` in Millions)							
Particulars	Note	Period/year ended December 31, 2017	For the year ended March 31, 2017	For the year ended March 31, 2016	For the year ended March 31, 2015	For the year ended March 31, 2014	For the year ended March 31, 2013
<b>Net profit after tax as per audited statement of profit and loss</b>		<b>211.63</b>	<b>226.20</b>	<b>230.77</b>	<b>290.39</b>	<b>279.13</b>	<b>143.48</b>
<b>Adjustments on account of:</b>							
Bad Debts	III(a)	0.70	2.93	0.66	(0.52)	17.07	(0.47)
Provision for doubtful debts	III(b)	-	-	18.15	(10.83)	(7.32)	-
Gratuity	III(c)	-	-	-	3.28	(0.86)	(1.31)
Bonus	III(d)	-	-	(0.06)	2.07	(0.30)	(0.60)
Foreign Exchange Fluctuation Loss	III(e)	-	-	9.63	(9.63)	-	-
Interest on Buyers Credit	III(f)	-	-	0.33	(0.33)	-	-
<b>Total impact of the adjustments</b>		<b>0.70</b>	<b>2.93</b>	<b>28.71</b>	<b>(15.96)</b>	<b>8.59</b>	<b>(2.38)</b>
Tax impact on adjustments	III(g)	0.24	1.01	16.39	(7.98)	0.04	(1.08)
Total adjustments		0.46	1.92	12.32	(7.98)	8.55	(1.30)
<b>Profit after tax, as restated</b>		<b>212.09</b>	<b>228.11</b>	<b>243.11</b>	<b>282.39</b>	<b>287.66</b>	<b>142.18</b>

Restatement adjustments made in the audited opening balance of Surplus in the Statement of profit and loss as at 1 April 2012

(` in Millions)		
Particulars	Note	Amount
<b>Surplus the Statement of profit and Loss as at 1 April 2012</b>		<b>672.74</b>
Bad Debts	IV(a)	20.37
Gratuity	IV(b)	1.11
Bonus	IV(c)	1.11
Tax expenses –earlier years	IV(d)	51.10
<b>Total impact of the adjustments</b>		<b>73.68</b>
<b>Surplus in the statement of Profit and Loss as at 1 April 2012, as restated</b>		<b>599.07</b>

**II. Explanatory notes for the restatement adjustments**

**(a) Bad Debts**

Trade receivables that were written off were adjusted in arriving at the profits for the year which they relate irrespective of the period/year in which the event triggering the profit and loss has occurred.

**(b) Provision for doubtful debts**

Provision for bad and doubtful debts on trade receivables were adjusted in arriving at the profits for the year which they relate to, irrespective of the period/year in which the event triggering the profit and loss has occurred.

**(c) Gratuity**

During the year ended March 31, 2015 the company has recorded the Gratuity as per Actuarial valuation in accordance with the Accounting Standard – 15 “Employee Benefits” and accordingly the same has been recognised in statement of profit and loss to reflect consistent accounting policy across all years/period presented.

**(d) Bonus**

During the year ended March 31, 2015 the company has a made provision bonus as per The Bonus Act, 1965 and recognised to profit and loss account to reflect consistent accounting policy across all years/period presented.

**(e) Foreign fluctuation loss**

The foreign exchange gain or loss has been recognised in the year it pertains to, irrespective of the period/year in which the event triggering the profit and loss.

**(f) Interest on Buyer's Credit**

Interest on Buyers Credit has been recognised in the year it pertains to, irrespective of the period/year in which the event triggering the profit and loss.

**(g) Tax impact on adjustments**

Tax effects of the above restatement adjustments have been adjusted in the respective period/years.

**IV. Explanatory Note on Material adjustments to opening reserves and surplus**

**(a) Bad Debts**

Trade receivables that were written off which related to a prior period to the reporting period were adjusted in opening reserves and surplus, irrespective of the period/year in which the event triggering the profit and loss.

**(b) Gratuity**

Gratuity liability relating to a prior period to the reporting period has been recognised and adjusted with opening reserves.

**(c) Bonus**

Bonus liability prior to the reporting period has been recognised and adjusted with opening reserves.

**(d) Tax expenses- earlier years**

Consequent to completion of income-tax assessment for certain years, the Company paid additional taxes which were recorded in the year of completion of such assessments. As these were relating to earlier period/years, the same has been accounted for in the financial year to which the amount relates to.

**V. Material regroupings**

Appropriate adjustments have been made in the Restated Consolidated Summary Statement of Assets and Liabilities, Restated Consolidated Summary Statement of Profits and losses and Restated Consolidated. Summary Statement of Cash Flow, wherever required, by reclassification of the corresponding items of income, expenses, assets and liabilities, in order to bring them in line with the regroupings as per the audited financial statements of the Company for the year ended March 31, 2017, prepared in accordance with Schedule III of the Companies Act 2013, and the requirements of the SEBI Regulations.

**VI. Non-adjusting items**

In addition to the audit opinion on the Consolidated financial statements, the auditors are required to comment upon the matters included in the Companies (Auditor's Report) Order, 2003 ("the CARO 2003 Order") issued by the Central Government of India under sub-section (4A) of Section 227 of Companies Act 1956 on the Consolidated financial statements of the Company as at and for the financial years ended March 31, 2013 and March 31, 2014, Companies (Auditor's Report) Order, 2015 ("the CARO 2015 Order") issued by the Central Government of India in terms of sub-section (11) of section 143 of the Act on the Consolidated financial statements of the Company as at and for the financial years ended March 31, 2015 and the Companies (Auditor's Report) Order, 2016 ("the CARO 2016 Order") issued by the Central Government of India in terms of sub-section (11) of section 143 of the Act on the Consolidated financial statements of the Company as at and for the financial years ended March 31, 2016, March 31, 2017 and for the nine months period ended December 31, 2017 respectively. Certain statements/ comments included in audit opinion on the consolidated financial statements and the CARO, which do not require any adjustments in the Restated Consolidated Financial Information, are reproduced below in respect of the financial statements presented.



**Financial Year ended March 31, 2013****Clause (iii) of the CARO 2003 Order:**

- (a) The Company has, during the previous year granted loan to parties covered in the register maintained under section 301 of the act. The details as on March 31, 2013 are as follows:

( ` in Millions)

No. of Parties	Balances as on March 31, 2013	Balances as on March 31, 2012	Maximum amount outstanding at any time during the year
2	9.73	4.50	9.73

- (b) According to the information and explanation given to us, the terms & conditions, prima facie, are not prejudicial to the interest of the company.
- (c) According to the information and explanation given to us, the company has not charged interest on such loans during the year.
- (d) In view of the above explanations given to us, we are of the opinion that there are no overdue principal and interest amounts as on 31<sup>st</sup> March 2013.
- (e) The Company has taken unsecured loans from the parties covered in the register maintained under section 301 of the act. The details of the same are as follows

( ` in Millions)

No. of Parties	Balances as on March 31, 2013	Balances as on March 31, 2012	Maximum amount outstanding at any time during the year
5	472.38	270.25	472.38

- (f) In our opinion, the other terms and conditions of the above advances are not prima facie prejudicial to the company's interests.

**Clause (iv) of the CARO 2003 Order:**

Internal Control : In our opinion and according to the information and explanation given to us, the internal control procedure are being strengthened on a continuous basis so as to commensurate with size of the company and nature of its business, with regard to purchase of fixed assets, purchase of inventory and sale of goods for the period.

**Clause (viii) of the CARO 2003 Order:**

Cost Records: Pursuant to the Companies (Cost Accounting Records) Rules, 2011 prescribed by the Central Government under section 209(1) (d) of the Companies Act, 1956, we are of the opinion that prima facie the prescribed cost records have been maintained. We have broadly reviewed the cost records maintained by the company We have, however, not made a detailed examination of the records with the view to determine whether they are accurate or complete.

**Financial year ended 31<sup>st</sup> March, 2014****Clause (iii) of the CARO 2003 Order:**

- (a) The Company has, during the previous year granted loan to parties covered in the register maintained under section 301 of the act,

( ` in Millions)

No. of Parties	Balances as on March 31, 2014	Balances as on March 31, 2013	Maximum amount outstanding at any time during the year
3	66.40	9.73	51.49

- (b) According to the information and explanation given to us, the terms & conditions, prima facie, are not prejudicial to the interest of the company.
- (c) According to the information and explanation given to us, the company has not charged interest on such loans during the year.
- (d) In view of the above explanations given to us, we are of the opinion that there are no overdue principal and interest amounts as on March 31, 2014.
- (e) The Company has taken unsecured loans from the parties covered in the register maintained under section 301 of the act. The details of the same are as follows

(` in Millions)

No. of Parties	Balances as on March 31, 2014	Balances as on March 31, 2013	Maximum amount outstanding at any time during the year
5	940.20	760.67	964.62

- (f) In our opinion, the other terms and conditions of the above advances are not prima facie prejudicial to the company's interests.

**Clause (iv) of the CARO 2003 Order:**

Internal Control : In our opinion and according to the information and explanation given to us, the internal control procedure are being strengthened on a continuous basis so as to commensurate with size of the company and nature of its business, with regard to purchase of fixed assets, purchase of inventory and sale of goods for the period.

**Clause (viii) of the CARO 2003 Order:**

Cost Records: Pursuant to the Companies (Cost Accounting Records) Rules, 2011 prescribed by the Central Government under section 209(1) (d) of the Companies Act, 1956, we are of the opinion that prima facie the prescribed cost records have been maintained. We have broadly reviewed the cost records maintained by the company, we have, however, not made a detailed examination of the records with the view to determine whether they are accurate or complete.

**Financial year ended March 31., 2015**

**Clause (vii) of the CARO 2015 Order:**

- (a) The company is regular in depositing with appropriate authorities undisputed statutory dues including Provident Fund, Employees State Insurance, Income tax, Customs Duty, Wealth Tax, Sales Tax, Excise Duty, Cess and other applicable statutory dues with the appropriate authorities ***though there have been slight delays in deposit of Income Tax, Provident Fund and Professional Tax.*** According to the information and explanations given to us no undisputed amounts payable in respect of outstanding statutory dues as at the last day of the year ending March 31, 2015 for period exceeding 6 months from the date they became payable.
- (b) Reference is invited to Note No.30.1 regarding pending litigations with various authorities in respect of Income-tax, Customs duty, Wealth tax, Sales tax, Service tax, Excise duty, Cess.

**Financial year ended March 31, 2016**

**Clause 6 of the CARO 2016 Order:**

Pursuant to the Companies (Cost Accounting Records) Rules, 2011 prescribed by the Central Government under section 209(1) (d) of the Companies Act, 1956, we are of the opinion that prima facie the prescribed cost records have been maintained. We have broadly reviewed the cost records maintained by the company We have, however, not made a detailed examination of the records with the view to determine whether they are accurate or complete.

**Clause 7 of the CARO 2016 Order:**

- (c) According to the records of the Company, the dues outstanding of income–tax, sales–tax, wealth–tax, service tax, customs duty, excise duty, value added tax and cess on account of any dispute, are as follows.

**Central Excise Act, 1944**

( ₹ in Millions)			
S.No.	Particulars	Pending Before	Amount
1	Irregular availment of Cenvat on Capital Goods	CESTAT	7.21
2	Mis-clasification of DCP	CESTAT	107.93
3	Duty on Micronutrients	Commissioner of Appeals	17.41
4	Misclassification of Bio-Fertilisers	Commissioner of Appeals	6.98

**Income Tax Act, 1961**

Asst. Year	Order Under Section	Pending Before	Amount
2012-13	U/S 143 (3) of the Income Tax Act 1961,	CIT (Appeals)	1.33
2013-14	U/S 143 (3) of the Income Tax Act 1961,	CIT (Appeals)	12.72
2014-15	U/S 143 (3) of the Income Tax Act 1961,	CIT (Appeals)	47.83

**Clause 8 of the CARO 2016 Order:**

The Company has an outstanding interest and instalment dues of term loans ₹21.88 Millions to banks and there is no outstanding dues to financial institutions or debenture holders during the year during the year.

**Financial year ended March 31, 2017**

**Clause 6 of the CARO 2016 Order:**

Pursuant to the Companies (Cost Accounting Records) Rules, 2011 prescribed by the Central Government under section 209(1) (d) of the Companies Act, 1956, we are of the opinion that prima facie the prescribed cost records have been maintained. We have broadly reviewed the cost records maintained by the company We have, however, not made a detailed examination of the records with the view to determine whether they are accurate or complete

**Clause 7 of the CARO 2016 Order:**

- (a) According to the information and explanations given to us and on the basis of our examination of the records of the Company, amounts deducted / accrued in the books of account in respect of undisputed statutory dues including provident fund, employees' state insurance, duty of excise income tax, sales tax, wealth tax, service tax, duty of customs, value added tax, cess and other material statutory dues have been regular in deposit **except some cases** with the appropriate authorities.
- (c) According to the records of the Company, the dues outstanding of income–tax, sales–tax, wealth–tax, service tax, customs duty, excise duty, value added tax and cess on account of any dispute, are as follows.

**Central Excise Act, 1944**

				(` in Millions)
Particular	Issue	CESTAT	Comm. (Appeals)	Amount
Capital goods	Irregular availment	7.21	-	7.21
DCP	Mis-classification	107.93	-	107.93
M.N. Fertilisers	Duty on Micronutrients	-	17.41	17.41
Bio-Fertilisers	Mis-classification	-	6.98	6.98

**Income Tax Act, 1961**

Asst. Year	Order Under Section	Pending Before	Amount
2012-13	U/s 143(3)	CIT (Appeals)	1.33
2013-14	U/s 143(3)	CIT (Appeals)	12.72
2014-15	U/s 143(3)	CIT (Appeals)	47.83

**Sales Tax (Odisha Vat Act, 2014)**

			(` in Millions)
Financial Year	Order Under Section	Pending Before	Amount
2011-12 & 2013-14	U/s 142(4)	Odisha Sales Tax Tribunal, Cuttack	1.55

**Clause 8 of the CARO 2016 Order:**

The Company has outstanding instalments to the banks amounting to ₹7.23 Millions and interest thereon of ₹23.03 Millions.

**Financial year ended December 31, 2017****Clause 7 of the CARO 2016 Order:**

- (a) According to the information and explanations given to us and on the basis of our examination of the records of the Company, amounts deducted / accrued in the books of account in respect of undisputed statutory dues including provident fund, employees' state insurance, duty of excise income tax, sales tax, wealth tax, service tax, duty of customs, value added tax, goods and services tax cess and other material statutory dues have been regular in deposit except slight delays in few instances.

(` in Millions)

Asst. Year	Under Section	Amount
2017-18	U/s 140A	38.39

- (c) According to the records of the Company, the dues outstanding of income-tax, sales-tax, wealth-tax, service tax, customs duty, excise duty, value added tax and cess on account of any dispute, are as follows:

**Central Excise Act, 1944**

(` in Millions)

Particular	Issue	CESTAT	Comm. (Appeals)	Amount
Capital goods	Irregular availment	7.21	-	7.21
DCP	Mis-classification	148.17	-	148.17
M.N. Fertilisers	Duty on Micronutrients	-	17.93	17.93
Bio-Fertilisers	Mis-classification	-	19.31	19.31

**Income Tax Act, 1961**

(` in Millions)

Asst. Year	Order Under Section	Pending Before	Amount
2012-13	U/s 143(3)	CIT (Appeals)	1.33
2013-14	U/s 143(3)	CIT (Appeals)	12.72
2014-15	U/s 143(3)	CIT (Appeals)	48.13

**Sales Tax (Odisha Vat Act, 2014)**

(` in Millions)

Financial Year	Order Under Section	Pending Before	Amount
2011-12 & 2013-14	U/s 142(4)	Odisha Sales Tax Tribunal, Cuttack	1.55

**Clause 8 of the CARO 2016 Order:**

The Company has outstanding instalments and interest to the banks amounting to `123.32 millions of which ₹99.33 millions paid in January, 2018.

## Annexure 6 - Restated Consolidated Summary Statement of Share Capital

Particulars	As at					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
<b>Authorised Capital</b>						
12,50,00,000 (Previous Years: March, 2012, March, 2013: 2,00,00,000, March, 2014: 9,00,00,000, March, 2015: 9,00,00,000, March, 2016: 9,00,00,000, March, 2017: 12,50,00,000) Equity Shares of ₹10 each	1250.00	1250.00	900.00	900.00	900.00	200.00
	<b>1250.00</b>	<b>1250.00</b>	<b>900.00</b>	<b>900.00</b>	<b>900.00</b>	<b>200.00</b>
<b>Issued, Subscribed &amp; Paid Up Capital</b>						
8,54,64,000 (Previous Years: March, 2012: 1,42,44,000, March, 2013: 1,42,44,000, March, 2014: 8,54,64,000, March, 2015: 8,54,64,000) Equity Shares of ₹. 10 each	854.64	854.64	854.64	854.64	854.64	142.44
<b>Total</b>	<b>854.64</b>	<b>854.64</b>	<b>854.64</b>	<b>854.64</b>	<b>854.64</b>	<b>142.44</b>

## (a) Reconciliation of the number of Equity shares outstanding at the beginning and at the end of the reporting year is as given below:

	in Millions											
	December 31, 2017		March 31, 2017		March 31, 2016		March 31, 2015		March 31, 2014		March 31, 2013	
	Number of Shares	Amount (₹)	Number of Shares	Amount (₹)	Number of Shares	Amount (₹)	Number of Shares	Amount (₹)	Number of Shares	Amount (₹)	Number of Shares	Amount (₹)
Number of shares at the beginning of the year	85.46	854.64	85.46	854.64	85.46	854.60	85.46	854.60	14.24	142.44	14.24	142.44
Add: shares issued during the year/period	-	-	-	-	-	-	-	-	71.22	712.20	-	-
<b>Number of shares outstanding at the end of the year/period</b>	<b>85.46</b>	<b>854.64</b>	<b>85.46</b>	<b>854.64</b>	<b>85.46</b>	<b>854.60</b>	<b>85.46</b>	<b>854.60</b>	<b>85.46</b>	<b>854.64</b>	<b>14.24</b>	<b>142.44</b>

## (b) Terms/Rights attached to equity shares

The Company has only one class of equity shares having a par value of ₹10 per share. Each Holder of Equity shares is entitled to one vote per share. The Company declares and pays dividend in Indian Rupees. The Dividend proposed by the Board of Directors has been approved by the shareholders in the Annual General meeting and same has been paid. In the event of liquidation, the holders of equity shares will be entitled to receive remaining assets of the Company in proportion to their shareholding.

For the Year ended March 31, 2017 the amount of per share dividend recognised as distribution to equity share holders was Nil (Previous Years: March, 2016 ₹0.50, March, 2015 ₹0.50, March, 2014 ₹1.00, March, 2013 ₹2.00).

## (c) Details of Shareholders holding more than 5% of equity shares along with the percentage of holding at the end of reporting year is as given below

	in Millions											
	December 31, 2017		March 31, 2017		March 31, 2016		March 31, 2015		March 31, 2014		March 31, 2013	
	No. of Shares	% of Holding	No. of Shares	% of Holding	No. of Shares	% of Holding	No. of Shares	% of Holding	No. of Shares	% of Holding	No. of Shares	% of Holding
Cresco Technology LLP (Formerly Cresco Technology Private Limited)	16.20	18.96	16.20	18.96	16.20	18.96	16.20	18.96	16.20	18.96	2.70	18.96
Vijaya Lakshmi Karri	5.69	6.65	5.69	6.65	-	-	-	-	-	-	-	-
Vinodha Bala Kovvuri	4.45	5.21	4.45	5.21	-	-	-	-	-	-	-	-
Satyanarayana Reddy Kovvuri, S/o. Papa Reddy Kovvuri	4.44	5.20	4.44	5.20	-	-	-	-	-	-	-	-
As per records of the company, including its register of shareholders/members and other declarations received from shareholders regarding beneficial interest, the above shareholding represents both legal and beneficial ownership shares.												

(d) Details of Shares allotted for consideration other than cash	in Millions										
	December 31, 2017	2016-17	2015-16	2014-15	2013-14	2012-13	2011-12	2010-11	2009-10	2008-09	2007-08
-Fully paid up No. of equity shares by way of bonus shares	-	-	-	-	71.22	-	-	-	-	3.3	-

**Annexure 7 - Restated Consolidated Summary Statement of Reserves and Surplus**

in Millions

Particulars	As at					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
<b>A. Capital Reserves - Investment Subsidy</b>						
Balance at the beginning of the year	12.35	12.35	12.35	7.97	2.97	(20.47)
Add: Transferred during the year			-	4.38	-	1.47
Add: On account of Consolidation of subsidiary company of M/s. Sri Sai Swarupa Seeds Pvt Ltd during the F.Yr. 2013-14	-	-	-	-	5.00	-
Add/(Less): On account of Consolidation of Associates as per equity method of AS-23						21.97
Balance at the end of the year (A)	<b>12.35</b>	<b>12.35</b>	<b>12.35</b>	<b>12.35</b>	<b>7.97</b>	<b>2.97</b>
<b>B. Securities Premium Reserve</b>						
Balance at the beginning of the year	-	-	-	-	173.76	173.76
Utilised on account of bonus issue			-	-	(173.76)	-
Balance at the end of the year (B)			-	-	-	<b>173.76</b>
<b>C. General Reserves</b>						
Balance at the beginning of the year	29.16	29.16	29.16	29.16	3.00	3.00
Transferred during the year			-	-	26.16	-
Balance at the end of the year (C)	<b>29.16</b>	<b>29.16</b>	<b>29.16</b>	<b>29.16</b>	<b>29.16</b>	<b>3.00</b>
<b>D. Foreign Currency Translation Reserve</b>						
Balance at the beginning of the year	-	-	-	-	0.11	0.11
Less: On account of Consolidation cession of of M/s. Fortune Impex FZE, UAE (Subsidiary) during the F.Yr. 2013-14	-	-	-	-	(0.11)	-
Balance at the end of the year (D)	-	-	-	-	-	<b>0.11</b>
<b>E. Surplus</b>						
Balance at the beginning of the year	1,060.67	832.06	640.89	410.17	707.92	599.07
Less: Income Tax of earlier years			-			
Add: Net Profit / (Net Loss) for the Year	212.09	228.11	243.11	282.39	287.66	142.18
Add: On account of Consolidation of of M/s. Sri Sai Swarupa Seeds Pvt Ltd which becomes subsidiary during the F.Yr. 2013-14	-	-	-	-	0.96	-
Add: On account of Consolidation cession of of M/s. Fortune Impex FZE, UAE (Subsidiary) during the F.Yr. 2013-14	-	-			2.88	
Less: Unrealised gain on stocks related to Consolidation	0.08	(0.50)	0.51	0.24	-	-
Less: Unrealised Loss on Investment related to Consolidation	-	-	-	-	-	-
<b>Amount Available for appropriations</b>	<b>1,272.68</b>	<b>1,060.67</b>	<b>883.49</b>	<b>692.32</b>	<b>999.42</b>	<b>741.25</b>
<b>Appropriations</b>						
Less: Utilised for issue of Bonus Shares	-	-	-	-	538.44	-
Less: Transferred to Reserves	-	-	-	-	26.16	-
Less: Proposed Equity Dividends	-	-	42.73	42.73	21.07	28.49
Less: Tax on Proposed Equity Dividends	-	-	8.70	8.70	3.58	4.84
Balance at the end of the year (E)	<b>1,272.68</b>	<b>1,060.67</b>	<b>832.06</b>	<b>640.89</b>	<b>410.17</b>	<b>707.92</b>
<b>Grand Total (A+B+C+D+E)</b>	<b>1,314.19</b>	<b>1,102.18</b>	<b>873.57</b>	<b>682.40</b>	<b>447.30</b>	<b>887.76</b>

**Annexure 8 - Restated Consolidated Summary Statement of Long Term Borrowings**

in Millions

Particulars	As at					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
<b>Non Current Maturities</b>						
<b>Secured Borrowings</b>						
<b>Term Loans</b>						
From Banks	724.75	460.23	612.61	682.08	396.11	628.12
From Financial Institution	-	-	-	100.00	100.00	-
<b>Long Term maturities of Financial Lease Obligation</b>						
Vehicle Loans	0.43	0.09	2.86	5.08	4.84	9.01
<b>Unsecured Borrowings</b>						
Loans and advances from the Related Parties	-	-	-	250.00	405.76	760.67
Loans and advances from Others	63.86	60.40	56.58	56.27	534.44	64.31
<b>Total</b>	<b>789.04</b>	<b>520.72</b>	<b>672.05</b>	<b>1,093.43</b>	<b>1,441.15</b>	<b>1,462.11</b>
Less: Current maturities (Amount disclosed under the head "other current liabilities" (refer Annexure 13))						

The above amounts includes

in Millions

Particulars	Non-Current Maturities					
	As at	As at	As at	As at	As at	As at
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Secured Borrowings	725.18	460.32	615.47	787.16	500.95	637.13
Unsecured Borrowings	63.86	60.40	56.58	306.27	940.20	824.98
Amounts disclosed under the head "other current liabilities"	-	-	-	-	-	-
<b>Total Amount</b>	<b>789.04</b>	<b>520.72</b>	<b>672.05</b>	<b>1,093.43</b>	<b>1,441.15</b>	<b>1,462.11</b>



**Restated Consolidated Statement of Principal Terms and Conditions of Long Term Borrowings**

Name of the Bank/ Sanctioned Amount	Rate of Interest as per sanction Order	Rate of Interest at present	Disclosed Under long-term borrowings ( ` in Millions)	Disclosed under other Current liabilities ( ` in Millions)	Repayment Schedule of Loans	Securities offered
Andhra Bank – Rayavaram  Sanctioned Amount ₹550.00	BMPLR+0.25%	MCLR + 2.05% + TP (0.50%)	-	43.11	Repayable in 28 quarterly instalments commencing from January, 2012	<ul style="list-style-type: none"> <li>➤ Extension of EM on immovable properties and extension of fixed block of the Company both existing and future.</li> <li>➤ Corporate guarantee by Cresco Technology LLP and personal guarantees of Kovvuri Papa Reddy; Karri Venkata Mukunda Reddy and Kovvuri Rajasekhar Reddy and guarantee of owners of collateral securities who offered their properties as securities for the loans.</li> <li>➤ Please refer to Note 1 for collateral securities.</li> </ul>
Andhra Bank – Rayavaram  Sanctioned Amount ₹95.00	BR+4.25%+0.25%	MCLR + 2.05% + TP (0.50%)	-	9.03	Repayable in 20 quarterly instalments commencing from June' 2013	<ul style="list-style-type: none"> <li>➤ Extension of EM on immovable properties and extension of fixed block of the Company both existing and future.</li> <li>➤ Corporate guarantee by Cresco Technology LLP and personal guarantees of Kovvuri Papa Reddy; Karri Venkata Mukunda Reddy and Kovvuri Rajasekhar Reddy and guarantee of owners of collateral securities who offered their properties as securities for the loans.</li> <li>➤ Please refer to Note 1 for collateral securities.</li> </ul>

Name of the Bank/ Sanctioned Amount	Rate of Interest as per sanction Order	Rate of Interest at present	Disclosed Under long-term borrowings ( ` in Millions)	Disclosed under other Current liabilities ( ` in Millions)	Repayment Schedule of Loans	Securities offered
Andhra Bank – Rayavaram  Sanctioned Amount ₹500.00	BR+4.25%+0.25%	MCLR+2.05%)+TP(0.50%)	75.00	125.00	Repayable in 20 equal quarterly instalments commencing from first date of disbursement viz October, 2014	<ul style="list-style-type: none"> <li>➤ Extension of EM on immovable properties and extension of fixed block of the Company both existing and future.</li> <li>➤ Corporate guarantee by Cresco Technology LLP and personal guarantees of Kovvuri Papa Reddy; Karri Venkata Mukunda Reddy and Kovvuri Rajasekhar Reddy and guarantee of owners of collateral securities who offered their properties as securities for the loans.</li> <li>➤ Please refer to Note 1 for collateral securities.</li> </ul>
Andhra Bank – Rayavaram  Sanctioned Amount ₹65.00	BR+2%+TP(0.50%)	MCLR+2.05%)+TP(0.50%)	30.18	11.61	Repayable in 28 quarterly instalments commencing from April 2015.	<ul style="list-style-type: none"> <li>➤ Hypothecation of the assets created out of the project finance</li> <li>➤ Hypothecation of plant and machinery, mortgage of factory constructed/ to be constructed with Andhra Bank finance</li> <li>➤ Personal guarantees of Kovvuri Papa Reddy, Karri Venkata Mukunda Reddy and Kovvuri Rajasekhar Reddy and corporate guarantee of Cresco Technology LLP and guarantee of owners of collateral securities who offered their properties as security for the loans.</li> <li>➤ Please refer to Note 1 for collateral securities.</li> </ul>

Name of the Bank/ Sanctioned Amount	Rate of Interest as per sanction Order	Rate of Interest at present	Disclosed Under long-term borrowings ( in Millions)	Disclosed under other Current liabilities ( in Millions)	Repayment Schedule of Loans	Securities offered
Andhra Bank – Rayavaram  Sanctioned Amount ₹ 80.00	BR+2%+TP(0.50%)	MCLR+2.05%+TP(0.25%)	16.00	20.00	Repayable in 20 quarterly instalments commencing from January 2015.	<ul style="list-style-type: none"> <li>➤ Hypothecation of the assets created out of the project finance</li> <li>➤ Hypothecation of plant and machinery, mortgage of factory constructed/ to be constructed with Andhra Bank finance</li> <li>➤ Personal guarantees of Kovvuri Papa Reddy, Karri Venkata Mukunda Reddy and Kovvuri Rajasekhar Reddy and corporate guarantee of Cresco Technology LLP and guarantee of owners of collateral securities who offered their properties as security for the loans.</li> <li>➤ Please refer to Note 1 for collateral securities.</li> </ul>
Andhra Bank – Rayavaram  Sanctioned Amount ₹66.00	BR+2%+TP(0.50%)	MCLR+2.05%+TP(0.25%)	29.73	16.50	Repayable in 60 monthly instalments commencing from April, 2016	<ul style="list-style-type: none"> <li>➤ Primary security charge created on the asset created out of the loan.</li> <li>➤ Hypothecation of plant and machinery, mortgage of factory buildings constructed/ to be constructed with the bank's finance. extension of charge on fixed block of the Company (present and future).</li> <li>➤ Personal guarantees of Kovvuri Papa Reddy, Karri Venkata Mukunda Reddy and Kovvuri Rajasekhar Reddy and corporate guarantee of Cresco Technology LLP and guarantee of owners of collateral securities who offered their properties as security for the loans.</li> <li>➤ Please refer to Note 1 for collateral securities.</li> </ul>

Name of the Bank/ Sanctioned Amount	Rate of Interest as per sanction Order	Rate of Interest at present	Disclosed Under long-term borrowings ( in Millons)	Disclosed under other Current liabilities ( in Millons)	Repayment Schedule of Loans	Securities offered
Andhra Bank – Rayavaram  Sanctioned Amount ₹160.00	BR+2%+TP(0.50%)	MCLR+2.05%+TP(0.25%)	86.34	33.33	Repayable in 24 quarterly instalments commencing from April, 2016	<ul style="list-style-type: none"> <li>➤ Primary security charge created on the asset created out of the loan</li> <li>➤ Hypothecation of plant and machinery, mortgage of factory buildings constructed/ to be constructed with the bank's finance. extension of charge on fixed block of the Company (present and future).</li> <li>➤ Personal guarantees of Kovvuri Papa Reddy, Karri Venkata Mukunda Reddy and Kovvuri Rajasekhar Reddy and corporate guarantee of Cresco Technology LLP and guarantee of owners of collateral securities who offered their properties as security for the loans.</li> <li>➤ Please refer to Note 1 for collateral securities.</li> </ul>
Andhra Bank – Rayavaram  Sanctioned Amount ₹750.00	MCLR+2.05%+TP(0.25%)	MCLR+2.05%+TP(0.25%)	487.50	187.50	Repayable in 20 quarterly instalments commencing from first date of disbursement viz June 2017	<ul style="list-style-type: none"> <li>➤ Extension of EM on immovable properties and extension of fixed block of the Company both existing and future.</li> <li>➤ Corporate guarantee by Cresco Technology LLP and personal guarantees of Kovvuri Papa Reddy; Karri Venkata Mukunda Reddy and Kovvuri Rajasekhar Reddy and gurantee of owners of collateral securities who offered their properties as securities for the loans.</li> <li>➤ Please refer to Note 1 for collateral securities.</li> </ul>
<b>Total</b>			<b>724.75</b>	<b>446.09</b>		

## Security details of the above mentioned loans:

### Note 1:

1. Extent of Ac.6.39 cts in RS No.308/J in the name of Mr.Karri Venkata Mukunda Reddy.
2. extent of Ac.4.50 Cts in RS No.308/J in the name of Sri Kovvuri Satyanarayana Reddy S/o. Veera Raghava Reddy
3. Extent of Ac.1.14 Cts in RS No.308/J in the name of Mr.Kovvuri Satyanarayana Reddy
4. Site with poultry sheds in R.S. no. 308-J area of 1.00 Ac at Marrabbihali, Hospet Road, Hagaribommanahalli tq., Bellari District belonging to Mrs. G Sarada;
5. Site with poultry sheds and cages in R.S. no. 308-J area of 1.00 Ac at Marrabbihali, Hospet Road, Hagaribommanahalli tq., Bellari District , belonging to Mrs. G Sarada
6. Site with poultry sheds and cages in R.S. no. 308-J area of 1.74 Ac at Marabbihalli, Hagaribommanahalli belonging to Mrs. G.Sarada;
7. Site with 5 layer sheds and cages, grower sheds and cages in S.No.308H, 308I and 309B area of AC 13.19 at Marrabbihalli of Sri K Rajasekhar Reddy;
8. Site with layer sheds and cages, grower sheds and cages in S.No.308H, I, L and M area of AC 12.81 at Marrabbihalli Hospet Road, Hagaribommanahalli tq, Bellary Dist. of Sri Laxmi Poultry Complex Private Limited;
9. One Layer Shed along with other super structures in S. No. 308J of Marabbihalli Hospet Road, Hagaribommanahalli tq, Bellary dist. belonging to N. Veera Lakshmi in Ac. 1.50 cts;
10. One Layer Shed along with other super structures in S. No. 308J/1 of Marabbihalli Hospet Road, Hagaribommanahalli tq., Bellary dist. belonging to K Satyanarayana Reddy in Ac. 1.50 cts;
11. One Layer Shed along with other super structures in S. No. 308J of Marabbihalli Hospet Road, Hagaribommanahalli tq., Bellary dist. belonging to Mrs. G Sarada in Ac. 1.50 cts;
12. Site with 2 grower sheds and layer cages at Marabbihalli, Hagaribommanahalli in R.S. No. 66D area of 0.44 Ac belonging to M. Aruna Devi;
13. Site with Poultry broomer sheds and brooder cages in R.S. no. 66D area of 0.88 Ac at Marabbihalli, Hagaribommanahalli belonging to Mrs. G Sarada;
14. Site with brooder, grower sheds and cages and feed mill in R.S. No. 66/DA area of 2.00 Ac at Marrabbihalli Hagaribommanahalli Bellary District belonging to K. Manga;
15. One Brooder and one grower sheds along with supervisor quarters and brooder cages along with other super structures constructed in S. No.66 C/3 and C4 extent Ac.4.41 cts belonging to Sri Lakshmi Poultry Complex Private Limited;
16. Brooder and grower sheds along with super structures constructed in S.No.66 C/3b extent Ac.1.29 cts Marabbihal Hagaribommanahalli Bellary Dist., belonging to Kovvuri Satyanarayana Reddy S/o Veera Raghava Reddy Kovvuri;
17. Machinery belonging to Sri Laxmi Poultry Complex Private Limited, erected/constructed in the godown at Marabbihal Hagaribommanahalli, Bellary Dist;
18. Equitable mortgage of vacant site of Ac 2.34 cts (1.50+0.84) in S. No. 307K of Marabbihalli, Karnataka and 2 feed godowns constructed thereon belonging to Kovvuri Satyanarayana Reddy S/o. Veera Raghava Reddy Kovvuri;
19. Site with godown in RS No. 307 K Ac. 2.00 cents at Marabbihalli, Hagaribommanahalli belonging to Mrs. G. Sarada;
20. EMD of newly constructed layer sheds /grower sheds/ chick sheds in Ac 9.71 cts in RS No.732/A, 733/1, 731/A, 731/E and 731/D situated at Katyayanimandi Village, Kadlubal Gram Panchayat, H B Halli tq, Bellary belonging to M/s. Sri Lakshmi Poultry Complex
21. Site in R.S. No 308 N area Ac 2-47 cts at Marabbihalli Village, Hagarobommanahalli with 2 layer sheds along with Lager cages and other super structures belonging to G. Sarada;
22. Site in R.S. No 309 A area Ac 4-18 cts at Marabbihalli Village, Hagarobommanahalli alongwith layer sheds, cages and other super structures belonging to K.V. Mukunda Reddy;
23. Site in R.S. No 311 A area Ac 1-89 cts at Marabbihalli Village, Hagaribommanahalli with grower shed, cages and other belonging to K.V. Mukunda Reddy;
24. Site in R.S. No 308 O, Hissa A, area Ac 4-65 cts at Marabbihalli Village, Hagaribommanahalli belonging to G. Sarada;
25. Site in R.S. No: 310 area Ac 3-20 cts with layer sheds and cages alongwith other super structures at Marabbihalli Village, Hagaribommanahalli belonging to K.V. Mukunda Reddy;
26. Equitable mortgage of Firm land and building situated in R.S. No: 18/2 and 18/3 at Pandalapaka Village belonging to Sri Sai Laxmi Poultry Feed;

27. Equitable mortgage of site with five poultry sheds with machinery area 4.4 ¾ Ac in R.S. No: 276/1 at Someswaram to Rajanagaram Road, Veerampalem Pakulu Road, G. Dontamaru, Rangampet Mandal, Andhra Pradesh belonging to Sri Sai Laxmi Poultry Complex ;
28. Vacant site of 2710.40 sq. yards in s.no.17/8,17/9 at Door No. 4-140/ 3B, Near MPP school, opposite to Church, Someswaram to Rajanagaram Road, at Pandalapaka Village, Biccavilu Mandal and commercial godown constructed thereon belonging to Sri Sai Lakshmi Agros Division, proprietor K. Venkata Mukunda Reddy;
29. Site of 5022.10 sq. yards in S.No.18/1 at Pandalapaka and commercial godown constructed thereon belonging to Sai Lakshmi Agros Division, proprietor K. Satyanarayana Reddy;

**Additional Security**

30. Industrial land – 108/4, 108/5, 109/2, 109/1, 7,4,5,9 109/11, 12 and 13, 110/5, Halavarthi, Koppal, Karnataka, Ac 17.45 belonging to the Company;
31. Agricultural land to the extent of Ac 7.775 situated at Block No. 39/1, Venkatapur village, Garag Hobli, Dharwad, Karnataka belonging to K.V. Mukunda Reddy;
32. Agricultural land to the extent of Ac 7.70 situated at Block No. 39/2, Venkatapur village, Garag Hobli, Dharwad, Karnataka belonging to K. Satyanarayana Reddy s/o K. Papa Reddy;
33. Agricultural land of Ac 5.90 situated at block no. 38/2 (part), Venkatapur village, Garag Hobli, Dharwad, Karnataka belonging to M.S.R. Prasad;
34. Agricultural land of Ac 3.175 situated at block no. 38/2B (part), Venkatapur village, Garag Hobli, Dharwad, Karnataka belonging to G.V. Subba Reddy;
35. Agricultural land of Ac 2.75 situated at block no. 38/2B, Venkatapur village, Garag Hobli, Dharwad, Karnataka belonging to K. Bhulok Reddy;
36. Agricultural land of Ac 0.875 situated at S. No. 40 (part), Venkatapur village, Garag Hobli, Dharwad, belonging to K. Bhulok Reddy;
37. Agricultural land of Ac 11.01 ¾ situated at S. No. 22/3, 22/2, 20/3, 19/2, 19/4, 20/2, 10/4, 20/3, 20/2, 10/9, 10/3 and 10/4 belonging to the Company;
38. Agricultural land of Ac 38.83 situated at 104, 105 situated near Chatnay Poultry and Dave cotton Products, Nallamilli Road, Balabhadrapuram, at Biccavole Manda, Andhra Pradesh belonging to the Company;

**Fixed Assets**

39. Factory land, Ac. 31.945, bearing R. S. No. 24/1, 28/1, 23/1,2, 21/2,3, 30/1, 23/3, located at Biccavolu belonging to the Company and factory building and godowns constructed thereon
40. Factory land 15681.60 sq. yards bearing R.S. No. 248/4, 248/B-3, 248/B-2, D.No.9-4, located at Balabhadrapuram, Biccavolu Mandal belonging to the Company and factory building and godowns constructed thereon;
41. Factory land and building – extent of Ac.11.02 at Koppal plant, Karnataka;
42. WDV of plant and machinery and other fixed assets;

**Note 2:**

1. Agricultural land in an extent of Ac. 9.52 ½ cts in R.S. No. 297/2, 297/1 situated at Kunikeri Village, Koppal, Karnataka Mr. K. Satyanarayana Reddy S/o Mr. K. V. Mukunda Reddy;
2. Agricultural land to an extent of Ac. 1.40 cts in R.S. No. 110/8, 110/10 situated at Kunikeri Village, Koppal taluka and District, Karnataka belonging to Mr. K. Satyanarayana Reddy s/o Mr. K.V. Mukunda Reddy;
3. Agricultural land to an extent of Ac. 3.27 ½ cts in R.S. No. 110/6, 110/7 situated at Kunikeri Village, Koppal, Karnataka belonging to Mr. K. Bhuloka Reddy;
4. Industrial land to total extent of Ac. 18.82 ½ cts in R.S. No. 32/1, 19/2, 3, 4, 28/5, 6, 7, 8, 29/1, 3, 5, 31/1, 32/1, 34/2, 38/1, situated in Biccavolu, belonging to KPR Chemicals Limited.

**Annexure 9 - Restated Consolidated Summary Statement of Deferred Tax Liability**

in Millions

Particulars	As at					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Deferred tax has been accounted for in accordance with the Accounting Standard – 22, “Accounting for taxes on income”, issued by the Institute of Chartered Accountants of India.						
<b>Deferred Tax Liability (Net)</b>						
Opening Balance for the reporting year	318.91	329.60	306.01	280.17	255.33	216.96
Charge/(Credit) during the year	(7.57)	-10.69	23.59	25.84	24.84	35.90
<b>Total Deferred Tax liability (Net)</b>	<b>311.34</b>	<b>318.91</b>	<b>329.60</b>	<b>306.01</b>	<b>280.17</b>	<b>252.86</b>

**Annexure 10 - Restated Consolidated Summary Statement of Long Term Provisions**

in Millions

Particulars	As at					
	Long Term Provisions					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
<b>Provision for Employee Benefits</b>						
Provision for Gratuity	13.01	12.18	9.26	5.55	2.86	2.13
Provision for leave benefits	1.59	1.68	2.50	1.47	-	-
<b>Total</b>	<b>14.60</b>	<b>13.86</b>	<b>11.76</b>	<b>7.02</b>	<b>2.86</b>	<b>2.13</b>

**Annexure 11 - Restated Consolidated Summary Statement of Short Term Borrowings**

in Millions

Particulars	As at					
	December 31, 2017	March 31, 2017	March 31, 2016	31st March, 2015	31st March, 2014	31st March, 2013
Loans repayable on demand from Banks(Secured)	2,339.56	2,690.41	2,280.71	2,002.73	1,069.75	1,955.34
Short Term Loans From Banks(Secured)	-	-	-	-	999.98	-
Short Term Loans From Financial Institutions (Secured)	-	-	-	-	-	90.00
Buyer's Credit (Secured)	-	-	172.69	252.79	-	427.21
Loans and Advances from the related Parties (Unsecured)	23.65	21.79	134.75	132.62	13.86	-
<b>Total</b>	<b>2,363.21</b>	<b>2,712.20</b>	<b>2,588.15</b>	<b>2,388.14</b>	<b>2,083.59</b>	<b>2,472.55</b>

The above amounts includes

in Millions

Particulars	Non-Current Maturities					
	As at	As at	As at	As at	As at	As at
	December 31, 2017	March 31, 2017	March 31, 2016	31st March, 2015	31st March, 2014	31st March, 2013
Secured Borrowings	2,339.56	2,690.41	2,453.40	2,255.52	2,069.73	2,472.55
Un Secured Borrowings	23.65	21.79	134.75	132.62	13.86	-
<b>Total Amount</b>	<b>2,363.21</b>	<b>2,712.20</b>	<b>2,588.15</b>	<b>2,388.14</b>	<b>2,083.59</b>	<b>2,472.55</b>

**Restated Consolidated Statement of Principal Terms and Conditions of Short Term Borrowings**

Name of the Bank/ Financial Institution	Outstanding as at 31.12.2017 (₹ Millions)	Rate of interest p.a (%)	Repayme nt Schedule of Loans	Securities offered	Prepayment clauses
Andhra Bank – Rayavaram	2,259.68	MCLR + 2.05%.	Repayable on Demand	<ul style="list-style-type: none"> <li>➤ Current Assets of the Company (both existing and future) such as raw materials, work in progress, finished goods and receivables etc.,</li> <li>➤ Corporate guarantee by Cresco Technology LLP and personal guarantees of Kovvuri Papa Reddy; Karri Venkata Mukunda Reddy and Kovvuri Rajasekhar Reddy and guarantee of owners of collateral securities who offered their properties as securities for the loans.</li> <li>➤ Please refer to Note 1 for collateral securities.</li> </ul>	Nil
State Bank of India, Kakinada	79.88	MCLR + 4.50%.	Repayable on Demand	<ul style="list-style-type: none"> <li>➤ Primary charge on current assets of the Company</li> <li>➤ Personal guarantees of Kovvuri Papa Reddy, Karri Venkata Mukunda Reddy, Karri Venkata Dhanasekhar Reddy and Kovvuri Rajasekhar Reddy</li> <li>➤ Corporate guarantee of Surya Jyothi Seeds India Private Limited and Aditya Vardhana Seeds Private Limited</li> <li>➤ Industrial/ vacant land bearing R.S. No. 424/2, 3 and 5 situated at Ananthsagar village, Hasanparthy, Warangal owned by Sri Sai Swarupa Seeds Private Limited Industrial/ vacant land bearing R.S. No. 424/2, 3 and 5 and 434/2 and 3 situated at Ananthsagar village, Hasanparthy, Warangal owned by Surya Jyothi Seeds India Private Limited</li> <li>➤ Industrial land and shed and compound wall bearing R.S. No. 424/2, 3 and 5 situated at Ananthsagar village, Hasanparthy, Warangal owned by Aditya Vardhana Seeds Private Limited</li> </ul>	Nil
<b>Total</b>	<b>2,339.56</b>				



## Security details of the above mentioned loans:

### Note 1:

1. Extent of Ac.6.39 cts in RS No.308/J in the name of Mr.Karri Venkata Mukunda Reddy.
2. extent of Ac.4.50 Cts in RS No.308/J in the name of Sri Kovvuri Satyanarayana Reddy S/o. Veera Raghava Reddy
3. Extent of Ac.1.14 Cts in RS No.308/J in the name of Mr.Kovvuri Satyanarayana Reddy
4. Site with poultry sheds in R.S. no. 308-J area of 1.00 Ac at Marrabbihali, Hospet Road, Hagaribommanahalli tq., Bellari District belonging to Mrs. G Sarada;
5. Site with poultry sheds and cages in R.S. no. 308-J area of 1.00 Ac at Marrabbihali, Hospet Road, Hagaribommanahalli tq., Bellari District , belonging to Mrs. G Sarada
6. Site with poultry sheds and cages in R.S. no. 308-J area of 1.74 Ac at Marabbihalli, Hagaribommanahalli belonging to Mrs. G.Sarada;
7. Site with 5 layer sheds and cages, grower sheds and cages in S.No.308H, 308I and 309B area of AC 13.19 at Marrabbihalli of Sri K Rajasekhar Reddy;
8. Site with layer sheds and cages, grower sheds and cages in S.No.308H, I, L and M area of AC 12.81 at Marrabbihalli Hospet Road, Hagaribommanahalli tq, Bellary Dist. of Sri Laxmi Poultry Complex Private Limited;
9. One Layer Shed along with other super structures in S. No. 308J of Marabbihalli Hospet Road, Hagaribommanahalli tq, Bellary dist. belonging to N. Veera Lakshmi in Ac. 1.50 cts;
10. One Layer Shed along with other super structures in S. No. 308J/1 of Marabbihalli Hospet Road, Hagaribommanahalli tq., Bellary dist. belonging to K Satyanarayana Reddy in Ac. 1.50 cts;
11. One Layer Shed along with other super structures in S. No. 308J of Marabbihalli Hospet Road, Hagaribommanahalli tq., Bellary dist. belonging to Mrs. G Sarada in Ac. 1.50 cts;
12. Site with 2 grower sheds and layer cages at Marabbihalli, Hagaribommanahalli in R.S. No. 66D area of 0.44 Ac belonging to M. Aruna Devi;
13. Site with Poultry broomer sheds and brooder cages in R.S. no. 66D area of 0.88 Ac at Marabbihalli, Hagaribommanahalli belonging to Mrs. G Sarada;
14. Site with brooder, grower sheds and cages and feed mill in R.S. No. 66/DA area of 2.00 Ac at Marrabbihalli Hagaribommanahalli Bellary District belonging to K. Manga;
15. One Brooder and one grower sheds along with supervisor quarters and brooder cages along with other super structures constructed in S. No.66 C/3 and C4 extent Ac.4.41 cts belonging to Sri Lakshmi Poultry Complex Private Limited;
16. Brooder and grower sheds along with super structures constructed in S.No.66 C/3b extent Ac.1.29 cts Marabbihal Hagaribommanahalli Bellary Dist., belonging to Kovvuri Satyanarayana Reddy S/o Veera Raghava Reddy Kovvuri;
17. Machinery belonging to Sri Laxmi Poultry Complex Private Limited, erected/constructed in the godown at Marabbihal Hagaribommanahalli, Bellary Dist;
18. Equitable mortgage of vacant site of Ac 2.34 cts (1.50+0.84) in S. No. 307K of Marabbihalli, Karnataka and 2 feed godowns constructed thereon belonging to Kovvuri Satyanarayana Reddy S/o. Veera Raghava Reddy Kovvuri;
19. Site with godown in RS No. 307 K Ac. 2.00 cents at Marabbihalli, Hagaribommanahalli belonging to Mrs. G. Sarada;
20. EMD of newly constructed layer sheds /grower sheds/ chick sheds in Ac 9.71 cts in RS No.732/A, 733/1, 731/A, 731/E and 731/D situated at Katyayanimandi Village, Kadlubal Gram Panchayat, H B Halli tq, Bellary belonging to M/s. Sri Lakshmi Poultry Complex
21. Site in R.S. No 308 N area Ac 2-47 cts at Marabbihalli Village, Hagarobommanahalli with 2 layer sheds along with Lager cages and other super structures belonging to G. Sarada;
22. Site in R.S. No 309 A area Ac 4-18 cts at Marabbihalli Village, Hagarobommanahalli alongwith layer sheds, cages and other super structures belonging to K.V. Mukunda Reddy;
23. Site in R.S. No 311 A area Ac 1-89 cts at Marabbihalli Village, Hagaribommanahalli with grower shed, cages and other belonging to K.V. Mukunda Reddy;
24. Site in R.S. No 308 O, Hissa A, area Ac 4-65 cts at Marabbihalli Village, Hagaribommanahalli belonging to G. Sarada;
25. Site in R.S. No: 310 area Ac 3-20 cts with layer sheds and cages alongwith other super structures at Marabbihalli Village, Hagaribommanahalli belonging to K.V. Mukunda Reddy;
26. Equitable mortgage of Firm land and building situated in R.S. No: 18/2 and 18/3 at Pandalapaka Village belonging to Sri Sai Laxmi Poultry Feed;

27. Equitable mortgage of site with five poultry sheds with machinery area 4.4  $\frac{3}{4}$  Ac in R.S. No: 276/1 at Someswaram to Rajanagaram Road, Veerampalem Pakulu Road, G. Dontamaru, Rangampet Mandal, Andhra Pradesh belonging to Sri Sai Laxmi Poultry Complex ;
28. Vacant site of 2710.40 sq. yards in s.no.17/8,17/9 at Door No. 4-140/ 3B, Near MPP school, opposite to Church, Someswaram to Rajanagaram Road, at Pandalapaka Village, Biccavilu Mandal and commercial godown constructed thereon belonging to Sri Sai Lakshmi Agros Division, proprietor K. Venkata Mukunda Reddy;
29. Site of 5022.10 sq. yards in S.No.18/1 at Pandalapaka and commercial godown constructed thereon belonging to Sai Lakshmi Agros Division, proprietor K. Satyanarayana Reddy;

### **Additional Security**

30. Industrial land – 108/4, 108/5, 109/2, 109/1, 7,4,5,9 109/11, 12 and 13, 110/5, Halavarthi, Koppal, Karnataka, Ac 17.45 belonging to the Company;
31. Agricultural land to the extent of Ac 7.775 situated at Block No. 39/1, Venkatapur village, Garag Hobli, Dharwad, Karnataka belonging to K.V. Mukunda Reddy;
32. Agricultural land to the extent of Ac 7.70 situated at Block No. 39/2, Venkatapur village, Garag Hobli, Dharwad, Karnataka belonging to K. Satyanarayana Reddy s/o K. Papa Reddy;
33. Agricultural land of Ac 5.90 situated at block no. 38/2 (part), Venkatapur village, Garag Hobli, Dharwad, Karnataka belonging to M.S.R. Prasad;
34. Agricultural land of Ac 3.175 situated at block no. 38/2B (part), Venkatapur village, Garag Hobli, Dharwad, Karnataka belonging to G.V. Subba Reddy;
35. Agricultural land of Ac 2.75 situated at block no. 38/2B, Venkatapur village, Garag Hobli, Dharwad, Karnataka belonging to K. Bhulok Reddy;
36. Agricultural land of Ac 0.875 situated at S. No. 40 (part), Venkatapur village, Garag Hobli, Dharwad, belonging to K. Bhulok Reddy;
37. Agricultural land of Ac 11.01  $\frac{3}{4}$  situated at S. No. 22/3, 22/2, 20/3, 19/2, 19/4, 20/2, 10/4, 20/3, 20/2, 10/9, 10/3 and 10/4 belonging to the Company;
38. Agricultural land of Ac 38.83 situated at 104, 105 situated near Chaitanay Poultry and Dave cotton Products, Nallamilli Road, Balabhadrapuram, at Biccavole Mandal, Andhra Pradesh belonging to the Company;

### **Fixed Assets**

39. Factory land, Ac. 31.945, bearing R. S. No. 24/1, 28/1, 23/1,2, 21/2,3, 30/1, 23/3, located at Biccavolu belonging to the Company and factory building and godowns constructed thereon
40. Factory land 15681.60 sq. yards bearing R.S. No. 248/4, 248/B-3, 248/B-2, D.No.9-4, located at Balabhadrapuram, Biccavolu Mandal belonging to the Company and factory building and godowns constructed thereon;
41. Factory land and building – extent of Ac.11.02 at Koppal plant, Karnataka;
42. WDV of plant and machinery and other fixed assets;

### **Note 2:**

1. Agricultural land in an extent of Ac. 9.52  $\frac{1}{2}$  cts in R.S. No. 297/2, 297/1 situated at Kunikeri Village, Koppal, Karnataka Mr. K. Satyanarayana Reddy S/o Mr. K. V. Mukunda Reddy;
2. Agricultural land to an extent of Ac. 1.40 cts in R.S. No. 110/8, 110/10 situated at Kunikeri Village, Koppal taluka and District, Karnataka belonging to Mr. K. Satyanarayana Reddy s/o Mr. K.V. Mukunda Reddy;
3. Agricultural land to an extent of Ac. 3.27  $\frac{1}{2}$  cts in R.S. No. 110/6, 110/7 situated at Kunikeri Village, Koppal, Karnataka belonging to Mr. K. Bhuloka Reddy;
4. Industrial land to total extent of Ac. 18.82  $\frac{1}{2}$  cts in R.S. No. 32/1, 19/2, 3, 4, 28/5, 6, 7, 8, 29/1, 3, 5, 31/1, 32/1, 34/2, 38/1, situated in Biccavolu, belonging to KPR Chemicals Limited.

**Annexure 12 - Restated Consolidated Summary Statement of Trade Payables**

in Millions

Particulars	As at					
	Short Term					
	December 31, 2017	March 31, 2017	March 31, 2016	31st March, 2015	31st March, 2014	31st March, 2013
Dues to Micro and Small and Medium Enterprises	18.73	17.16	16.86	14.93	13.37	3.80
Dues to Others	2,266.44	2,724.55	2,025.19	1,400.49	1,513.39	1,652.92
<b>Total</b>	<b>2,285.17</b>	<b>2,741.71</b>	<b>2,042.05</b>	<b>1,415.42</b>	<b>1,526.76</b>	<b>1,656.72</b>

**Annexure 13 - Restated Consolidated Summary Statement of Other Current Liabilities**

in Millions

Particulars	As at					
	December 31, 2017	March 31, 2017	March 31, 2016	31st March, 2015	31st March, 2014	31st March, 2013
Current Maturities of Long Term Debt (Secured)	446.09	224.35	413.94	314.12	225.60	257.57
Current Maturities of Finance Lease obligation (Secured)	1.43	3.46	8.64	7.69	8.56	10.43
<b>Others</b>						
Interest accrued due on borrowings	32.62	23.03	7.13	3.26	7.07	2.37
Interest accrued but not due on borrowings	0.81	1.41	2.58	3.69	5.82	4.56
Capital Creditors	1.00	6.62	10.15	12.29	3.16	2.91
Advance from customers	26.87	47.57	101.35	68.48	62.91	15.73
Dealer Deposits	5.97	10.07	6.92	11.13	9.50	9.69
Payable to Statutory Authorities	38.03	14.88	6.66	11.79	5.35	16.87
Salary & Reimbursements	21.51	20.57	18.60	11.43	8.32	7.15
Contribution to PF	1.93	2.02	-	-	-	-
Audit Fee Payable	3.70	2.78	2.04	0.74	1.25	1.22
Other Payables	16.99	14.55	18.21	21.16	16.35	8.48
<b>Total</b>	<b>596.95</b>	<b>371.31</b>	<b>596.22</b>	<b>465.78</b>	<b>353.89</b>	<b>336.98</b>

**Annexure 14 - Restated Consolidated Summary Statement of Short Term Provisions**

in Millions

Particulars	As at					
	December 31, 2017	March 31, 2017	March 31, 2016	31st March, 2015	31st March, 2014	31st March, 2013
<b>Provision for Employee Benefits</b>						
Provision for Gratuity	1.96	1.81	1.31	0.72	0.41	0.28
Provision for Leave benefits	10.07	5.14	0.66	0.31	-	-
Provision for Bonus	8.28	9.24	6.93	2.62	2.01	1.71
<b>Others</b>						
Provision for Income Tax	128.60	87.38	106.21	140.28	173.23	95.64
Provision for Proposed Equity Dividend	-	-	42.73	42.73	21.07	28.49
Provision for Tax on Proposed Equity Dividend	-	-	8.70	8.70	3.58	4.84
<b>Total</b>	<b>148.91</b>	<b>103.57</b>	<b>166.54</b>	<b>195.36</b>	<b>200.30</b>	<b>130.96</b>

Annexure 15 - Restated Consolidated Summary Statement of Depreciation Schedule for the period ending December 31, 2017

in Millions

Particulars	Gross Block (At cost)				Depreciation				Net Block	
	As at April 1, 2017	Additions during the period	Deductions/ Adjustments during the period	As at December 31, 2017	As at April 1, 2017	Charge for the period	Deductions during the period	As at December 31, 2017	As at December 31, 2017	As at March 31, 2017
<b>TANGIBLE ASSETS</b>										
Land	104.10	-	-	104.10	-	-	-	-	104.10	104.10
Buildings	981.91	49.39	-	1,031.30	177.65	37.76	-	215.41	815.89	804.26
Plant and Equipment	2,046.88	9.30	-	2,056.18	626.05	93.66	-	719.71	1,336.47	1,420.83
Electrical installations	22.61	0.05	-	22.66	9.07	2.01	-	11.08	11.58	13.54
Furniture and Fixtures	41.10	0.05	-	41.15	9.98	3.11	-	13.09	28.06	31.12
Vehicles	137.52	1.74	3.46	135.80	72.31	11.13	2.09	81.35	54.45	65.21
Computers	43.62	1.15	-	44.77	24.42	8.05	-	32.47	12.30	19.21
<b>Total</b>	<b>3,377.74</b>	<b>61.68</b>	<b>3.46</b>	<b>3,435.96</b>	<b>919.48</b>	<b>155.72</b>	<b>2.09</b>	<b>1,073.11</b>	<b>2,362.85</b>	<b>2,458.27</b>
<b>Previous Year</b>	<b>3,189.41</b>	<b>191.89</b>	<b>3.55</b>	<b>3,377.75</b>	<b>722.45</b>	<b>198.89</b>	<b>1.86</b>	<b>919.48</b>	<b>2,458.27</b>	<b>2,466.97</b>
Capital Work -in-Progress	1.43	-	-	1.43	-	-	-	-	1.43	1.43
<b>Total</b>	<b>1.43</b>	<b>-</b>	<b>-</b>	<b>1.43</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1.43</b>	<b>1.43</b>

Annexure 15.1 - Restated Consolidated Summary Statement of Depreciation Schedule for the period ending 31.12.2017

in Millions

Particulars	Gross Block (At cost)				Depreciation				Net Block	
	As at April 1, 2017	Additions during the period	Deductions/ Adjustments during the period	As at December 31, 2017	As at April 1, 2017	Charge for the period	Deductions during the period	As at December 31, 2017	As at December 31, 2017	As at March 31, 2017
<b>INTANGIBLE ASSETS</b>										
Goodwill	3.60	-	-	3.60	-	-	-	-	3.60	3.60
Softwares	0.64	-	-	0.64	0.09	0.05	-	0.14	0.50	0.55
<b>Total</b>	<b>4.24</b>	<b>-</b>	<b>-</b>	<b>4.24</b>	<b>0.09</b>	<b>0.05</b>	<b>-</b>	<b>0.14</b>	<b>4.10</b>	<b>4.15</b>

## Annexure 15 - Restated Consolidated Summary Statement of Depreciation Schedule for the year ending 31.03.2017

in Millions

Particulars	Gross Block (At cost)				Depreciation				Net Block	
	As at April 1, 2016	Additions during the year	Deductions/ Adjustments during the year	As at March 31, 2017	As at April 1, 2016	Charge for the year	Deductions during the year	As at March 31, 2017	As at March 31, 2017	As at March 31, 2016
<b>TANGIBLE ASSETS</b>										
Land	79.95	24.15	-	104.10	-	-	-	-	104.10	79.95
Buildings	885.33	96.58	-	981.91	139.45	38.20	-	177.65	804.26	745.88
Plant and Equipment	1,989.41	58.24	0.77	2,046.88	499.12	127.08	0.14	626.06	1,420.82	1,490.29
Electrical installations	21.50	1.11	-	22.61	6.47	2.60	-	9.07	13.54	15.03
Furniture and Fixtures	39.08	2.02	-	41.10	5.85	4.13	-	9.98	31.12	33.23
Vehicles	135.63	4.68	2.78	137.53	57.89	16.13	1.72	72.30	65.23	77.74
Computers	38.51	5.11	-	43.62	13.67	10.75	-	24.42	19.20	24.85
<b>Total</b>	<b>3,189.41</b>	<b>191.89</b>	<b>3.55</b>	<b>3,377.75</b>	<b>722.45</b>	<b>198.89</b>	<b>1.86</b>	<b>919.48</b>	<b>2,458.27</b>	<b>2,466.97</b>
<b>Previous Year</b>	<b>2,753.58</b>	<b>439.10</b>	<b>3.28</b>	<b>3,189.40</b>	<b>549.23</b>	<b>175.45</b>	<b>2.25</b>	<b>722.43</b>	<b>2,466.97</b>	<b>2,204.35</b>
Capital Work -in-Progress	4.38	12.24	15.19	1.43	-	-	-	-	1.43	4.38
<b>Total</b>	<b>4.38</b>	<b>12.24</b>	<b>15.19</b>	<b>1.43</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1.43</b>	<b>4.38</b>

## Annexure 15.1 - Restated Consolidated Summary Statement of Depreciation Schedule for the year ending 31.03.2017

in Millions

Particulars	Gross Block (At cost)				Depreciation				Net Block	
	As at April 1, 2016	Additions during the year	Deductions/ Adjustments during the year	As at March 31, 2017	As at April 1, 2016	Charge for the year	Deductions during the year	As at March 31, 2017	As at March 31, 2017	As at March 31, 2016
<b>INTANGIBLE ASSETS</b>										
Goodwill	3.60	-	-	3.60	-	-	-	-	3.60	3.60
Softwares	0.64	-	-	0.64	0.03	0.06	-	0.09	0.55	0.61
<b>Total</b>	<b>4.24</b>	<b>-</b>	<b>-</b>	<b>4.24</b>	<b>0.03</b>	<b>0.06</b>	<b>-</b>	<b>0.09</b>	<b>4.15</b>	<b>4.21</b>

## Annexure 15 - Restated Consolidated Summary Statement of Depreciation Schedule for the year ending 31.03.2016

in Millions

Particulars	Gross Block (At cost)				Depreciation				Net Block	
	As at April 1, 2015	Additions during the year	Deductions/ Adjustments during the year	As at March 31, 2016	As at April 1, 2015	Charge for the year	Deductions during the year	As at March 31, 2016	As at March 31, 2016	As at March 31, 2015
<b>TANGIBLE ASSETS</b>										
Land	65.22	14.73	-	79.95	-		-	-	79.95	65.22
Buildings	709.00	176.32	-	885.32	106.59	32.87	-	139.46	745.86	602.41
Plant and Equipment	1,833.88	177.02	-	2,010.90	388.11	117.47	-	505.58	1,505.32	1,445.77
Furniture and Fixtures	12.63	24.99	-	37.62	5.88	2.86	-	8.74	28.88	6.75
Vehicles	51.97	21.21	3.28	69.90	31.14	15.52	2.25	44.41	25.49	20.83
Computers	80.88	24.83	-	105.71	17.51	6.73		24.24	81.47	63.37
<b>Total</b>	<b>2,753.58</b>	<b>439.10</b>	<b>3.28</b>	<b>3,189.40</b>	<b>549.23</b>	<b>175.45</b>	<b>2.25</b>	<b>722.43</b>	<b>2,466.97</b>	<b>2,204.35</b>
<b>Previous Year</b>	<b>2,577.96</b>	<b>178.44</b>	<b>2.79</b>	<b>2,753.61</b>	<b>407.31</b>	<b>143.05</b>	<b>1.11</b>	<b>549.25</b>	<b>2,204.36</b>	<b>2,170.65</b>
Capital Work -in-Progress	35.76	270.74	302.12	4.38	-	-	-	-	4.38	35.76
<b>Total</b>	<b>35.76</b>	<b>270.74</b>	<b>302.12</b>	<b>4.38</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>4.38</b>	<b>35.76</b>

## Annexure 15.1 - Restated Consolidated Summary Statement of Depreciation Schedule for the year ending 31.03.2015

in Millions

Particulars	Gross Block (At cost)				Depreciation				Net Block	
	As at April 1, 2015	Additions during the year	Deductions/ Adjustments during the year	As at March 31, 2016	As at April 1, 2015	Charge for the year	Deductions during the year	As at March 31, 2016	As at March 31, 2016	As at March 31, 2015
<b>INTANGIBLE ASSETS</b>										
Goodwill	3.60	-	-	3.60	-	-	-	-	3.60	3.60
Softwares	-	0.64	-	0.64	-	0.03		0.03	0.61	-
<b>Total</b>	<b>3.60</b>	<b>0.64</b>	<b>-</b>	<b>4.24</b>	<b>-</b>	<b>0.03</b>	<b>-</b>	<b>0.03</b>	<b>4.21</b>	<b>3.60</b>

## Annexure 15 - Restated Consolidated Summary Statement of Depreciation Schedule for the year ending 31.03.2015

in Millions

Particulars	Gross Block (At cost)				Depreciation				Net Block	
	As at April 1, 2014	Additions during the year	Deductions/ Adjustments during the year	As at March 31, 2015	As at April 1, 2015	Charge for the year	Deductions during the year	As at March 31, 2015	As at March 31, 2015	As at March 31, 2014
<b>TANGIBLE ASSETS</b>										
Land	61.56	3.66	-	65.22	-	-	-	-	65.22	61.56
Buildings	655.28	53.72	-	709.00	77.86	28.73	-	106.59	602.41	577.42
Plant and Equipment	1,740.67	93.21	-	1,833.88	289.93	98.18	-	388.11	1,445.77	1,450.74
Furniture and Fixtures	9.50	3.13	-	12.63	4.65	1.23	-	5.88	6.75	4.85
Vehicles	36.73	18.03	2.79	51.97	18.61	13.64	1.11	31.14	20.83	18.12
Computers	74.19	6.69	-	80.88	16.24	1.27	-	17.51	63.37	57.95
<b>Total</b>	<b>2,577.93</b>	<b>178.44</b>	<b>2.79</b>	<b>2,753.58</b>	<b>407.29</b>	<b>143.05</b>	<b>1.11</b>	<b>549.23</b>	<b>2,204.35</b>	<b>2,170.64</b>
<b>Previous Year</b>	<b>2,677.95</b>	<b>82.57</b>	<b>182.58</b>	<b>2,577.94</b>	<b>312.77</b>	<b>131.72</b>	<b>37.19</b>	<b>407.30</b>	<b>2,171.64</b>	<b>2,365.18</b>
Capital Work -in-Progress	40.35	50.91	55.50	35.76	-	-	-	-	35.76	40.35
<b>Total</b>	<b>40.35</b>	<b>50.91</b>	<b>55.50</b>	<b>35.76</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>35.76</b>	<b>40.35</b>

## Annexure 15.1 - Restated Consolidated Summary Statement of Depreciation Schedule for the year ending 31.03.2015

in Millions

Particulars	Gross Block (At cost)				Depreciation				Net Block	
	As at April 1, 2014	Additions during the year	Deductions/ Adjustments during the year	As at March 31, 2015	As at April 1, 2015	Charge for the year	Deductions during the year	As at March 31, 2015	As at March 31, 2015	As at March 31, 2014
<b>INTANGIBLE ASSETS</b>										
Goodwill	3.60	-	-	3.60	-	-	-	-	3.60	3.60
<b>Total</b>	<b>3.60</b>	<b>-</b>	<b>-</b>	<b>3.60</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>3.60</b>	<b>3.60</b>

## Annexure 15 - Restated Consolidated Summary Statement of Depreciation Schedule for the year ending 31.03.2014

in Millions

Particulars	Gross Block (At cost)				Depreciation				Net Block	
	As at April 1, 2013	Additions during the year	Deductions/ Adjustments during the year	As at March 31, 2014	As at April 1, 2013	Charge for the year	Deductions during the year	As at March 31, 2014	As at March 31, 2014	As at March 31, 2013
<b>Tangible Assets</b>										
Land	65.21	0.15	3.80	61.56	-	-	-	-	61.56	65.21
Buildings	642.46	25.45	12.63	655.28	57.85	21.72	1.71	77.86	577.42	584.61
Plant and Equipment	1,865.56	40.42	165.31	1,740.67	226.70	98.68	35.45	289.93	1,450.74	1,638.86
Furniture and Fixtures	8.26	1.24	-	9.50	4.01	0.64	-	4.65	4.85	4.25
Vehicles	22.69	14.88	0.84	36.73	9.04	9.60	0.03	18.61	18.12	13.65
Computers	73.77	0.42	-	74.19	15.15	1.09	-	16.24	57.95	58.62
<b>Total</b>	<b>2,677.95</b>	<b>82.56</b>	<b>182.58</b>	<b>2,577.93</b>	<b>312.75</b>	<b>131.73</b>	<b>37.19</b>	<b>407.29</b>	<b>2,170.64</b>	<b>2,365.20</b>
<b>Previous Year</b>	<b>2,362.63</b>	<b>280.31</b>	<b>0.57</b>	<b>2,642.37</b>	<b>188.38</b>	<b>111.29</b>	<b>0.09</b>	<b>308.73</b>	<b>2,333.64</b>	<b>2,174.25</b>
Capital Work -in-Progress	2.00	54.44	16.09	40.35	-	-	-	-	40.35	2.00
<b>Total</b>	<b>2.00</b>	<b>54.44</b>	<b>16.09</b>	<b>40.35</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>40.35</b>	<b>2.00</b>

## Annexure 15.1 - Restated Consolidated Summary Statement of Depreciation Schedule for the year ending 31.03.2014

in Millions

Particulars	Gross Block (At cost)				Depreciation				Net Block	
	As at April 1, 2013	Additions during the year	Deductions/ Adjustments during the year	As at March 31, 2014	As at April 1, 2013	Charge for the year	Deductions during the year	As at March 31, 2014	As at March 31, 2014	As at March 31, 2013
<b>INTANGIBLE ASSETS</b>										
Goodwill	-	3.60	-	3.60	-	-	-	-	3.60	-
<b>Total</b>	<b>-</b>	<b>3.60</b>	<b>-</b>	<b>3.60</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>3.60</b>	<b>-</b>



## Annexure 15 - Restated Consolidated Summary Statement of Depreciation Schedule for the year ending 31.03.2013

in Millions

Particulars	Gross Block (At cost)				Depreciation				Net Block	
	As at March 31, 2012	Additions during the year	Deductions/Adjustments during the year	As at March 31, 2013	As at March 31, 2012	Charge for the year	Deductions during the year	As at March 31, 2013	As at March 31, 2013	As at March 31, 2012
<b>Tangible Assets</b>										
Land	64.50	0.16	-	64.66	-	-	-	-	64.66	64.50
Buildings	610.33	16.12	-	626.45	35.69	20.51	-	56.20	570.25	574.64
Plant and Equipment	1604.73	242.69	-	1847.42	134.20	90.32	-	224.52	1622.90	1470.53
Furniture and Fixtures	4.80	3.32	-	8.12	3.60	0.40	-	4.00	4.12	1.20
Vehicles	6.27	16.25	0.57	21.95	0.71	8.24	0.09	8.86	13.09	5.56
Computers	72.00	1.77	-	73.77	14.18	0.97	-	15.15	58.62	57.82
<b>Total</b>	<b>2362.63</b>	<b>280.31</b>	<b>0.57</b>	<b>2642.37</b>	<b>188.38</b>	<b>120.44</b>	<b>0.09</b>	<b>308.73</b>	<b>2333.64</b>	<b>2174.25</b>
<b>Windmill Depreciation shown seperately</b>						<b>9.15</b>				
<b>Total</b>	<b>2,362.63</b>	<b>280.31</b>	<b>0.57</b>	<b>2642.37</b>	<b>188.38</b>	<b>111.29</b>	<b>0.09</b>	<b>308.73</b>	<b>2333.64</b>	<b>2174.25</b>
<b>Previous Year</b>	<b>1465.43</b>	<b>899.05</b>	<b>1.85</b>	<b>2362.63</b>	<b>116.53</b>	<b>63.07</b>	<b>0.40</b>	<b>188.38</b>	<b>2174.25</b>	<b>1348.90</b>
Capital Work -in-Progress	106.71	175.61	280.32	2.00	-	-	-	-	2.00	106.71
<b>Total</b>	<b>106.71</b>	<b>175.61</b>	<b>280.32</b>	<b>2.00</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>2.00</b>	<b>106.71</b>

## Annexure 16 - Restated Consolidated Summary Statement of Non Current Investments

in Millions

PARTICULARS	As at					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
<b>Non Current Investments</b>						
<b>Long Term Investments, traded, unquoted (Valued at cost less provision for diminution for value) Investment in equity shares of associate companies</b>						
<b>K.P.R Industries (India) Limited</b>	105.39	105.39	105.39	105.39	105.39	105.39
1,05,38,600 ( Previous Years: March, 2017, March, 2016, March, 2015: 1,05,38,600 March, 2014: 1,05,38,600, March,2013: 1,05,38,600, March,2012: 1,05,38,600 )Equity Shares of ₹ 10 Each Fully Paid up						
<b>Less:</b> Capital Reserve on account of equity method as per AS - 23			-	-	-	-
<b>Net Investment Value</b>	<b>105.39</b>	<b>105.39</b>	<b>105.39</b>	<b>105.39</b>	<b>105.39</b>	<b>105.39</b>
<b>K.P.R Chemicals Limited</b>			-	-	9.16	9.16
(Previous Years: March, 2014: 9,16,400, March, 2013: 9,16,400, March, 2012: 1,14,55,000) Equity Shares of ₹ 10 Each Fully Paid Up						
<b>Less:</b> Capital Reserve on account of equity method as per AS - 23	-	-	-	-	-	-
<b>Net Investment Value</b>			-	-	<b>9.16</b>	<b>9.16</b>
<b>Total</b>	<b>105.39</b>	<b>105.39</b>	<b>105.39</b>	<b>105.39</b>	<b>114.55</b>	<b>114.55</b>
<b>Aggregate amount of unquoted Investments</b>	<b>105.39</b>	<b>105.39</b>	<b>105.39</b>	<b>105.39</b>	<b>114.55</b>	<b>114.55</b>

**Notes:**

1.K.P.R.Chemicals Limited has filed a petition before Honourable High Court of Andhra Pradesh for demerger of Chemical and Power Divisions on January 1, 2012 and the same was sanctioned by the H'ble High Court of Andhra Pradesh vide orders in CP Nos. 53 & 54 of 2012 dated August 29, 2012. Pursuant to the scheme of de merger the Investment (1,14,55,000 No.of shares ) in the K.P.R Chemicals Limited split in to Shares in K.P.R Chemicals Limited (9,16,400 No.of Shares) and K.P.R Industries (India) Limited (1,05,38,600 No.of Shares).

Annexure 17 - Restated Consolidated Summary Statement of Long-Term Loans and Advances

in Millions

Particulars	As at					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
<b>Unsecured</b>						
Capital Advances (Considered Good)	54.01	38.39	-	-	6.62	-
Capital Advances (Considered doubtful)	-	-	-	-	-	-
	54.01	38.39	-	-	6.62	-
Less: Provision for Doubtful advances				-	-	-
<b>Net (A)</b>	<b>54.01</b>	<b>38.39</b>	<b>-</b>	<b>-</b>	<b>6.62</b>	<b>-</b>
<b>Security Deposits - (Secured and considered good)</b>						
Deposits with Govt. Authorities	72.77	73.80	72.45	14.67	9.72	10.63
Incentive due from State Government				-	25.84	28.07
<b>Net (B)</b>	<b>72.77</b>	<b>73.80</b>	<b>72.45</b>	<b>14.67</b>	<b>35.56</b>	<b>38.70</b>
<b>Others (Secured and Considered Good)</b>						
<b>Total (A+B)</b>	<b>126.78</b>	<b>112.19</b>	<b>72.45</b>	<b>14.67</b>	<b>42.18</b>	<b>38.70</b>

**Annexure 18 - Restated Consolidated Summary Statement of Inventories**

` in Millions

Particulars	As at					
	December 31, 2017	March 31, 2017	March 31, 2016	31st March, 2015	31st March, 2014	31st March, 2013
<b>(Valued at Lower of Cost or Net Realisable Value)</b>						
Raw Materials	2,622.13	2,787.84	2,072.70	1,550.00	1,474.12	1,683.89
Work in Progress	7.18	7.71	7.94	4.59	4.56	4.06
Finished Goods	298.99	309.44	408.72	311.41	474.83	479.41
Packing Materials	43.58	52.45	62.47	72.61	90.64	70.25
Stores and Spares	21.54	23.55	40.54	23.74	30.02	23.27
Trading Goods	27.78	56.93	42.06	2.66	16.42	162.10
<b>Total</b>	<b>3,021.20</b>	<b>3,237.92</b>	<b>2,634.43</b>	<b>1,965.01</b>	<b>2,090.59</b>	<b>2,422.98</b>

**Annexure 19 - Restated Consolidated Summary Statement of Trade Receivables\***

` in Millions

Particulars	As at					
	December 31, 2017	March 31, 2017	March 31, 2016	31st March, 2015	31st March, 2014	31st March, 2013
Debts outstanding over six months						
Considered good	381.96	392.38	385.69	191.23	146.57	154.01
Considered doubtful	26.47	23.95	21.04	18.15	7.30	-
Other Debts considered good	2,411.09	2,146.02	1,972.07	2,535.84	2,298.86	1,842.14
	2,819.52	2,562.35	2,378.80	2,745.22	2,452.73	1,996.15
Less: Provision for doubtful debts	2.51	2.91	2.89	10.83	7.32	-
<b>Total *</b>	<b>2,817.01</b>	<b>2,559.44</b>	<b>2,375.91</b>	<b>2,734.39</b>	<b>2,445.41</b>	<b>1,996.15</b>

\* The above Trade Receivables include subsidy of ₹ (in Millions)

451.03      423.99      218.79      167.38      167.68      633.93

**Amounts due from Promoters/Promoter Group Companies/Directors/Relative of Directors**

` in Millions

Particulars	As at					
	December 31, 2017	March 31, 2017	March 31, 2016	31st March, 2015	31st March, 2014	31st March, 2013
<b>Due From Related Parties</b>	-	-	-	-	-	-
Aravind Seeds Private Limited	-	-	8.65	-	-	-
Sri Lakshmi Egg Farming Private Limited	-	-	1.23	0.66	1.10	0.74
KPR India Private Limited	0.99	0.94	0.98	-	-	-
<b>Total</b>	<b>0.99</b>	<b>0.94</b>	<b>10.86</b>	<b>0.66</b>	<b>1.10</b>	<b>0.74</b>

**Annexure 20 - Restated Consolidated Summary Statement of Cash and Bank Balances**

in Millions

Particulars	As at					
	December 31, 2017	March 31, 2017	March 31, 2016	31st March, 2015	31st March, 2014	31st March, 2013
Cash On Hand	5.72	5.11	4.53	4.74	2.09	1.71
Balances with banks						
Current Accounts	6.42	6.12	30.78	60.11	22.46	101.20
Balances held as Margin Money against Bank Guarantees	159.66	148.37	152.36	120.42	152.48	265.24
<b>Total</b>	<b>171.80</b>	<b>159.60</b>	<b>187.67</b>	<b>185.27</b>	<b>177.03</b>	<b>368.15</b>

**Annexure 21 - Restated Consolidated Summary Statement of Short Term Loans and Advances**

in Millions

Particulars	As at					
	December 31, 2017	March 31, 2017	March 31, 2016	31st March, 2015	31st March, 2014	31st March, 2013
<b>Un secured and Considered Good</b>						
<b>To Related Parties</b>						
KPR Chemicals Limited	-	-	-	-	-	-
Surya Jyothi Seeds (India) Private Limited	7.40	5.68	0.34	7.47	7.44	-
<b>Others</b>						
Advances for Expenses, Staff Advances	5.75	9.98	6.78	14.08	11.37	13.37
Advance Tax (including MAT Credit)	4.02	10.96	63.43	91.82	29.53	25.57
CENVAT Credit Receivable	5.15	4.85	11.69	15.53	12.53	18.29
Prepaid Expenses	0.61	1.16	2.36	2.19	1.62	0.91
Advances to Suppliers	24.94	45.45	171.60	22.24	42.93	3.77
<b>Total</b>	<b>47.87</b>	<b>78.08</b>	<b>256.20</b>	<b>153.33</b>	<b>105.42</b>	<b>61.91</b>

**Annexure 22 - Restated Consolidated Summary Statement of Other Current Assets**

in Millions

Particulars	As at					
	December 31, 2017	March 31, 2017	March 31, 2016	31st March, 2015	31st March, 2014	31st March, 2013
Interest on deposits accrued but not due	-	2.11	5.02	6.43	2.73	6.43
<b>IPO Expenditure</b>						
Opening Balance	20.52	21.94	-	-	-	-
<b>Less:</b> Written off during the year/period	3.85	5.13	-	-	-	-
	16.67	16.81	-	-	-	-
<b>Add:</b> Additions during the year/period	2.95	3.71	21.94	-	-	-
<b>Total</b>	<b>19.62</b>	<b>20.52</b>	<b>21.94</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total</b>	<b>19.62</b>	<b>22.63</b>	<b>26.96</b>	<b>6.43</b>	<b>2.73</b>	<b>6.43</b>

**K.P.R AGROCHEM LIMITED**  
**NOTES TO RESTATED CONSOLIDATED STATEMENT OF PROFIT AND LOSS**

**Annexure 23 - Restated Consolidated Summary Statement of Revenue from Operations**

**in Millions**

Particulars	For the Year/Period ended					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Sale of Products	4,483.83	5,638.59	5,862.33	6,038.75	6,186.68	4,987.07
<b>Total</b>	<b>4,483.83</b>	<b>5,638.59</b>	<b>5,862.33</b>	<b>6,038.75</b>	<b>6,186.68</b>	<b>4,987.07</b>
Less: Excise Duty	54.44	174.78	199.96	211.34	216.50	150.86
<b>Net Revenue</b>	<b>4,429.39</b>	<b>5,463.81</b>	<b>5,662.37</b>	<b>5,827.41</b>	<b>5,970.18</b>	<b>4,836.21</b>
Subsidy from the Government	26.83	373.57	138.50	146.97	159.12	785.10
<b>Total Revenue from Operations</b>	<b>4,456.22</b>	<b>5,837.38</b>	<b>5,800.87</b>	<b>5,974.38</b>	<b>6,129.30</b>	<b>5,621.31</b>
Revenue From Products Manufactured	4,359.71	4,743.49	5,599.01	5,930.37	5,499.17	3,377.96
Revenue From Products Traded	96.51	1,093.89	201.86	44.01	630.13	2,243.35
<b>Total Revenue</b>	<b>4,456.22</b>	<b>5,837.38</b>	<b>5,800.87</b>	<b>5,974.38</b>	<b>6,129.30</b>	<b>5,621.31</b>

## Annexure 24 - Restated Consolidated Summary Statement of Other Income

in Millions

Particulars	For the Year/Period ended						Nature (Recurring/Non Recurring)	Related/Not Related to Business Activity
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013		
Sales Tax Incentives	-	-	-	12.78	6.57	24.78	Non Recurring	Related
Electricity Incentives	-	-	-	1.20	2.06	1.09	Non Recurring	Related
Capital Incentive Received	-	3.00	-	-	-	-	Non Recurring	Not Related
Interest Income	5.71	7.50	11.90	12.56	15.62	29.35	Recurring	Not Related
Insurance received on Stocks	-	1.77	0.03	-	-	0.28	Non Recurring	Related
Insurance received on vehicles	-	-	-	0.48	0.19	0.07	Non Recurring	Not Related
Rent received	0.14	0.14	0.01	4.08	5.10	0.85	Non Recurring	Related
Scrap Sales	0.02	0.30	1.25	0.21	0.26	0.21	Recurring	Related
Gain on Foreign Currency Transactions	14.86	56.76	-	-	-	-	Recurring	Related
Income from Weigh Bridge	0.07	0.10	0.01	-	-	-	Non Recurring	Not Related
<b>Total</b>	<b>20.80</b>	<b>69.57</b>	<b>13.20</b>	<b>31.31</b>	<b>29.80</b>	<b>56.63</b>		

**Annexure 25 - Restated Consolidated Summary Statement of Cost of Material Consumed**

in Millions

Particulars	For the Year/Period ended					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Raw material at the beginning of the year (Incl Packing Material)	2,840.29	2,135.16	1,622.61	1,564.76	1,771.81	1,414.43
<b>Add:</b> Purchases during the year	2,810.87	3,668.60	4,305.67	3,989.92	3,486.65	2,717.03
<b>Sub total</b>	<b>5,651.16</b>	<b>5,803.76</b>	<b>5,928.28</b>	<b>5,554.68</b>	<b>5,258.46</b>	<b>4,131.46</b>
<b>Less:</b> Raw material at the end of the year	2,665.69	2,840.29	2,135.16	1,622.61	1,564.76	1,754.14
<b>Total</b>	<b>2,985.47</b>	<b>2,963.47</b>	<b>3,793.12</b>	<b>3,932.07</b>	<b>3,693.70</b>	<b>2,377.32</b>
<b>Details of Raw Material Purchases (Incl.Packing Material)</b>						
Urea	12.87	64.14	67.14	62.27	119.54	73.69
MOP	110.54	11.37	64.92	71.62	39.74	106.95
DAP	170.47	37.33	105.19	25.62	75.68	122.97
Dolomite / Filler Material	34.98	26.44	54.42	94.44	137.63	80.09
Sulphur	147.81	258.52	324.72	460.48	358.49	712.16
Sulphuric Acid	32.16	21.25	63.75	92.94	87.06	-
Hydrated Lime	14.33	42.96	42.80	40.61	82.86	56.71
Rock Phosphate	1,532.56	2,404.11	2,511.22	1,863.32	1,319.53	738.70
TSP	-	-	-	-	15.56	-
Packing Material	90.02	124.24	130.32	158.64	171.76	143.61
Pesticide Technicals	407.94	382.30	589.97	816.72	772.87	496.47
Others	257.19	295.94	351.22	303.26	305.93	185.68
<b>Total</b>	<b>2,810.87</b>	<b>3,668.60</b>	<b>4,305.67</b>	<b>3,989.92</b>	<b>3,486.65</b>	<b>2,717.03</b>

**Annexure 26 - Restated Consolidated Summary Statement of Purchase of Stock in Trade**

in Millions

Particulars	For the Year/Period ended					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Diammonium Phosphate (DAP)	1.76	904.01	-	-	388.77	994.80
Nitrogen Phosphate	-	-	-	-	-	228.35
Seeds	0.04	4.49	18.57	20.56	67.53	155.95
Fertilisers & Pesticides	51.05	56.55	208.37	-	-	-
Mono Ammonium Phosphate	-	-	-	-	-	-
Detergents	-	4.15	5.96	-	-	-
Animal Health Care Products	0.94	2.60	1.01	-	-	-
<b>Total</b>	<b>53.79</b>	<b>971.80</b>	<b>233.91</b>	<b>20.56</b>	<b>456.30</b>	<b>1,379.10</b>



**Annexure 27 - Restated Consolidated Summary Statement of Changes in inventories of Finished Goods, Work in Progress and Stock in Trade**

` in Millions

Particulars	For the Year/Period ended					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
<b>Finished Goods</b>						
Closing	298.99	309.44	408.72	311.41	474.83	479.41
Opening	309.44	408.72	311.41	474.83	488.93	451.09
	<b>(Increase)/Decrease</b>	<b>10.45</b>	<b>99.28</b>	<b>(97.31)</b>	<b>163.42</b>	<b>(28.32)</b>
<b>Work In Process</b>						
Closing	7.18	7.71	7.94	4.59	4.56	4.06
Opening	7.71	7.94	4.59	4.56	4.06	3.20
	<b>(Increase)/Decrease</b>	<b>0.53</b>	<b>0.23</b>	<b>(3.35)</b>	<b>(0.03)</b>	<b>(0.86)</b>
<b>Stock In Trade</b>						
Closing	28.11	57.17	42.81	2.90	16.42	162.10
Opening	57.17	42.81	2.90	16.42	162.10	413.68
	<b>(Increase)/Decrease</b>	<b>29.06</b>	<b>(14.36)</b>	<b>(39.91)</b>	<b>13.52</b>	<b>251.58</b>
<b>Total (Increase)/Decrease</b>	<b>40.04</b>	<b>85.15</b>	<b>(140.57)</b>	<b>176.91</b>	<b>159.28</b>	<b>222.40</b>

**Annexure 28 - Restated Consolidated Summary Statement of Employee Benefit Expenses**

` in Millions

Particulars	For the Year/Period ended					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Salaries and Wages	193.06	276.21	218.83	169.68	118.93	72.65
Contribution to Provident and other Funds	12.73	16.60	13.78	6.91	4.27	3.01
Gratuity	1.79	4.88	4.30	2.98	0.86	1.31
Leave Encashment	5.09	4.08	1.39	1.78	-	-
Bonus	8.28	9.24	6.82	2.14	0.30	0.60
Staff Welfare Expenses	6.43	11.62	30.62	18.32	13.86	7.25
Directors Remuneration	10.80	14.40	14.40	14.40	14.70	14.40
<b>Total</b>	<b>238.18</b>	<b>337.03</b>	<b>290.14</b>	<b>216.21</b>	<b>152.92</b>	<b>99.22</b>

**Annexure 29 - Restated Consolidated Summary Statement of Finance Cost**

` in Millions

Particulars	For the Year/Period ended					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Interest on Term Loans	91.76	112.51	124.09	130.90	119.09	107.20
Interest on Working Capital	209.66	359.90	296.97	272.18	288.44	342.72
Interest on Vehicle Loans	0.18	0.68	1.35	1.39	2.02	2.33
Other Financial charges	58.66	76.96	86.31	83.18	89.86	21.69
<b>Total</b>	<b>360.26</b>	<b>550.05</b>	<b>508.72</b>	<b>487.65</b>	<b>499.41</b>	<b>473.94</b>

## Annexure 30 - Restated Consolidated Summary Statement of Other Expenses

in Millions

Particulars	For the Year/Period ended					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Power & Fuel	59.25	89.68	122.36	135.51	138.75	97.90
Outward Freight	74.43	102.11	99.29	97.02	79.08	27.48
Other Manufacturing Expenses	50.33	63.54	54.86	77.80	69.30	65.72
<b>Repairs &amp; Maintenance</b>						
Buildings	1.22	3.26	9.34	24.16	19.46	17.36
Plant & Machinery	21.24	35.70	42.72	50.97	46.36	23.31
Vehicles	31.47	45.58	44.02	45.80	42.10	22.58
Others	0.99	1.71	2.81	19.99	7.83	3.12
<b>Payment to the Auditor</b>						
for Audit	1.24	1.67	1.89	1.01	0.98	0.62
for Taxation Matters	0.19	0.26	0.29	0.28	0.20	0.17
for Other Services	-	-	0.11	0.11	0.06	0.06
Printing & Stationery	2.31	3.85	5.74	4.13	2.55	3.60
Communication Expenses	5.01	7.96	5.79	4.55	3.16	3.37
Rent	28.24	38.10	46.84	28.68	16.35	18.26
Rates & Taxes	6.16	16.32	20.47	12.03	14.62	10.58
Conveyance & Travelling Expenses	30.46	45.18	44.12	39.97	32.03	14.91
Research & Development Expenses	2.73	3.57	2.12	3.42	3.31	-
Business Promotion	1.17	3.18	3.46	4.75	2.35	2.89
Donations	0.21	0.35	-	1.04	-	-
Insurance Charges	2.94	5.43	6.06	3.74	4.24	2.67
Professional Fees	1.88	7.96	8.46	13.63	3.32	5.21
Foreign Exchange Fluctuation Loss/ (Gain)	-	-	27.39	13.00	67.25	453.55
Greenbelt Development Expenses	0.52	0.96	1.69	3.04	1.48	2.57
Sales Promotion Expenses	5.13	13.43	14.90	19.87	17.39	10.11
Provision for doubtful debts	2.51	2.91	2.89	10.83	7.32	-
Other Administrative Expenses	27.21	25.50	19.16	9.80	5.92	4.90
Corporate Social Responsibility Expenditure	0.14	1.42	1.39	0.31	-	-
Bad Debts	-	-	-	0.77	2.74	0.47
Loss on sale of Vehicles	0.75	0.78	0.14	0.85	0.66	0.38
Royalty	2.12	2.78	1.43	-	-	-
Director Sitting Fee	0.38	0.28	0.64	-	-	-
Balances Written off	-	-	-	-	0.27	-
<b>Total</b>	<b>360.23</b>	<b>523.47</b>	<b>590.38</b>	<b>627.06</b>	<b>589.08</b>	<b>791.79</b>

**Annexure 31 - Restated Consolidated Summary Statement of Exceptional Items**

` in Millions

Particulars	For the Period/Year Ended					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Loss on Sale of Fixed Assets						
Wind Mill	-	-	-	-	45.22	-
Loss on Sale of Investments	-	-	-	6.64	2.49	-
<b>Total</b>	-	-	-	<b>6.64</b>	<b>47.71</b>	-

**Annexure 32 - Restated Consolidated Summary Statement of Profit or (Loss) for the period from Discontinuing Operations**

` in Millions

Particulars	For the Period/Year Ended					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Income from Sale of Wind Power	-	-	-	-	19.02	24.88
<b>Less:</b> Expenses on Wind Power	-	-	-	-	-	-
Operation & Maintenance Wind Power	-	-	-	-	4.29	4.09
Depreciation	-	-	-	-	-	9.15
Interest on Term Loan	-	-	-	-	11.00	11.89
<b>Total</b>	-	-	-	-	<b>3.73</b>	<b>(0.25)</b>
Tax Expenses on Discontinuing Operations					1.27	-
<b>Total</b>	-	-	-	-	<b>1.27</b>	-

**Annexure 33 - Restated Consolidated Summary Statement of Tax Shelter**

Particulars	As at					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Tax rate - Normal (including surcharge and education cess where applicable)	34.61%	34.61%	34.61%	33.99%	33.99%	30.90%
Tax rate - MAT (including surcharge and education cess where applicable)	21.34%	21.34%	21.34%	20.01%	20.01%	20.01%
Profit before tax, As restated (A)	<b>283.28</b>	<b>277.03</b>	<b>362.89</b>	<b>395.54</b>	<b>432.70</b>	<b>222.64</b>
<b>Less:</b> Profit From Power Plant U/s 80IA	64.12	82.05	57.16	52.41	53.69	51.62
<b>Net amount - A</b>	<b>219.16</b>	<b>194.98</b>	<b>305.73</b>	<b>343.13</b>	<b>379.01</b>	<b>171.02</b>
<b>Adjustments</b>						
<b>Permanent differences</b>						
Loss on sale of assets	-	0.78	0.14	0.85	48.37	0.38
Prior Period Expenses	-	-	0.11	-	-	-
Other Expenses (CSR Expenses & Donations)	0.35	1.77	1.39	-	(3.31)	-
<b>Total Permanent differences - B</b>	<b>0.35</b>	<b>2.55</b>	<b>1.64</b>	<b>0.85</b>	<b>45.06</b>	<b>0.38</b>
<b>Timing differences</b>						
Differences between book depreciation and tax depreciation	5.32	(32.75)	(64.29)	(17.53)	(88.52)	(173.00)
Provision for Doubtful debts	2.51	2.91	20.85	10.83	-	-
Provision for Bonus	8.28	9.24	7.14	2.62	-	-
Provision for Gratuity	1.79	4.88	4.47	2.98	0.07	-
Provision for Leave Encashment	5.09	4.08	1.44	1.78	-	-
Preliminary Expenses	-	-	-	-	(0.04)	-
ROC Expenses	-	-	3.13	-	-	-
Cash Payments above 20000 - 40A(3)	-	-	0.64	10.03	-	-
Allowable expenses	(11.11)	(9.58)	(2.68)	(0.33)	-	-
Income Tax	-	-	2.53	-	-	-
Deduction U/s 35 1(i)- Revenue Expenditure on Scientific Research	(2.73)	(1.79)	-	-	-	-
Losses Set off	-	(1.20)	(2.42)	-	(8.31)	-
<b>Total Timing differences - C</b>	<b>9.15</b>	<b>(24.21)</b>	<b>(29.19)</b>	<b>10.38</b>	<b>(96.80)</b>	<b>(173.00)</b>
<b>Net adjustments (D)=(B+C)</b>	<b>9.50</b>	<b>(21.66)</b>	<b>(27.55)</b>	<b>11.23</b>	<b>(51.74)</b>	<b>(172.62)</b>
<b>Profit after Adjustments (E)=(A+/-D)</b>	<b>228.66</b>	<b>173.32</b>	<b>278.18</b>	<b>354.42</b>	<b>327.27</b>	<b>(1.60)</b>
<b>Income taxable at the special rate - F</b>						
Long-term capital gain	-	-	-	-	40.45	-
Rate of tax	22.66%	22.66%	22.66%	22.66%	22.66%	-
Special rate tax	-	-	-	-	9.17	-
Tax as per normal provisions	78.79	59.65	96.19	120.31	111.22	(0.49)
<b>Total Tax as per normal provisions</b>	<b>78.79</b>	<b>59.65</b>	<b>96.19</b>	<b>120.31</b>	<b>120.39</b>	<b>(0.49)</b>
<b>Total Tax as per MAT</b>	<b>60.30</b>	<b>58.96</b>	<b>77.38</b>	<b>79.16</b>	<b>86.61</b>	<b>44.55</b>
<b>Less:</b> MAT Credit u/s 115JA	0.03	0.04	-	37.43	2.26	-
Total tax as per restated	78.76	59.61	96.19	82.88	122.65	44.55
Interest as per audited financial statements	-	-	-	4.43	-	-
<b>Total tax as per restated before restated adjustments</b>	<b>78.76</b>	<b>59.61</b>	<b>96.19</b>	<b>87.31</b>	<b>122.65</b>	<b>44.55</b>
Current tax impact on restatement adjustments	0.24	1.01	9.94	(5.43)	2.96	(0.48)
<b>Tax as per Audited Computation</b>	<b>78.52</b>	<b>58.60</b>	<b>86.25</b>	<b>92.74</b>	<b>119.69</b>	<b>45.03</b>

**Annexure 34 - Restated Consolidated Summary Statement of Dividend Paid/Proposed by the Company**

(Number / Amount ` in Million, Except Per Share Data)

Particulars	As at					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
<b>Class of Shares</b>						
<b>Face Value: ₹ 10 Per Share</b>						
Equity Share Capital	854.64	854.64	854.64	854.64	854.64	142.44
Number of Equity Shares	85.46	85.46	85.46	85.46	85.46	14.24
<b>Dividend on Equity Shares</b>						
Rate of Dividend (%)	-	-	5%	5%	10%	20%
Dividend Per Share (₹)	-	-	0.5	0.5	1	2
Amount of Dividend	-	-	42.73	42.73	21.07	28.49
Corporate Dividend Tax	-	-	8.70	8.70	3.58	4.84

**Annexure 35 - Restated Consolidated Summary Statement of Capitalisation**

in Millions

PARTICULARS	Pre Issue as at December 31, 2017	Post Issue*
<b>Borrowings:</b>		
Short Term (A)	2,363.21	[.]
Long Term (B)	1,236.56	[.]
<b>Total Debt (C=A+B)</b>	<b>3,599.77</b>	[.]
<b>Share Holders Fund</b>		
Share Capital (D)	854.64	[.]
Reserves and Surplus ( E)	1,314.19	[.]
<b>Total Share Holders Fund (F=D+E)</b>	<b>2,168.83</b>	[.]
<b>Long Term Borrowings/Equity Ratio (B/F)</b>	0.57	[.]
<b>Total Borrowing Equity Ratio (C/F)</b>	1.66	[.]

**Note:**

1. The above has been computed on the basis of the restated Consolidated summary statements of assets and liabilities of the company as on December 31, 2017
2. The corresponding post IPO capitalization data for each of the amounts given in the above table is not determinable at this stage pending the completion of the Book Building process and hence the same have not been provided in the above statement
3. Post issue details have not been provided as the issue price of the share is not known at the date of the report.
4. Short term borrowings is considered as borrowing due within 12 months from the balance sheet date.
5. Long term borrowings is considered as borrowing other than short term borrowing, as defined above.

Particulars	For the Year/Period Ended						
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013	
Key Management Personnel	Kovvuri Papa Reddy	Kovvuri Papa Reddy	Kovvuri Papa Reddy	Kovvuri Papa Reddy	Kovvuri Papa Reddy	Kovvuri Papa Reddy	
	Karri Venkata Mukunda Reddy	Karri Venkata Mukunda Reddy	Karri Venkata Mukunda Reddy	Karri Venkata Mukunda Reddy	Karri Venkata Mukunda Reddy	Karri Venkata Mukunda Reddy	
	Kovvuri Rajasekhar Reddy	Kovvuri Rajasekhar Reddy	Kovvuri Rajasekhar Reddy	Kovvuri Rajasekhar Reddy	Kovvuri Rajasekhar Reddy	Kovvuri Rajasekhar Reddy	
	P.Narayana Rao	P.Narayana Rao	P.Narayana Rao	P.Narayana Rao	-	-	
	B. Satyanarayana Reddy (#)	B. Satyanarayana Reddy(#)	B. Satyanarayana Reddy(#)	-	-	-	
	Kishan Gopal Tivari (\$)	Kishan Gopal Tivari (\$)	Kishan Gopal Tivari (\$)	Kishan Gopal Tivari (\$)	Kishan Gopal Tivari (\$)	Kishan Gopal Tivari (\$)	
Relatives of Key Management Personnel	-	-	-	-	-	Mrs.T.Vanaja	
(\$) Mr. Kishan Gopal Tivari joined with the company on November 18, 2017 and resigned as a Chief Operating Officer on February 28, 2015. He rejoined with the company as a Chief Operating Officer on September 1, 2016 and redesignated as a Chief Financial Officer on September 9, 2017.							
(#) Mr. B.Satyanarayana Reddy joined as Chief Financial Officer on August 13, 2015 and he resigned on August 31, 2017							
Companies in which KMP and their relatives exercise significant influence/Control and with whom transactions have taken place during the Year/Period							
Particulars	Directors' Interest	Directors' Interest	Directors' Interest	Directors' Interest	Associates	Associates	
-	Cresco Technology LLP (Formerly known as Cresco Technology Private Limited))	Cresco Technology LLP (Formerly known as Cresco Technology Private Limited))	Cresco Technology LLP (Formerly known as Cresco Technology Private Limited))	K.P.R Chemicals Limited	K.P.R Universal Holdings Private Limited	Aravind Seeds Private Limited	
-	K.P.R Universal Holdings Private Limited	K.P.R Universal Holdings Private Limited	K.P.R Universal Holdings Private Limited	Cresco Technology LLP (Formerly known as Cresco Technology Private Limited))	K.P.R Industries(india) Limited	Sri Sai Swarupa Seeds Private Limited	
-	K.P.R India Private Limited(*)	K.P.R India Private Limited(*)	K.P.R India Private Limited(*)	K.P.R Industries(india) Limited	K.P.R Infra Projects Private Limited (**)	K.P.R Chemicals Limited	
-	K.P.R Industries(india) Limited	K.P.R Industries(india) Limited	K.P.R Industries(india) Limited	K.P.R Universal Holdings Private Limited	K.P.R Chemicals Limited	K.P.R Industries(india) Limited	
	Sri Lakshmi Egg Farming Private Limited	Sri Lakshmi Egg Farming Private Limited	Sri Lakshmi Egg Farming Private Limited	K.P.R Infra Projects Private Limited (**)	K.P.R Power Limited	Cresco Technology LLP (Formerly known as Cresco Technology Private Limited))	
	Aravind Seeds Private Limited	Aravind Seeds Private Limited	Aravind Seeds Private Limited	Aravind Seeds Private Limited	Cresco Technology LLP (Formerly known as Cresco Technology Private Limited))	K.P.R Universal Holdings Private Limited	
	Surya Jyothi Seeds India Private Limited	Surya Jyothi Seeds India Private Limited	Surya Jyothi Seeds India Private Limited	K.P.R Power Limited	Aravind Seeds Private Limited	K.P.R Infra Projects Private Limited (**)	
				K.P.R India Private Limited (*)	-	-	
				Sri Lakshmi Egg Farming Private Limited			
				Mega Encon Projects Private Limited			
(*) The Name of the Company "KPR Resorts Private Limited" has been changed to KPR India Private Limited							
(**) The Name of the Company "KPR Warehousing Private Limited" has been changed to KPR Infra Projects Private Limited							

Related Party Disclosures -Transactions During the Year/Period							₹ in Millions
Particulars	Individual/Entity	For the Year/Period Ended					March 31, 2013
		December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	
<b>Purchases</b>							
Aravind Seeds Private Limited	Entity	-	-	-	6.27	-	70.60
KPR India Private Limited	Entity	(0.04)	5.50	1.37	-	-	-
<b>Sale of Goods</b>							
Sri Lakshmi Egg Farming Private Limited	Entity	3.66	9.37	1.23	0.44	-0.37	1.55
KPR India Private Limited	Entity	0.04	13.73	1.18	1.27	-	-
<b>Rent Paid/(Received)</b>							
Aravind Seeds Private Limited	Entity	0.36	0.48	0.48	-	-	-
Surya Jyothi Seeds (India) Pvt Ltd	Entity	0.72	0.96	0.96	-	-	-
<b>Investments</b>							
K.P.R Chemicals Limited	Entity	-	-	-	-	-	9.16
K.P.R Power Limited	Entity	-	-	-	-	-	-
K.P.R Industries(india) Limited	Entity	-	-	-	-	-	-
<b>Amount Paid Towards Expenses</b>							
K.P.R Power Private Limited	Entity	-	-	-	-	-	-
K.P.R Universal Holdings Private Limited	Entity	-	-	-	0.23	-	-
K.P.R Industries(india) Limited	Entity	-	-	-	1.10	-	-
Cresco Technology LLP (Formerly known as Cresco Technology Private Limited))	Entity	-	-	0.08	0.59	-	-
KPR India Private Limited	Entity	-	-	-	0.17	-	-
K.P.R Chemicals Limited	Entity	-	-	-	0.00	-	0.01
K.P.R InfraProjects Private Limited	Entity	-	-	-	0.08	-	-
Aravind Seeds Private Limited	Entity	-	-	-	0.99	-	-
Surya Jyothi Seeds (India) Pvt Ltd	Entity	24.33	6.31	-	-	-	-
K.P.R Power Limited	Entity	-	-	-	(0.01)	-	-
Mega Encon Projects Private Limited	Entity	-	-	-	(0.01)	0.00	0.00
<b>Advance Given</b>							
K.P.R Universal Holdings Private Limited	Entity	-	-	-	-	-	-
Webcode Infotech Limited	Entity	-	-	-	-	-	-
Surya Jyothi Seeds (India) Pvt Ltd	Entity	-	-	0.30	0.03	-	-
<b>Funds Borrowed</b>							
K.P.R Industries(india) Limited	Entity	-	-	-	-	-	9.99
Cresco Technology LLP (Formerly known as Cresco Technology Private Limited))	Entity	-	-	-	-	-	34.90
K.P.R Universal Holdings Private Limited	Entity	-	-	-	-	-	(174.37)
K.P.R InfraProjects Private Limited	Entity	-	-	-	-	-	(85.98)
<b>Advances Taken</b>							
Cresco Technology LLP (Formerly known as Cresco Technology Private Limited))	Entity	-	-	-	215.89	-	-
KPR India Private Limited	Entity	-	7.28	1.16	1.44	-	-
K.P.R Chemicals Limited	Entity	-	-	-	13.35	-	-
<b>Sale of Investments</b>							
K.P.R Chemicals Limited	Entity	-	-	-	9.16	-	-
<b>Advances Repaid</b>							
K.P.R Universal Holdings Private Limited	Entity	-	-	29.95	337.09	-	-
K.P.R InfraProjects Private Limited	Entity	-	-	-	81.54	-	-
Aravind Seeds Private Limited	Entity	-	-	-	14.95	-	-
K.P.R Industries(india) Limited	Entity	-	-	-	74.35	0.17	-
K.P.R Power Limited	Entity	-	-	-	3.08	-	-
Sri Lakshmi Egg Farming Private Limited	Entity	-	-	-	-	-	12.69
Cresco Technology LLP		-	152.76	-	-	-	-
<b>Interest Paid</b>							
Cresco Technology LLP (Formerly known as Cresco Technology Private Limited))	Entity	-	-	-	-	-	16.72
KPR India Private Limited	Entity	-	-	-	1.27	-	-
<b>Interest Received</b>							



in Millions

Related Party Disclosures -Transactions During the Year		For the Year/Period Ended						₹ in Millions
Particulars	Individual/Entity	31st December, 2017	31st March, 2017	31st March, 2016	31st March, 2015	31st March, 2014	31st March, 2013	
		<b>Remuneration</b>						
Kovvuri Papa Reddy	Individual	3.60	4.80	4.80	4.80	3.66	5.10	
Karri Venkata Mukunda Reddy	Individual	3.60	4.80	4.80	4.80	4.80	4.80	
Kovvuri Raja Sekhar Reddy	Individual	3.60	4.80	4.80	4.80	7.63	4.50	
P Narayana Rao	Individual	0.72	0.97	0.85	-	-	-	
B Satyanarayana Reddy	Individual	0.94	2.40	1.52	-	-	-	
Kishan Gopal Tivari	Individual	1.20	0.84	-	1.09	0.84	0.72	
<b>Taxes Deducted</b>								
Kovvuri Papa Reddy	Individual	0.97	1.30	1.30	2.25	-	-	
Karri Venkata Mukunda Reddy	Individual	0.97	1.30	1.30	2.42	2.41	-	
Kovvuri Raja Sekhar Reddy	Individual	0.97	1.30	1.30	1.76	-	-	
<b>Loans Repaid</b>								
Kovvuri Papa Reddy	Individual	-	-	6.86	106.77	-	-	
Karri Venkata Mukunda Reddy	Individual	-	-	6.81	112.30	-	-	
Kovvuri Raja Sekhar Reddy	Individual	-	-	(0.44)	144.99	-	-	
<b>Funds Borrowed</b>								
Kovvuri Papa Reddy	Individual	-	-	-	-	-	(102.57)	
Karri Venkata Mukunda Reddy	Individual	-	-	-	-	-	(0.88)	
Kovvuri Raja Sekhar Reddy	Individual	-	-	-	-	-	(133.91)	
<b>Expenses paid on behalf of the Company</b>								
Kovvuri Raja Sekhar Reddy	Individual	-	-	-	(0.06)	-	-	
<b>Advances made by Company</b>								
Kovvuri Raja Sekhar Reddy	Individual	-	-	-	0.26	-	-	
<b>Funds Given</b>								
Mrs.T.Vanaja	Individual	-	-	-	-	-	1.36	
<b>Related Party Disclosure - Outstanding Balances as at Balance Sheet Date</b>								in Millions
Particulars	Individual/Entity	For the Year/Period Ended						
		31st December, 2017	31st March, 2017	31st March, 2016	31st March, 2015	31st March, 2014	31st March, 2013	
K.P.R Power Private Limited	<b>Entity</b> Amount Receivable/(Payable)					-	-	
Aravind Seeds Private Limited	<b>Entity</b> Amount Receivable/(Payable)	(3.10)	(2.79)	(37.23)	(70.09)	(49.08)	(26.33)	
Surya Jyothi Seeds (India) Pvt Ltd	<b>Entity</b> Amount Receivable/(Payable)	7.40	5.68	0.34	7.47	7.44	-	
K.P.R Universal Holdings Private Limited	<b>Entity</b> Amount Receivable/(Payable)	-	-	-	(29.95)	(367.27)	(174.09)	
K.P.R Industries(india) Limited	<b>Entity</b> Amount Receivable/(Payable)	-	-	-	-	(75.45)	(48.28)	
Webcode Infotech Limited	<b>Entity</b> Equity Subscribed	105.39	105.39	105.39	105.39	105.39	-	
	<b>Entity</b> Amount Receivable/(Payable)	-	-	-	-	-	-	
K.P.R Power Limited	<b>Entity</b> Amount Receivable/(Payable)	-	-	-	-	3.47	-	
Cresco Technology LLP (Formerly known as Cresco Technology Private Limited))	<b>Entity</b> Amount Receivable/(Payable)	-	-	(152.76)	(352.67)	(137.37)	(167.21)	
K.P.R Chemicals Limited	<b>Entity</b> Amount Receivable/(Payable)	-	-	-	-	13.35	17.82	
	<b>Entity</b> Equity Subscribed	-	-	-	-	9.16	114.55	
K.P.R InfraProjects Private Limited	<b>Entity</b> Amount Receivable/(Payable)	-	-	-	-	(81.62)	(80.98)	
Sri Lakshmi Egg Farming Private Limited	<b>Entity</b> Amount Receivable/ (Payable) for Purchase,Sale&Expenses	(0.90)	(2.12)	0.81	0.66	1.10	0.74	
	<b>Entity</b> Amount Receivable/(Payable)					0.27	2.58	
K.P.R Foundation	<b>Entity</b> Amount Receivable/(Payable)	(6.19)	360 (4.07)	(1.43)				

Related Party Disclosure - Outstanding Balances as at Balance Sheet Date		in Millions					
Particulars	Individual/Entity	For the Period/ Year Ended					
		31st December, 2017	31st March, 2017	31st March, 2016	31st March, 2015	31st March, 2014	31st March, 2013
KPR India Private Limited	<b>Entity</b>						
	Amount Receivable/ (Payable) for Purchase, Sale & Expenses		0.94	-			
Mega Encon Projects Private Limited	Amount Receivable/(Payable)	-	-	-	-	0.01	0.00
Mrs. T. Vanaja	Individual						
	Funds Given	-	-	-	-	-	1.36
Kovvuri Papa Reddy	Individual						
	Remuneration	-	-	-	-	-	-
	Equity Subscribed	3.37	11.79	20.21	20.21	20.21	3.37
	Amount Payable	1.00	-	-	3.36	(0.81)	3.00
	Unsecured Loan Payable	-	-	-	0.00	(106.77)	-
	Funds Borrowed	-	-	-	0.00	0.00	(10.28)
Karri Venkata Mukunda Reddy	Individual						
	Remuneration	-	-	-	-	-	-
	Equity Subscribed	5.67	5.67	33.98	33.98	33.98	5.66
	Amount Payable	2.99	(0.05)	0.57	(3.89)	3.10	2.70
	Unsecured Loan Payable	-	-	0	-	(110.70)	-
	Funds Borrowed	-	-	0	-	-	(10.51)
Kovvuri Raja Sekhar Reddy	Individual						
	Remuneration	-	-	-	-	-	-
	Equity Subscribed	5.56	5.56	33.33	33.33	33.33	5.56
	Amount Payable	(0.07)	1.06	3.97	0.03	2.80	2.40
	Unsecured Loan Payable	20.55	19.00	-	-	(144.99)	-
	Funds Borrowed	-	-	-	-	-	(133.92)
P. Narayana Rao	<b>Individual</b>						
	Amount Payable	0.38	0.06	0.06	-	-	-
Kishan Gopal Tivari	<b>Individual</b>						
	Amount Payable	0.24	0.12	-	-	0.09	0.02
B satyanarayana Reddy	<b>Individual</b>						
	Amount Payable	-	0.17	0.003	-	-	-

**Annexure 37- Restated Consolidated Summary Statement of Contingent Liabilities**
**Contingent Liabilities not provided for and commitments**

in Millions

Nature of Contingent Liability	As at						
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013	March 31, 2013
i. Unexpired guarantees issued on behalf of the company by Banks for which the Company has provided counter guarantee	15.00	6.02	5.90	8.42	8.49	3.30	32.92
ii. Bills discounted with banks which have not matured	-	-	-	-	-	-	-
iii. Corporate Guarantees issued by Company on behalf of others to Commercial Banks & Financial Institutions	-	-	13.00	89.00	89.00	-	-
iv. Legal Undertakings given to Customs Authorities for clearing the imports	-	-	-	-	-	-	-
v. Claims against the company not acknowledged as debts	-	-	-	-	-	-	-
a. Excise *	192.62	139.52	139.52	139.52	139.52	-	-
b. Sales Tax	1.55	1.55	-	-	-	-	-
c. Service Tax	-	-	-	-	-	-	-
d. Income Tax **	62.18	61.88	61.88	1.33	-	-	-
e. Civil Proceedings\$	10.00	10.10	10.10	10.10	10.10	10.10	10.10
f. Company Law Matters\$\$	Amount Unascertainable	Amount Unascertainable	Amount Unascertainable	-	-	-	-
g. Criminal Cases#	Amount Unascertainable	Amount Unascertainable	Amount Unascertainable	Amount Unascertainable	-	-	-
h. Others	-	-	-	-	-	-	-
vi. Estimated amounts of contracts remaining to be executed on Capital Account and not provided for	-	-	-	-	-	-	-

**\* Excise**

in Millions

Particular	Issue	CESTAT	Commissioner (Appeals)	Total
Capital Goods	Irregular availment	7.21	0.00	7.21
DCP	Mis-Classification	148.17	-	148.17
M.N Fertilisers	Duty on Micronutrient	-	17.93	17.93
Bio-Fertilisers	Mis-Classification	-	19.31	19.31
-	-	-	-	<b>192.62</b>

**\*\* Income Tax**

in Millions

Asst.Year	Issue	Pending Before	Amount
2012-13	Under section 143(3) of Income Tax Act 1961	CIT (Appeals)	1.33
2013-14	Under section 143(3) of Income Tax Act 1961	CIT (Appeals)	12.72
2014-15	Under section 143(3) of Income Tax Act 1961	CIT (Appeals)	48.13

## \$ Civil Proceedings

Particular	Pending Before	Amount
Infringement of statutory right	II Additional Judge, Vishakapatnam	10.00
		<b>362 10.00</b>

**Annexure 37- Restated Consolidated Summary Statement of Contingent Liabilities**

**# Criminal Proceedings**

<b>Particular</b>	<b>Pending Before</b>	<b>Amount</b>
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	Judicial Magistrate First Class at Lingasgur	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	Judicial Magistrate First Class at Lingasgur	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	Judicial Magistrate First Class at Lingasgur	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	Judicial Magistrate First Class at Chennagiri	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	I Additional Chief Metropolitan, Magistrate, Visahakapatnam	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	I Additional Chief Metropolitan, Magistrate, Visahakapatnam	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	I Additional Chief Metropolitan, Magistrate, Visahakapatnam	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	I Additional Chief Metropolitan, Magistrate, Visahakapatnam	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	I Additional Chief Metropolitan, Magistrate, Visahakapatnam	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	Judicial First Class Magistrate, Vizianagaram	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	II Additional Judicial First Class Magistrate, Eluru	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	II Additional Judicial First Class Magistrate, Eluru	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	II Additional Judicial First Class Magistrate, Nellore	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	Court of Judicial first Class Magistrate, Dharmavaram	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	I Additional Judicial Magistrate, Kadapa	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	Court of the judicial First Class Magistrate, Adilabad	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	Court of VI Additional Judicial First Class Magistrate, Rajahmundry	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	Court of VI Additional Judicial First Class Magistrate, Guntur	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	Court of II Additional Judicial First Class Magistrate, Rajahmundry	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	Addl. Judicial Magistrate First Class, Kareemnagar	-

**Annexure 37- Restated Consolidated Summary Statement of Contingent Liabilities****# Criminal Proceedings**

<b>Particular</b>	<b>Pending Before</b>	<b>Amount</b>
It was alleged that misappropriation of property under IPC	Court of District Judge, Rajahmundry	-
It was alleged that there is a violation under Factories Act,	JMFC, Koppal	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	I Additional Judicial Magistrate, Kadapa	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	Court of the judicial First Class Magistrate, Adilabad	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	Court of VI Additional Judicial First Class Magistrate, Rajahmundry	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	Court of VI Additional Judicial First Class Magistrate, Guntur	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	Court of II Additional Judicial First Class Magistrate, Rajahmundry	-
It was alleged that there is a violation under the provisions of the Fertilizer Control Order read with the Essential Commodities Act for distributing low quality fertilisers.	Addl. Judicial Magistrate First Class, Kareemnagar	-
It was alleged that misappropriation of property under IPC	Court of District Judge, Rajahmundry	-
It was alleged that there is a violation under Factories Act,	JMFC, Koppal	-

**\$\$ Company Law Matters**

The Company has filed compounding applications before the Registrar of Companies, Hyderabad, Andhra Pradesh & Telangana in connection with compounding of the following irregularity/default under the Companies Act.

<b>Violation of which the application was made</b>	<b>Pending Before</b>	<b>Amount</b>
Contravention of subsection 2A of section 205 of the Companies Act, 1956 for payment of dividend exceeding 10% without transferring a percentage of its profit.	National Company Law Tribunal, Hyderabad	-
Contravention of section 292A of the Companies Act, 1956 for composition of Audit Committee.	Regional Director, South East Region, Hyderabad	-

Particulars	As at					
	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
A Net Worth, As restated	2,168.83	1,956.82	1,728.21	1,537.04	1,301.94	1,030.20
B Net profit after tax and extraordinary items, as restated	212.09	228.11	243.11	282.39	287.66	142.18
Weighted average number of equity shares considered (\$) (#)						
C For basic earnings per share	85.46	854.64	85.46	85.46	85.46	85.46
D For diluted earnings per share Earnings per share ₹ 10 each	85.46	854.64	85.46	85.46	85.46	85.46
E Restated basic earnings per share (B/C)	2.48	2.67	2.84	3.30	3.37	1.66
F Restated diluted earnings per share (B/D)	2.48	2.67	2.84	3.30	3.37	1.66
G Return on net worth (%) (B/A)	9.78	11.66	14.07	18.37	22.09	13.80
H Number of shares considered (#)	85.46	85.46	85.46	85.46	85.46	85.46
I Net assets value per share of ₹10 each (A/H)	25.38	22.90	20.22	17.99	15.23	12.05
J Face value (₹)	10	10	10	10	10	10

**Notes:**

1. The above ratios are calculated as under:

- Basic earnings per share = Net profit/(loss) after tax, as restated attributable to shareholders / Weighted average number of shares outstanding for the
- Diluted earnings per share = Net profit/(loss) after tax, as restated / Weighted average number of diluted equity shares outstanding during the year / period.
- Return of net worth (%) = Net profit/(loss) after tax, as restated / Net worth as restated as at year or period end
- Net asset value per share (Rs.) = Net worth as restated / Number of equity shares as at year or period end

2. Weighted average number of equity shares is the number of equity shares outstanding at the beginning of the year adjusted by the number of equity shares issued during the year multiplied by the time weighting factor. The timeweighting factor is the number of days for which the specific shares are outstanding as a proportion of total number of days during the year.

3. Net worth for ratios mentioned in note 1(c) and 1(d) is = Equity share capital + Reserves and surplus ( including Securities Premium, (Deficit)/surplus in Statement of Profit and Loss).

4. Earnings per share calculations are in accordance with Accounting Standard 20 - Earnings per share, notified under the Companies (Accounting Standards) Rules 2006, as amended.

5. The figures disclosed above are based on the restated standalone summary statement of assets and liabilities of the Company.

6. The above statement should be read with the notes to Restated Consolidated Summary Statements of Assets and Liabilities, Restated Consolidated

Summary Statements of Profit and Losses and Restated Consolidated Summary Statements of Cash Flows appearing in Annexure 4 and 5.

(\$) The company has issued Bonus Shares during the F Y 2013-14, the same has been adjusted for the F Y 2012-13 in accordance with Accounting Standard 20 - Earnings per Share.

(#) The Company has declared bonus shares in the ratio of 5 : 1 to all existing shares holders which has been approved by the share holders in extra ordinary general meeting held on 10 February 2014 and has been allotted to the equity shareholders pursuant to the resolution passed by Board of Directors on 25 February 2014. Accordingly, the number of equity shares outstanding as on 25 February 2014 amounting to 85,464,000 and face value of shares of ₹ 10 each has been considered for computation of basis and diluted earnings per share and Net asset value per share for the year ended 31 March, 2013, post adjustment for the impact of bonus issue.

### Annexure 39 - Restated Consolidated Summary Statement of Employee Benefits

The Company has a defined benefit gratuity plan. Every employee who has completed five years or more of service is eligible for gratuity on retirement or separation at the rate of 15 days' last drawn basic salary for each completed year of service. The scheme is unfunded.

The following tables summarize the components of net benefit expense recognized in the statement of profit and loss and the funded status and amounts recognized in the balance sheet.

#### Gratuity

(` Millions)

Particulars	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
<b>Obligation at the beginning of the year/period</b>	14.00	10.58	6.27	3.28	2.44	1.12
Obligation acquired on acquisition during the year/period	-	-	-	-	-	-
Interest on defined benefit obligation	0.68	0.73	0.49	0.30	0.20	0.10
Service cost	2.49	2.79	1.64	1.75	1.03	0.84
Benefits Paid	(0.83)	(1.46)	-	-	-	-
Actuarial (gains)/loss	(1.39)	1.35	2.18	0.94	(0.39)	0.38
<b>Obligation at the year/period end</b>	<b>14.96</b>	<b>14.00</b>	<b>10.58</b>	<b>6.27</b>	<b>3.28</b>	<b>2.44</b>
<b>Plan assets at year beginning, at fair value</b>	-	-	-	-	-	-
Plan assets acquired on acquisition during the year/period	-	-	-	-	-	-
Expected return on plan assets (estimated)	-	-	-	-	-	-
Actuarial gain / (loss)	-	-	-	-	-	-
Contributions	-	-	-	-	-	-
Benefits settled	-	-	-	-	-	-
<b>Plan assets at year end, at fair value</b>	-	-	-	-	-	-
<b>Reconciliation of present value of the obligation</b>	-	-	-	-	-	-

<b>and the fair value of the plan assets:</b>						
Closing obligations	<b>14.96</b>	<b>14.00</b>	<b>10.58</b>	<b>6.27</b>	<b>3.28</b>	<b>2.44</b>
Closing fair value of plan assets	-	-	-	-	-	-
<b>Asset / (liability) recognised in the balance sheet</b>	<b>14.96</b>	<b>14.00</b>	<b>10.58</b>	<b>6.27</b>	<b>3.28</b>	<b>2.44</b>
<b>Current</b>	1.96	1.81	1.31	0.71	0.41	0.29
<b>Non Current</b>	13.00	12.18	9.28	5.55	2.86	2.16

**Gratuity cost for the year  
(Rs. In million)**

<b>Particulars</b>	<b>December 31, 2017</b>	<b>March 31, 2017</b>	<b>March 31, 2016</b>	<b>March 31, 2015</b>	<b>March 31, 2014</b>	<b>March 31, 2013</b>
Service Cost	2.49	2.79	1.64	1.75	1.03	0.84
Interest Cost	0.68	0.73	0.49	0.30	0.20	0.10
Benefits paid	-	-	-	-	-	-
Actuarial (gain)/loss on obligation	(1.39)	1.35	2.18	0.94	(0.39)	0.38
Past service cost	-	-	-	-	-	-
<b>Net gratuity cost</b>	<b>1.79</b>	<b>4.88</b>	<b>4.30</b>	<b>2.98</b>	<b>0.86</b>	<b>1.31</b>
<b>Assumptions</b>	-	-	-	-	-	-
Interest rate	6.69% - 7.32 %	7.46% - 6.69 %	7.77% - 7.46%	9.19% - 7.77%	8.06% - 9.19%	8.65% - 8.06%
salary increase	3.00% - 3.00%	3.00% - 3.00%	3.00% - 3.00%	3.00% - 3.00%	3.00% - 3.00%	3.00% - 3.00%
Attrition rate	3.00% - 3.00%	3.00% - 3.00%	3.00% - 3.00%	3.00% - 3.00%	3.00% - 3.00%	3.00% - 3.00%
Mortality table	IALM (2006-08) Ult.	IALM (2006-08) Ult.	IALM (2006-08) Ult.	IALM (2006-08) Ult.	IALM (2006-08) Ult.	IALM (2006-08) Ult.



**COMPENSATED ABSENCE (PL) PLAN**

( Millions)

Particulars	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
<b>Obligation at the beginning of the year/period</b>	1.98	2.85	1.51	-	-	-
Obligation acquired on acquisition during the year/period	-	-	-	-	-	-
Interest on defined benefit obligation	0.09	0.20	0.12		-	-
Service cost	2.18	1.20	1.29	1.36	2.18	-
Benefits Paid	(0.25)	(0.41)				
Actuarial (gains)/loss	<b>1.87</b>	<b>1.98</b>	<b>2.85</b>	<b>1.78</b>	-	-
<b>Obligation at the year/period end</b>	<b>1.87</b>	<b>1.98</b>	<b>2.85</b>	<b>1.78</b>	-	-
<b>Plan assets at year beginning, at fair value</b>	-	-	-	-	-	-
Plan assets acquired on acquisition during the year/period	-	-	-	-	-	-
Expected return on plan assets (estimated)	9.78	4.83	0.29	-	-	-
Actuarial gain / (loss)	-	-	-	-	-	-
Contributions	-	-	-	-	-	-
Benefits settled	-	-	-	-	-	-
<b>Plan assets at year/period end, at fair value</b>	9.78	4.83	0.29	-	-	-
<b>Reconciliation of present value of the obligation and the fair value of the plan assets:</b>	-	-	-	-	-	-
Closing obligations	<b>11.65</b>	<b>6.81</b>	<b>3.14</b>	<b>1.78</b>	-	-
Closing fair value of plan assets	-	-	-	-	-	-
Asset / (liability) recognised	<b>11.65</b>	<b>6.81</b>	<b>3.14</b>	<b>1.78</b>	-	-

in the balance sheet						
To be Included in Employee Salaries	-	-	-	-	-	-
Current	10.06	5.14	0.65	0.31	-	-
Non Current	1.59	1.67	2.49	1.47	-	-

## COMPENSATED ABSENCE FOR THE PERIOD/YEAR

( Millions)

Particulars	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Service Cost	2.18	1.20	1.29	1.36	-	-
Interest Cost	0.09	0.20	0.12	-	-	-
Benefits paid	-	-	-	-	-	-
Actuarial (gain)/loss on obligation	(2.12)	(1.87)	(0.07)	0.42	-	-
Past service cost	4.89	4.55	0.02	-	-	-
<b>Net Cost</b>	<b>5.09</b>	<b>4.08</b>	<b>1.39</b>	<b>1.78</b>	-	-
<b>Assumptions</b>	-	-	-	-	-	-
Interest rate	6.69% - 7.32 %	7.46% - 6.69 %	7.77% - 7.46%	9.19% - 7.77%	8.06% - 9.19%	-
salary increase	3.00% - 3.00%	3.00% - 3.00%	3.00% - 3.00%	3.00% - 3.00%	3.00% - 3.00%	-
Attrition rate	3.00% - 3.00%	3.00% - 3.00%	3.00% - 3.00%	3.00% - 3.00%	3.00% - 3.00%	-
Mortality table	IALM (2006-08) Ult.	IALM (2006-08) Ult.	IALM (2006-08) Ult.	IALM (2006-08) Ult.	IALM (2006-08) Ult.	-

## **Annexure 40– Restated Consolidated Summary Statement of Segment Report**

### **a. Primary Business Segments:**

#### **Business Segments:**

Segments have been identified and reported taking into account the nature of products, the differing risk and returns, the organization structure and the internal financial reporting scheme.

The company has identified the following segments as its reportable segments:

1. Fertilizers
2. Chemicals
3. Pesticides
4. Seeds

## Annexure 40 (a) Restated Consolidated Summary Statement of Segment Reporting - Primary Business Segments

( ` Millions)

Particulars	As at December 31 , 2017					
	Fertilizers	Chemicals	Pesticides	Seeds	Un allocated	Total
<b>Segment Revenue</b>						
External Sales	3,130.92	340.05	776.20	209.05	-	4,456.28
	<b>3,130.92</b>	<b>340.05</b>	<b>776.20</b>	<b>209.05</b>	<b>-</b>	<b>4,456.28</b>
<b>Segment Result</b>						
Profit before Unallocated Expenses/Income	<b>198.58</b>	11.45	36.20	11.90	-	258.13
Unallocated Expenses net of Unallocated Income	-	-	-	-	(24.44)	(24.44)
<b>Profit Before Exceptional Items</b>	<b>198.58</b>	<b>11.45</b>	<b>36.20</b>	<b>11.90</b>	<b>24.44</b>	<b>258.13</b>
Less : Exceptional Items	-			-	-	-
<b>Profit Before Tax</b>	<b>198.58</b>	<b>11.45</b>	<b>36.20</b>	<b>11.9</b>	<b>24.44</b>	<b>258.13</b>
Less : Tax Expenses	-			2.83	68.11	70.94
<b>Profit from Continuing Operations</b>	<b>198.58</b>	<b>11.45</b>	<b>36.20</b>	<b>9.07</b>	<b>(43.67)</b>	<b>211.63</b>
Add: Profit from Discontinuing Operations	-	-	-	-	-	-
<b>Profit for the Year</b>	<b>198.58</b>	<b>11.45</b>	<b>36.20</b>	<b>9.07</b>	<b>(43.67)</b>	<b>230.69</b>
<b>Other Information</b>	-	-		-		
<b>Segment Assets</b>	7,041.79	654.95	917.77	241.93	938.34	9,794.78
<b>Segment Liabilities</b>	3,886.65	422.13	963.55	225.78	3,224.91	8,723.02
<b>Capital Expenditure</b>	1.43	-	-	-	-	1.43
<b>Depreciation</b>	686.63	217.58	17.14	16.15	135.71	1,73.21

**Restated Consolidated Summary Statement of Segment Reporting - Primary Business Segments**

Particulars	As at March 31 , 2017					
	Fertilizers	Chemicals	Pesticides	Seeds	Un allocated	Total
<b>Segment Revenue</b>						
External Sales	4,102.28	445.55	1,017.01	272.54	-	5,837.38
	<b>4,102.28</b>	<b>445.55</b>	<b>1017.01</b>	<b>272.54</b>	-	<b>5,837.38</b>
<b>Segment Result</b>						
Profit before Unallocated Expenses/Income	150.12	8.66	27.37	12.44	-	198.59
Unallocated Expenses net of Unallocated Income	-	-	-	-	(75.26)	(75.26)
<b>Profit Before Exceptional Items</b>	<b>150.12</b>	<b>8.66</b>	<b>27.37</b>	<b>12.56</b>	<b>75.26</b>	<b>273.97</b>
Less : Exceptional Items	-	-	-	-	-	-
<b>Profit Before Tax</b>	<b>150.12</b>	<b>8.66</b>	<b>27.37</b>	<b>12.56</b>	<b>75.26</b>	<b>273.97</b>
Less : Tax Expenses	-	-	-	2.80	45.13	47.93
<b>Profit from Continuing Operations</b>	<b>150.12</b>	<b>8.66</b>	<b>27.37</b>	<b>9.84</b>	<b>30.13</b>	<b>226.04</b>
Add: Profit from Discontinuing Operations	-	-	-	-	-	-
<b>Profit for the Year</b>	<b>150.12</b>	<b>8.66</b>	<b>27.37</b>	<b>9.84</b>	<b>30.13</b>	<b>226.04</b>
<b>Other Information</b>						
<b>Segment Assets</b>	6,931.53	659.21	907.34	220.58	985.13	9703.79
<b>Segment Liabilities</b>	4,288.92	465.82	1,063.28	206.46	2,761.26	8785.74
<b>Capital Expenditure</b>	1.43	-	-	-	-	1.43
<b>Depreciation</b>	604.41	171.24	15.95	14.12	113.85	919.57

**Restated Consolidated Summary Statement of Segment Reporting - Primary Business Segments**

Particulars	As at March 31, 2016					
	Fertilizers	Chemicals	Pesticides	Seeds	Un allocated	Total
<b>Segment Revenue</b>						
External Sales	4,075.05	450.97	1003.18	271.66	-	5,800.87
	<b>4,075.05</b>	<b>450.97</b>	<b>1003.18</b>	<b>271.66</b>	-	<b>5,800.87</b>
<b>Segment Result</b>						
Profit before Unallocated Expenses/Income	316.72	18.26	57.74	12.44	-	405.16
Unallocated Expenses net of Unallocated Income	-	-	-	-	71.08	71.08
<b>Profit Before Exceptional Items</b>	<b>316.72</b>	<b>18.26</b>	<b>57.74</b>	<b>12.44</b>	<b>(71.08)</b>	<b>334.08</b>
Less : Exceptional Items	-	-	-	-	-	-
<b>Profit Before Tax</b>	<b>316.72</b>	<b>18.26</b>	<b>57.74</b>	<b>12.44</b>	<b>(71.08)</b>	<b>334.08</b>
Less : Tax Expenses	-	-	-	4.21	99.18	103.39
<b>Profit from Continuing Operations</b>	<b>316.72</b>	<b>18.26</b>	<b>57.74</b>	<b>8.23</b>	<b>(170.26)</b>	<b>230.69</b>
Add: Profit from Discontinuing Operations	-	-	-	-	-	-
<b>Profit for the Year</b>	<b>316.72</b>	<b>18.26</b>	<b>57.74</b>	<b>8.23</b>	<b>(170.26)</b>	<b>230.69</b>
<b>Other Information</b>	-	-	-	-	-	-
<b>Segment Assets</b>	5,907.35	665.21	981.35	217.93	1,135.57	8,907.41
<b>Segment Liabilities</b>	3,920.60	433.88	965.16	206.58	2,663.09	8,189.31
<b>Capital Expenditure</b>	4.38	-	-	-	-	4.38
<b>Depreciation</b>	445.63	169.34	13.72	11.35	82.44	722.48

Particulars	As at March 31, 2015					
	Fertilizers	Chemicals	Pesticides	Seeds	Un allocated	Total
<b>Segment Revenue</b>						
External Sales	3,971.88	600.01	1,166.38	236.11	-	5,974.38
	<b>3,971.88</b>	<b>600.01</b>	<b>1,166.38</b>	<b>236.11</b>	-	5,974.38
<b>Segment Result</b>						
Profit before Unallocated Expenses/Income	293.63	35.92	73.72	18.53	-	421.80
Unallocated Expenses net of Unallocated Income	-	-	-	-	19.04	19.04
<b>Profit Before Exceptional Items</b>	<b>293.63</b>	<b>35.92</b>	<b>73.72</b>	<b>18.53</b>	<b>(19.04)</b>	402.75
Less : Exceptional Items	-	-	-	-	6.64	6.64
<b>Profit Before Tax</b>	<b>293.63</b>	<b>35.92</b>	<b>73.72</b>	<b>18.53</b>	<b>(25.68)</b>	396.11
Less : Tax Expenses	-	-	-	6.61	117.64	124.25
<b>Profit from Continuing Operations</b>	<b>293.63</b>	<b>35.92</b>	<b>73.72</b>	<b>11.93</b>		271.86
Add: Profit from Discontinuing Operations	-	-	-	-	-	-
<b>Profit for the Year</b>	<b>293.63</b>	<b>35.92</b>	<b>73.72</b>	<b>11.93</b>	-	271.86
<b>Other Information</b>						
<b>Segment Assets</b>	5,023.91	827.31	1,190.82	197.19	767.62	8,006.85
<b>Segment Liabilities</b>	260.69	39.38	76.55	188.65	3,538.47	4,103.75
<b>Capital Expenditure</b>	35.76	-	-	-	-	35.76
<b>Depreciation</b>	363.19	110.06	9.58	8.54	57.86	549.23

Particulars	As at March 31, 2014					
	Fertilizers	Chemicals	Pesticides	Seeds	Un allocated	Total
<b>Segment Revenue</b>						
External Sales	4,443.44	432.55	1,053.48	199.83	-	6,129.30
	<b>4,443.44</b>	<b>432.55</b>	<b>1,053.48</b>	<b>199.83</b>	-	6,129.30
<b>Segment Result</b>						
Profit before Unallocated Expenses/Income	434.45	26.61	76.89	19.85	-	557.80
Unallocated Expenses net of Unallocated Income	-	-	-	-	78.46	78.46
<b>Profit Before Exceptional Items</b>	<b>434.45</b>	<b>26.61</b>	<b>76.89</b>	<b>19.85</b>	<b>78.46</b>	479.34
Less : Exceptional Items	-	-	-	-	47.71	47.71
<b>Profit Before Tax</b>	<b>434.45</b>	<b>26.61</b>	<b>76.89</b>	<b>19.85</b>		431.63
Less : Tax Expenses	-	-	-	2.34	144.93	147.27
<b>Profit from Continuing Operations</b>	<b>434.45</b>	<b>26.61</b>	<b>76.89</b>	<b>17.51</b>		284.36
Add: Profit from Discontinuing Operations	-	-	-	-	-	2.47
<b>Profit for the Year</b>	<b>434.45</b>	<b>26.61</b>	<b>76.89</b>	<b>17.51</b>	-	286.62
<b>Other Information</b>						
<b>Segment Assets</b>	4,902.07	856.29	1,078.74	150.32	355.07	7,342.50
<b>Segment Liabilities</b>	2,681.25	261.01	635.69	144.47	3,532.46	7,254.87
<b>Capital Expenditure</b>	40.35	-	-	-		40.35
<b>Depreciation</b>	252.35	91.20	16.40	5.86	41.48	407.30



Particulars	As at March 31, 2013					
	Fertilisers	Chemicals	Pesticides	Seeds	Un allocated	Total
<b>Segment Revenue</b>						
External Sales	4,392.49	571.90	656.92	-	-	5,621.31
	<b>4,392.49</b>	<b>571.90</b>	<b>656.92</b>	-	-	5,621.31
<b>Segment Result</b>				-		
Profit before Unallocated Expenses/Income	142.06	33.16	3.24	-	-	178.47
Unallocated Expenses net of Unallocated Income	-	-	-	-	(44.91)	(44.91)
<b>Profit Before Exceptional Items</b>	<b>142.06</b>	<b>33.16</b>	<b>3.24</b>	-	-	223.37
Less : Exceptional Items	-	-	-	-	-	-
<b>Profit Before Tax</b>	<b>142.06</b>	<b>33.16</b>	<b>3.24</b>	-	-	223.37
Less : Tax Expenses	-	-	-	-	80.75	80.75
<b>Profit from Continuing Operations</b>	<b>142.06</b>	<b>33.16</b>	<b>3.24</b>	-		142.63
Add: Profit from Discontinuing Operations	-	-	-	-	-	(0.25)
<b>Profit for the Year</b>	<b>142.06</b>	<b>33.16</b>	<b>3.24</b>	-	-	142.38
<b>Other Information</b>				-		
<b>Segment Assets</b>	5,129.13	831.93	773.11	-	920.97	7,655.14
<b>Segment Liabilities</b>	3,226.60	420.10	482.55	-	3,219.14	7,348.39
<b>Capital Expenditure</b>	2.00	-	-	-	-	2.00
<b>Depreciation</b>	167.18	69.76	4.75	-	67.06	308.75

**Annexure 40. (b) Secondary Business Segments - Geographical Segments:**

The Company sells its products mainly within India where the conditions prevailing are uniform. Since the sales are within India, no separate geographical segment disclosure is considered necessary

**Annexure 41 - Restated Consolidated Summary Statement of Finance Lease**

(` Millions)

Particulars	31 <sup>st</sup> December 2017	31 <sup>st</sup> March 2017	31 <sup>st</sup> March 2016	31 <sup>st</sup> March 2015	31 <sup>st</sup> March 2014	31 <sup>st</sup> March 2013
Amount of Finance Lease	31.81	31.81	29.33	26.48	27.64	23.46
Less: lease amount repaid during the period	29.82	28.12	17.07	13.93	12.49	10.07
Amount Outstanding at the end of the Period	2.00	3.69	12.26	12.55	15.15	13.39
Amount Payable not later than one year	2.00	3.50	2.94	7.76	10.07	8.21
Amount Payable later than one year but not later than five years	-	0.20	9.31	4.79	5.08	5.18

Operating lease rents recognized in the statement of Profit & Loss during the year

**Annexure 42 - Restated Consolidated Summary Statement of Earnings per Share**

Particulars	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Profit After Tax (Million.)	212.09	228.11	243.11	282.39	287.66	142.18
Weighted Average No. of Shares (Basic)	85.46	85.46	85.46	85.46	85.46	14.24
Weighted Average No. of Shares (Diluted)	85.46	85.46	85.46	85.46	85.46	14.24
EPS (Basic)	(#)2.48	2.67	2.84	3.30	3.37	1.66
EPS (Diluted)	(#)2.48	2.67	2.84	3.30	3.37	1.66

(#) Not Annualised

**Annexure 43 - Restated Consolidated Summary Statement of Details of discontinued operations**

<b>Particulars</b>	<b>Particulars</b>	<b>December 31, 2017</b>	<b>March 31, 2017</b>	<b>March 31, 2016</b>	<b>March 31, 2015</b>	<b>March 31, 2014</b>	<b>March 31, 2013</b>
Description of the discontinuing operation(s)	-	-	-	-	-	Power Generation through Wind Mills	Power Generation through Wind Mills
Business or Geographical segment(s) in which it is reported as per AS 17	-	-	-	-	-	-	-
The date and nature of initial disclosure event	-	-	-	-	-	-	-
The date or period in which the discontinuance is expected to be completed	-	-	-	-	-	-	-
The carrying amounts, as of the balance sheet date, of the total assets to be disposed of and the total liabilities to be settled	-	-	-	-	-	-	-
The amount of the revenue and expenses in respect of the ordinary activities attributable to the discounting	<b>Income</b>	-	-	-	-	19.02	24.88
	<b>Expenditure</b>	-	-	-	-		
	<b>Operation &amp; Maintenance</b>	-	-	-	-	4.29	4.09
	<b>Depreciation</b>	-	-	-	-	-	9.15

operation during the current financial reporting period	<b>Interest on Loan</b>	-	-	-	-	11.00	11.89
the amount of pre-tax profit or loss from ordinary activities attributable to the discontinuing operation during the current financial reporting period, and the income tax expense related thereto	-	-	-	-	-	3.73	(0.25)
the amounts of net cash flows attributable to the operating, investing, and financing activities of the discontinuing operation during the current financial reporting period	-	-	-	-	-	-	-

#### **Annexure 44 - Restated Consolidated Summary Statement of Un-hedged Foreign Currency Exposure**

The Year/Year end Foreign Currency Exposure that have not been hedged by a derivative instrument or otherwise are as bellow:

#### **Un hedged Foreign Currency**

(` Million)

<b>Particulars</b>	<b>December 31, 2017</b>	<b>March 31, 2017</b>	<b>March 31, 2016</b>	<b>March 31, 2015</b>	<b>March 31, 2014</b>	<b>March 31, 2013</b>
Trade Payables	1,127.43	1,068.55	388.06	531.94	1,170.45	1,903.66

**Annexure 45**

**a) Restated Consolidated Summary Statement of Additional Information Pursuant to the Part II of Schedule III to the Companies Act, 2013**

(` Million)

**Payment to Statutory Auditors**

Particulars	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
For Audit	1.24	1.65	1.65	1.01	0.98	0.62
For Taxation Matters	0.19	0.25	0.25	0.28	0.20	0.17
For Other Services	-	-	0.10	0.11	0.06	0.06

**Value of Imports on CIF**

Particulars	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Raw Materials	261.62	349.01	635.23	766.59	730.83	702.00
Traded Goods	-	786.05	-	-	-	881.93
Capital Goods	-	-	-	-	-	-

**Expenditure in Foreign Currency**

Particulars	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Travelling	-	-	-	0.71	1.92	0.09
Consultancy	-	-	-	1.42	-	-
Others	-	0.24	0.47	0.46	-	-

**b) Summary Statement of CSR Expenditure**

Particulars	December 31, 2017	March 31, 2017	March 31, 2016	March 31, 2015	March 31, 2014	March 31, 2013
Gross Amount Required to be Spent by the Company	5.69	7.43	6.98	8.51	-	-
Amount Spent	0.14	1.42	1.39	-	-	-

**c) Confirmation of Balances**

Up to March 31, 2017, confirmations of balances from the trade receivables are yet to be received in few cases. However in the case of balances under Trade payables, Advances to suppliers & others and advances from customers are subject to confirmations. For the Period ended December 31, 2017, the Company has not sent any letter seeking balance confirmation from the trade receivables, trade payables, advances to suppliers & others and advances from customers.

## SUMMARY OF SIGNIFICANT DIFFERENCES BETWEEN INDIAN GAAP AND IND AS

*Our Rested Financial Statements included in this Draft Red Herring Prospectus are prepared in accordance with Ind GAAP for the financial years ended March 31, 2017, 31, 2016, 31, 2015, 31, 2014, 31, 2013, and for the nine months period ended December 31, 2017. Indian GAAP differs in certain material respects from IND AS.*

*The following table summarizes certain of the areas in which differences between Indian GAAP and IND AS could be significant to our financial position and results of operation. This summary should not be taken as an exhaustive list of all the differences between Indian GAAP and IND AS. No attempt has been made to identify all recognition and measurements, disclosures, presentations or classifications differences that would affect the manner in which transactions or events are presented in our financial statements (or notes thereto). Certain principal differences between Indian GAAP and IND AS that may have a material effect on our financial statements are summarized below.*

*Potential investors should consult their own professional advisors for an understanding of the differences between Indian GAAP and IND AS and how those differences might affect the financial information disclosed in this Draft Red Herring Prospectus.*

IND-AS NO.	PARTICULARS	TREATMENT AS PER INDIAN GAAP	TREATMENT AS PER IND-AS
IND-AS 1	Presentation of financial statements	<b>Other Comprehensive Income:</b> Statement of other comprehensive income is not applicable under Indian GAAP	<b>Other Comprehensive Income:</b> Ind AS-1 requires the presentation of a statement of other comprehensive income as part of the financial statements. This statement presents all the items of income and expense (including reclassification adjustments) that is not recognized in profit or loss as required or permitted by other Ind AS.
		<b>Statement of change in equity:</b> A statement of changes in equity is currently not presented. Movements in share capital retained earnings and other reserves are to be presented in the notes to accounts.	<b>Statement of change in Equity:</b> The statement of changes in equity includes the following information: •Total comprehensive income for the period, showing separately the total amounts attributable to the parent’s owners and to non-controlling interest; •The effects on each component of equity of retrospective application or retrospective restatement in accordance with Ind -AS 8; and for each component of equity ,a reconciliation between the opening and closing balances , separately disclosing each change resulting from the following – profit or loss –other comprehensive income –transactions with owners in their capacity as owners ,showing separately contributions by and distribution to owners and changes in ownership interests in subsidiaries that do not result in a ‘loss of control –Any item recognized directly in equity such as capital reserve on bargain purchase in a business combination transaction . The amounts of dividends recognized as distributions to owners during the period, and the related amount of dividends per share, shall be disclosed.
		<b>Extraordinary items:</b> Extraordinary items are disclosed separately in the statement of profit and loss and are included in the determination of net profit or loss for the period. Items of income or expense to be disclosed as extraordinary should be distinct from the ordinary activities and are determined by the nature of the event or transaction in relation to the business ordinarily carried out by an entity.	<b>Extraordinary items :</b> Presentation of any items of income or expense as extraordinary is not allowed.
		<b>Change in accounting policies:</b>	<b>Change in accounting policies:</b>

IND-AS NO.	PARTICULARS	TREATMENT AS PER INDIAN GAAP	TREATMENT AS PER IND-AS
		Under Indian GAAP, changes in accounting policies should be made only if it is required by statute, for compliance with an accounting standard or for more appropriate presentation of the financial statements on a prospective basis together with a disclosure of the impact of the same. If a change in the accounting policy has no material effect on the financial statements for the current period, but is expected to have a material effect in the later periods, the same should be appropriately disclosed.	Changes in accounting policies made on adoption of a new standard are accounted for in accordance with the transition provisions (if any) within that standard. If specific transition provisions do not exist, a change in policy (whether required or voluntary) is accounted for retrospectively (that is, by restating all comparative figures presented) unless this is impracticable.
		<b>Errors :</b> Prior period items are included in determination of net profit or loss of the period in which the error pertaining to a prior period is discovered and are separately disclosed in the statement of profit and loss in a manner that the impact on current profit or loss can be perceived.	<b>Errors:</b> Material prior period errors are corrected retrospectively by restating the comparative amounts for prior periods presented in which the error occurred or if the error occurred before the earliest period presented , by restating the opening balance sheet .
		<b>Presentation of profit and loss attributable to non-controlling interests ( minority interests ) :</b> Profit and loss attributable to minority interests is disclosed as deduction from the profit or loss for the period as an item of income or expense.	<b>Presentation of profit or loss attributable to non-controlling interests (minority interests):</b> Profit or loss attributable to non-controlling interests and equity holders of the parent are disclosed in the statement of profit or loss and other comprehensive income as allocations of profit or loss and total comprehensive income for the period.
		<b>Reclassification</b> Under Indian GAAP, a disclosure is made in financial statements that comparative amounts have been reclassified to conform to the presentation in the current period without additional disclosures for the nature, amount and reason for reclassification.	<b>Reclassification</b> Ind-AS requires, when comparative amounts are reclassified, the nature, amount and reason for reclassification to be disclosed.
IND AS 10	Events after the Reporting Period	<b>Dividends :</b> Schedule III requires disclosure of proposed dividends in the notes to accounts. However ,as per the requirements of AS 4 , which override the provisions of schedule III, dividends stated to be in respect of the period covered by the financial statements ,which are proposed or declared after the balance sheet date but before the approval of the financial statements will have to be recorded as a provision . Further ,as per recent amendment in Accounting Standards 4 ,dividends declared subsequent to the balance sheet are to be considered as a non – adjusting event, which is similar to the Ind AS requirement .	<b>Dividends:</b> Liability for dividends declared to holders of equity instruments are recognized in the period when declared. It is a non-adjusting event, which is an event after the reporting period that is indicative of a condition that arose after the end of the reporting period. As per Ind AS 10 , dividends proposed or declared after the balance sheet date but before the financial statements have been approved for issue are not recognized as liability at the balance sheet date. Details of these dividends are, however, disclosed.
IND-AS 12	Income Taxes	Deferred taxes are computed for timing differences in respect of recognition of items of profit or loss.	Deferred taxes are computed for all temporary differences between the accounting base and the tax base of assets and liabilities and their carrying amounts.
IND-AS 16	Property, Plant & Equipments & Depreciation	Property, plant and equipment are not required to be componentized as per AS-10. However, companies act requires the company to adopt component accounting. The Companies Act 2013 sets out the	Property, plant and equipment are componentized and are depreciated separately. There is no concept of minimum statutory depreciation under IND AS.



IND-AS NO.	PARTICULARS	TREATMENT AS PER INDIAN GAAP	TREATMENT AS PER IND-AS
		estimated useful lives of assets based on the nature of the asset and the useful life used for depreciation ordinarily should not differ from the useful life specified in the Companies Act, 2013. However a different useful life maybe used based on technical analysis and requires disclosures in financial statements. Further, as per recent amendment in Accounting Standards 10, the standard is made in line with the requirements of IND AS.	
IND-AS 17	Leases : Interest in leasehold land	Interests in leasehold land are recorded and classified as a fixed asset.	Interests in leasehold land are recorded and classified as operating leases or finance leases as per set definition and classification criteria. An important consideration is that the land has an indefinite economic life.
IND-AS 18	Revenues- Measurement	Revenue is recognized at the nominal amount of consideration receivable.	Revenue is recognized at fair value of the consideration receivable. Fair value of revenue from sale of goods and services when the inflow of cash and cash equivalents is deferred is determined by discounting all future receipts using an imputed rate of interest. The difference between the fair value and the nominal amount of consideration is recognized as interest revenue using the effective interest method.
IND-AS 19	Employee Benefits Actuarial gains and losses	All actuarial gains and losses are recognized immediately in the statement of profit and loss.	Actuarial gains and losses representing changes in the present value of the defined benefit obligation resulting from experience adjustment and effects of changes in actuarial assumptions are recognized in other comprehensive income and not reclassified to profit or loss in a subsequent period.
IND-AS 21	Effects of changes on Foreign Exchange Rates : Functional and presentation currency	Foreign currency is a currency other than the reporting currency, which is the currency in which the financial statements are presented. There is no concept of functional currency.	Functional currency is the currency of the primary economic environment in which the entity operates .Foreign currency Is a currency other than the functional currency. Presentation currency is the currency in which the financial statements are presented.
IND-AS 32	Classification of Equity and Financial Liabilities	Under Indian GAAP, financial instruments are classified As a liability or equity based on legal form. Redeemable preference shares will be classified as Shareholders Funds. Preference dividends are always recognized similar to equity dividends and are not treated as interest expense.	Under Ind-AS, financial instruments are classified as a liability or equity according to the substance of the contractual arrangement (and not its legal form) and the definitions of financial liabilities and equity instruments. Dividends on financial instruments classified as financial liability are recognized as an interest expense in the statement of profit or loss and other comprehensive income. Hence, if preference shares meet the definition of financial liability, the dividend is treated as an interest expense.
IND-AS 37	Provisions, Contingent Liabilities and Contingent assets	Provisions are not recognized based on constructive obligations though some provisions may be needed in respect of obligations arising from normal practice, custom and a desire to maintain good business relations or to act in an equitable manner.	A provision is recognized only when a past event has created a legal or constructive obligation, an outflow of resources is probable, and the amount of the obligation can be estimated reliably. A constructive obligation is an obligation that derives from an entity's actions where, by an established pattern of past practice, published policies or a sufficiently specific current statement, the entity has indicated to other parties that it will accept certain

IND-AS NO.	PARTICULARS	TREATMENT AS PER INDIAN GAAP	TREATMENT AS PER IND-AS
			responsibilities, and as a result, the entity has created a valid expectation on the part of those other parties that It will discharge those responsibilities.
<b>IND-AS 103</b>	Accounting of acquisitions: Business combinations	As per Indian GAAP, amalgamations in the nature of purchase are accounted for by recording the identifiable assets and liabilities of the acquirer either at the fair value or at book values. Amalgamations in the nature of merger are accounted under the pooling of interests method. Identifiable assets and liabilities of subsidiaries acquired by purchase of shares which are not amalgamations are recorded in the consolidated financial statements at the carrying amounts stated in the acquired subsidiary's financial statements on the date of acquisition.	Under IND-AS, business combinations, other than those between entities under common control are accounted for using the purchase method, wherein fair values of identifiable assets and liabilities of the acquiree are recognized (with very limited exceptions). Business combinations between entities under common control should be accounted for using the 'pooling of interests 'method.
<b>IND-AS 108</b>	Determination of Segments	Under Indian GAAP, companies are to identify two sets of segments (business and geographical), using a risks and rewards approach, with the company's system of internal financial reporting to key management personnel serving only as the starting point for the identification of such segments.	Under Ind AS, operating segments are identified based on the financial information that is regularly reviewed by the chief operating decision maker (CODM) in deciding how to allocate resources and in assessing performance.
<b>IND-AS 109</b>	Financial Assets	Under Indian GAAP, the company classifies its financial assets and liabilities as short term or long term. Long term investments are carried at cost less any permanent diminution in the value of such investments determined on a specific identification basis. Current investments are carried at lower of cost and fair value.	All financial assets are classified as measured at amortized cost or measured at fair value through profit and loss or fair value through other comprehensive income.
	Financial Liabilities	Financial liabilities are carried at their transaction values.	Financial liabilities held for trading are subsequently measured at fair value through profit and loss and all other financial liabilities are measured at amortized cost using effective interest method.

## MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATION

*You should read the following discussion of our financial condition and results of operations together with our restated consolidated financial statements for the nine months ended December 31, 2017 and Fiscal 2017, 2016, 2015, 2014 and 2013, including the notes thereon and the report thereon, in the chapter titled "Financial Statements" beginning on page 223 of this Draft Red Herring Prospectus. You should also read the chapter titled "Risk Factors" on page 16 of this Draft Red Herring Prospectus, which discusses a number of factors and contingencies that could impact our financial condition and results of operations.*

*The following discussion relates to our Company, unless otherwise stated and is based on restated consolidated financial statements. These financial statements have been prepared in accordance with Indian GAAP, the Companies Act and the SEBI ICDR Regulations and restated as described in the report of our Auditors dated February 20, 2018, which is included in this Draft Red Herring Prospectus under "Financial Statements" beginning on page 223 of this Draft Red Herring Prospectus. Our Fiscal ends on March 31 of each year; therefore, all references to a particular fiscal are to the twelve-month period ended March 31 of that year. See also the chapter titled "Presentation of Financial, Industry and Market Data" on page 13 of this Draft Red Herring Prospectus.*

*This discussion may contain forward-looking statements and reflect our current future plans and expectations. Actual results may differ materially from those anticipated in the forward-looking statements. 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. Given these uncertainties, prospective investors are cautioned not to place undue reliance on such forward-looking statements. Factors that could cause or contribute to such differences include, but are not limited to, those discussed in the section titled "Risk Factors" on page 16 and chapter titled "Forward-Looking Statements" and "Our Business" on pages 15 and 152, respectively of this Draft Red Herring Prospectus. In this section "we", "us", "our" refers to our Company.*

### **Business Overview**

We are an agri-input Company focused on manufacturing, distribution and retailing of a wide range of crop yield enhancing and protection products. Our product portfolio includes crop protection, crop nutrients, seeds, veterinary feed supplements. Further, in order to secure supply of sulphuric acid, one of our key ingredients, we also ventured into manufacturing of sulphuric acid. We produce sulphuric acid as well as other sulphuric acid based chemicals like LABSA and oleum that have wider applications across industries like agrochemicals, veterinary feed supplements, pharmaceuticals, synthetic detergents etc. Our range of product encompasses products across the agri-value chain viz., from seeds to crop nutrients products to crop protection products and also veterinary feed supplements.

Majority of our sales is from branded products like "FAST" (application has been made for trademark registration), "MOTOX - 10G" (trademark registered), "SAMRAT ATRAZINE 50% WP" (application has been made for trademark registration) and "MEGA IMIDA" (application has been made for trademark registration) brands for crop protection; "AJAY (14-35-14)" (trademark registered) and "AJAY (20-20-0)" (trademark registered) for NPK mixture crop nutrient products; "ANNADATA SINGLE SUPER PHOSPHATE" for single super phosphate; "ABHAYA CAL MIX" (trademark registered) for di-calcium phosphate and "APURVA SEEDS" (application has been made for trademark registration) for seeds. For complete details of brands/trademarks registered by our Company, please refer chapter titled "Government and Other Approvals" on page 427 of this Draft Red Herring Prospectus. To ensure timely supply and availability of our products as well as achieve last mile connectivity with the farmers, we have set-up Company operated depots at 9 locations across India that are established based on the agricultural belts and / or having ease of connectivity with our dealer network. We have also appointed C & F Agents in 8 locations. Our products are distributed from our depots / manufacturing location based warehouses/C & F Agents to a network of approximately 8,000 dealers spread across various states in India. Further, our Company has also set-up a chain of company operated retail outlets known as Kisan Seva Kendras in the East and West Godavari, Vizianagaram, Srikakulam, Visakhapatnam and Krishna districts of Andhra Pradesh; Warangal district of Telangana; and Koppal, Raichur, Bellary and Gadag districts of Karnataka where our primary manufacturing operations are conducted as a channel of direct sales to our end customers.

Our Company is a part of the K.P.R. group based out of East Godavari district of Andhra Pradesh. The group has interests in agri-inputs, chemicals, rice mills and poultries. One of our Promoters, Rajasekhar Reddy Kovvuri along with other partners entered into business of agrochemicals and fertilisers through a partnership firm M/s. Mega Chemicals and Fertilisers on January 17, 2000. Pursuant to a Partnership Deed – Change in Constitution dated March 1, 2003, our Promoters Venkata Mukunda Reddy Karri and Papa Reddy Kovvuri also became

partners amongst other partners of M/s. Mega Chemicals and Fertilisers. Post incorporation of our Company in the year 2007, the assets and liabilities of M/s. Mega Chemicals & Fertilisers were transferred to our Company. For further details, see the chapter titled “*History and Certain Corporate Matters*” on page 183 of this Draft Red Herring Prospectus. Over the years, we have focused on organic growth by investing to increase our production capacities and diversify our product range from being only a crop protection product company to wide product portfolio based agri-input company.

As on January 31, 2018, we have a wide product portfolio across the agri-value chain as noted below –

- Crop Protection Products – registrations of 156 formulations from CIB;
- Crop Nutrient Products - single super phosphate, 11 grades of NPK mixture fertilizers, micro nutrients and bio products;
- Seeds – 83 variety of seeds spanning various field and vegetable crops for which we have received centralised seed license certification for marketing and/or research and trial marketing;
- Veterinary Feed Supplements– di-calcium phosphate for animal feed and also for use in pharmaceutical industry; and
- Sulphuric Acid – production of sulphuric acid and sulphuric acid based chemicals like LABSA and oleum for variety of industrial applications including agrochemicals, pharmaceuticals, etc.

We operate three manufacturing facilities viz one each at Balabhadrapuram and Biccavolu in East Godavari district of Andhra Pradesh and one in Koppal district, Karnataka and our seed processing unit is located in Warangal district, Telangana which is operated under our wholly-owned subsidiary Sri Sai Swarupa Seeds Private Limited. We have an installed capacity of 555,000 MTPA of crop nutrient products, 21,560 MTPA of crop protection products, 32,400 MTPA for veterinary feed supplements, 162,600 MTPA for chemicals and the installed capacity of our seed processing unit is 15,000 MTPA. We have also set-up a waste heat recovery plant at our manufacturing facility at Biccavolu, East Godavari as well as Koppal, Karnataka to generate power in order to optimally use the steam produced during the manufacturing of sulphuric acid. The aggregate capacity of our waste heat recovery power plants is 2.5 MW (1.5 MW at Biccavolu, Andhra Pradesh and 1 MW at Koppal, Karnataka) which caters to our captive power requirements at our manufacturing facilities.

We have a quality control laboratory at (i) Biccavolu facility, Andhra Pradesh, (ii) Balabhadrapuram facility, Andhra Pradesh; (iii) Warangal facility, Telangana; and (iv) Koppal facility, Karnataka, which primarily monitors the quality of our major raw materials and finished goods. Further, we have received quality control certifications relating to our products and manufacturing facilities including ISO 14001:2004 certificate for operating as environmental management system for our manufacturing facilities located at Biccavolu and Balabhadrapuram, Andhra Pradesh and Koppal, Karnataka having scope of manufacturing and supply of pesticides, fertilizers, chemicals, API's and animal nutrients; OHSAS 18001:2007 certificate for operating as occupational health and safety management system for Biccavolu facility and Balabhadrapuram facility, Andhra Pradesh and Koppal facility, Karnataka having scope of manufacturing and supply of pesticides, fertilizers, chemicals, API's and animal nutrients; ISO 9001:2015 certificate for operating as quality management system for manufacturing facilities at Balabhadrapuram and Biccavolu, Andhra Pradesh having scope of manufacturing & supply of pesticides, fertilizers, chemicals, bulk drugs and animal nutrients; license as per IS 5470:2002 for the product di-calcium phosphate animal feed grade for manufacturing facility at Biccavolu, Andhra Pradesh and license as per IS 1664:2002 for the product mineral mixture supplementing cattle feed type 1 and 2 for manufacturing facility at Biccavolu, Andhra Pradesh. For further details please refer to our chapter titled “*Key Regulations and Policies*” appearing on page 171 of this Draft Red Herring Prospectus.

As on January 31, 2018, we had a total workforce of 1,517 (including 61 contract labourers).

The table below provides information regarding total revenue from operations (net of excise duty) on consolidated basis, including subsidy from the government relating to various business verticals for the last three Fiscals:

(Unless stated otherwise, ₹ in million)

Segments	Fiscal 2015		Fiscal 2016		Fiscal 2017	
	Net Sales	% of revenue from operations	Net Sales	% of revenue from operations	Net Sales	% of revenue from operations
<b>Fertilisers*</b>	3,971.88	66.48	4,075.05	70.25	4,102.28	70.28
<b>Chemicals</b>	600.01	10.04	450.97	7.77	445.55	7.63

<b>Pesticides</b>	1,166.38	19.52	1003.18	17.29	1,017.01	17.42
<b>Seeds</b>	236.11	3.95	271.66	4.68	272.54	4.67
<b>Total</b>	<b>5,974.38</b>	<b>100.00</b>	<b>5,800.87</b>	<b>100.00</b>	<b>5,837.38</b>	<b>100.00</b>

*\*including veterinary feed supplements and trading in fertilisers*

## **OUR STRENGTHS**

We believe that the following are our key competitive strengths:

### **1. Wide agri-input product portfolio with presence across the agri-value chain enabling diversification of revenue risk**

Over the years, we have grown significantly on account of diversification of our product range from being only a crop protection product company in the year 2007 to a wide agri-input product portfolio company. Our range of product encompasses products across the agri-value chain viz., from seeds to crop nutrients products to crop protection products and also veterinary feeds supplements. Today, we have a diversified portfolio including (i) registrations of 156 formulations in the crop protection products from CIB; (ii) Single super phosphate fertilizer, 11 grades of NPK mixture fertilizers, micro nutrients and bio products under crop nutrient products; (iii) 83 variety of seeds; (iv) Di-calcium phosphate which is used for veterinary feed supplements and also for use in the pharmaceuticals industry; and (v) sulphuric acid and sulphuric acid based chemicals like DMS, LABSA and oleum for variety of industrial applications including agrochemicals, pharmaceuticals, etc.

Further, we believe our continued engagement with the dealers and wide reach to the farmers has helped us to understand the specific product requirements of end customers thereby enabling us to identify new product opportunities from time to time. This along with our objective of being present across the agri-value chain and meet the growing needs of farmers has enabled us to widen our product portfolio which has also helped us to de-risk our revenues.

### **2. Strong and growing distribution network**

In order to ensure timely supply and availability of our products as well as achieve last mile connectivity with the farmers, we have set-up company operated depots at 9 locations and also have C & F Agents at 8 locations across India that are established based on the location of the agricultural belts and / or for having ease of connectivity with our dealer network. Our products are distributed from our depots and manufacturing location based warehouses to a network of approximately 8,000 dealers/distributors spread across various states in India. Further, as on January 31, 2018, our Company has also set-up a chain of 131 Company operated retail outlets known as Kisan Seva Kendras in the East and West Godavari districts; Srikakulam, Vizianagaram, Visakhapatnam and Krishna district of Andhra Pradesh; Warangal district of Telangana as well as Koppal, Raichur, Bellary and Gadag districts of Karnataka, where our primary manufacturing operations are conducted as a channel of direct sales to our end customers, which also enables us to showcase our variety of products. We believe, our growing distribution network facilitates efficient sales and brand visibility of our products in the markets where we operate.

We have a strong marketing team of 162 people as on January 31, 2018, who are in touch with our dealer network on a regular basis to understand demand patterns and also offer them various incentive structures, payment patterns, etc in order to push our product sales. Further, our sales personnel visit various villages on periodic basis to conduct camps to educate farmers and dealers on the various products of our Company, application procedures and the related benefits. In order to provide support services to our end customers and dealers, we have also set-up a dedicated toll-free helpline for delivering product information, technical details, etc. This has helped us to reach and establish connectivity with our end customers. Further, we believe our strong relationship with our dealers and our chain of company operated stores has enabled us to introduce new products in our existing markets within a short time frame.

### **3. Material sourcing capabilities**

We believe that the availability of multiple raw material providers across various jurisdictions for our varied range of products helps us in not being dependent on a single or limited number of suppliers. We source our technicals, chemicals, urea, DAP, MOP and other generic active ingredients in their finished form from third party manufacturers, domestically as well as internationally depending on the availability and pricing dynamics. We continue to develop and maintain our relationship with the third party suppliers to ensure timely delivery of raw materials.

Further, our Company is registered with Department of Fertilisers as a certified importer of P&K fertilisers, which we import and process into various grades of NPK mixtures and then subsequently sell them under our brand. Further, our Company is also licensed to import some technical products which are primary raw materials for some of our crop protection products. We do not have to depend on third party for sourcing these materials. Our ability to directly source raw materials enables us to plan our production and allocate resources effectively.

#### **4. Certified manufacturing facilities**

Our Company operates three manufacturing facilities viz one each at Balabhadrapuram and Biccavolu in East Godavari district of Andhra Pradesh and one in Koppal district, Karnataka and our seed processing unit is located in Warangal district, Telangana which is operated under our wholly-owned subsidiary Sri Sai Swarupa Seeds Private Limited. We have an installed capacity of 555,000 MTPA of crop nutrient products, 21,560 MTPA of crop protection products, 32,400 MTPA for veterinary feed supplements, 162,600 MTPA for chemicals and the install capacities of our seed processing unit is 15,000 MTPA. Our combined installed capacities for production of sulphuric acid is 420 TPD used for both captive consumption as well as external sales. We have also set-up waste heat recovery plant at our manufacturing facility at Biccavolu, East Godavari as well as Koppal, Karnataka to generate power in order to optimally use the steam produced during the manufacturing of sulphuric acid. The aggregate capacities of our waste heat recovery power plants is 2.5 MW (1.5 MW at Biccavolu, Andhra Pradesh and 1 MW at Koppal, Karnataka) which caters to our captive power requirements at our manufacturing facilities.

We have a quality control laboratory at (i) Biccavolu facility, Andhra Pradesh, (ii) Balabhadrapuram facility, Andhra Pradesh; (iii) Warangal facility, Telangana; and (iv) Koppal facility, Karnataka, which primarily monitors the quality of our major raw materials. Further, we have received quality control certifications relating to our products and manufacturing facilities including ISO 14001:2004 certificate for operating as environmental management system for our manufacturing facilities located at Biccavolu, Balabhadrapuram and Koppal having scope of manufacturing and supply of pesticides, fertilizers, chemicals, APIs and animal nutrients; OHSAS 18001:2007 certificate for operating as occupational health and safety management system for our manufacturing facilities located at Balabhadrapuram and Koppal having scope of manufacturing and supply of pesticides, fertilizers, chemicals, APIs and animal nutrients; ISO 9001:2015 certificate for operating as quality management system for our manufacturing facilities located at Biccavolu and Balabhadrapuram having scope of manufacturing and supply of pesticides, fertilizers, chemicals, bulk drugs and animal nutrients; license as per IS 5470:2002 for the product di-calcium phosphate animal feed grade for our Biccavolu facility and license as per IS 1664:2002 for the product mineral mixture supplementing cattle feed type 1 and 2 for our manufacturing facility located at Biccavolu. For further details please refer to our chapter titled “*Government and Other Approvals*” appearing on page 427 of this Draft Red Herring Prospectus.

#### **5. Experienced Promoters and management team**

Our Promoters have played a key role in developing our business and we benefit from their significant experience in the agri-input industry. Our individual promoters traditionally were into the business of rice mills and poultry farming. For details in relation to our Promoters and the experience of our Key Managerial Personnel, see “*Our Promoters, Promoter Group and Group Entities*” and “*Our Management*” on pages 206 and 191 respectively of this Draft Red Herring Prospectus. We believe that the domain knowledge and experience of our Promoters and our management team provides us with an advantage as we seek to grow in our existing markets and enter new geographies. We believe that our management team’s industry experience, knowledge and relationships with suppliers and customers have led to growth in the past. Our management’s ability to identify new avenues of growth and implement our business strategies in efficient manner has been one of the important factors towards our Company’s growth.

### **Business Strategy**

#### **1. Enhance product offering**

We will continue to identify related product opportunities based on market trends and intelligence, feedback from our dealer network and identify opportunities in the off-patent chemistry products.

#### **2. Geographical expansion**

Currently, our products are marketed in Andhra Pradesh, Telangana, Maharashtra, Odisha, Rajasthan, Bihar, Tamil Nadu, Kerala, Karnataka, Punjab, Haryana, Jharkhand and Madhya Pradesh. We intend to expand our reach in these states by appointing more dealers. We also intend to market our products in other parts of India, namely, Uttar Pradesh, Himachal Pradesh, Chhattisgarh and West Bengal thereby increasing our footprint.

### 3. Increase our market penetration

To further strengthen our timely supply and availability of our products as well as achieve last mile connectivity with the farmers around our manufacturing facilities, our Company has set up Kisan Seva Kendras – Company Operated retail stores. Currently, our Company has these stores in and around the districts of Andhra Pradesh including Srikakulam, Vizianagaram, Vishakhapatnam, East and West Godavari and Krishna; in Karnataka around Koppal, Gadag, Bellary and Raichur districts and in Warangal district of Telangana which are closer to our manufacturing units. Further, to deepen our connectivity as well as expand our reach, our Company will explore the possibility to increase the dealer network across various states in India.

#### Significant factors affecting results of our operations

Our business, results of operations and financial condition are affected by a number of factors, including:

- Our ability to maintain our market position;
- Significant change in the Government's economic liberalization and deregulation policies;
- Seasonal and cyclical nature of the agricultural industry and unfavourable climatic conditions;
- Introduction of alternative crop protection measures such as biotechnology products, pest resistant seeds or genetically modified crops
- Fluctuation of price of our raw materials and our reliance on third party suppliers for our raw materials; and on the demand for our products;
- The impact of climate change and other environmental factors;
- Occurrence of a natural disaster like floods etc.;
- Changes in the legal, regulatory and political environment in India;
- Our inability to implement our expansion plans in a timely and effective manner due to factors beyond our control; and
- Our ability to successfully implement our strategy.

#### Components of our Revenue and Expenses

The following table sets forth certain information with respect to our revenues, expenses and profits, also expressed as a percentage of our total revenue, for the nine months ended December 31, 2017 and Fiscal 2017, 2016 and 2015 as derived from our restated consolidated financial statements:

Particulars	For the period ended December 31, 2017		Fiscal 2017		Fiscal 2016		Fiscal 2015	
	₹ in million	% of total revenue	₹ in million	% of total revenue	₹ in million	% of total revenue	₹ in million	% of total revenue
Revenue from operations	4,456.22	99.54	5,837.38	98.82	5,800.87	99.77	5,974.38	99.48
Other income	20.80	0.46	69.57	1.18	13.20	0.23	31.31	0.52
<b>Total Revenue</b>	<b>4,477.02</b>	<b>100.00</b>	<b>5,906.95</b>	<b>100.00</b>	<b>5,814.07</b>	<b>100.00</b>	<b>6,005.69</b>	<b>100.00</b>
Cost of materials consumed	2,985.47	66.68	2,963.47	50.17	3,793.12	65.24	3,932.07	65.47
Purchases of stock - in – trade	53.79	1.20	971.80	16.45	233.91	4.02	20.56	0.34
Changes in inventories of finished goods, Work-in-progress and stock in trade	40.04	0.89	85.15	1.44	(140.57)	(2.42)	176.91	2.95
Employee benefits expense	238.18	5.32	337.03	5.71	290.14	4.99	216.21	3.60
Finance costs	360.26	8.05	550.05	9.31	508.72	8.75	487.65	8.12
Depreciation and amortization	155.77	3.48	198.95	3.37	175.48	3.02	143.05	2.38
Other expenses	360.23	8.05	523.47	8.86	590.38	10.15	627.06	10.44
<b>Total Expenses</b>	<b>4,193.74</b>	<b>93.67</b>	<b>5,629.92</b>	<b>95.31</b>	<b>5,451.18</b>	<b>93.76</b>	<b>5,603.51</b>	<b>93.30</b>

<b>Restated profit / (loss) before exceptional items and taxes, as restated</b>	<b>283.28</b>	<b>6.33</b>	<b>277.03</b>	<b>4.69</b>	<b>362.89</b>	<b>6.24</b>	<b>402.18</b>	<b>6.70</b>
Less: Exceptional items	-	-	-	-	-	-	6.64	0.11
<b>Profit before tax as restated</b>	<b>283.28</b>	<b>6.33</b>	<b>277.03</b>	<b>4.69</b>	<b>362.89</b>	<b>6.24</b>	<b>395.54</b>	<b>6.59</b>
<b>Less : Tax expenses</b>								
- Current tax	78.76	1.76	59.61	1.01	96.19	1.65	87.31	1.45
- MAT credit entitlement	-	-	-	-	-	-	-	-
- Deferred tax charge / (credit)	(7.57)	(0.17)	(10.69)	(0.18)	23.59	0.41	25.84	0.43
<b>Restated Profit / (loss) for the period/ year as restated</b>	<b>212.09</b>	<b>4.74</b>	<b>228.11</b>	<b>3.86</b>	<b>243.11</b>	<b>4.18</b>	<b>282.39</b>	<b>4.70</b>

### Principal components of statements of profit and loss

#### Revenue

*Revenue* – Total revenue consists of revenue from operations and other income.

*Revenue from Operations* – Revenue from operations comprises of revenues from the sale of manufactured products as well as traded products and subsidy from government.

Sale of products primarily includes revenue from sale of pesticides which are mainly crop protection products, sale of crop nutrients products, sale of chemical products which majorly includes sale of DCP and sulphuric acid as well as sulphuric acid based products like LABSA and Oleum, and sale of hybrid seeds. Traded goods primarily comprises of revenues from the sale of imported fertilisers.

Our revenues from the sales of manufactured goods and traded goods from government were as follows:

Particulars	For the period ended December 31, 2017		Fiscal 2017		Fiscal 2016		Fiscal 2015	
	₹ in million	% of total revenue	₹ in million	% of total revenue	₹ in million	% of total revenue	₹ in million	% of total revenue
<b>Revenue from operations</b>								
Revenue from products manufactured	4,359.71	97.38	4,743.49	80.30	5,599.01	96.30	5,930.37	98.75
Revenue from products traded	96.51	2.16	1,093.89	18.52	201.86	3.47	44.01	0.73
	<b>4,456.22</b>	<b>99.54</b>	<b>5,837.36</b>	<b>98.82</b>	<b>5,800.87</b>	<b>99.77</b>	<b>5,974.38</b>	<b>99.48</b>
<b>Other income</b>	20.80	0.46	69.57	1.18	13.20	0.23	31.31	0.52
<b>Total revenue</b>	<b>4,477.02</b>	<b>100.00</b>	<b>5,906.95</b>	<b>100.00</b>	<b>5,814.07</b>	<b>100.00</b>	<b>6,005.69</b>	<b>100.00</b>

*Other Income* – Other income primarily includes interest income, gain on foreign currency transactions, rent received, scrap sales, income from weigh bridge, electricity incentives and sales tax incentives.

#### Expenses

Particulars	For the period ended December 31, 2017	Fiscal 2017	Fiscal 2016	Fiscal 2015
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	₹ in million	% of total revenue	₹ in million	% of total revenue	₹ in million	% of total revenue	₹ in million	% of total revenue
Cost of materials consumed	2,985.47	66.68	2,963.47	50.17	3,793.12	65.24	3,932.07	65.47
Purchase of stock - in - trade	53.79	1.20	971.80	16.45	233.91	4.02	20.56	0.34
Changes in inventories of finished goods, Work-in-progress and stock in trade	40.04	0.89	85.15	1.44	(140.57)	(2.42)	176.91	2.95
Employee benefits expense	238.18	5.32	337.03	5.71	290.14	4.99	216.21	3.60
Finance costs	360.26	8.05	550.05	9.31	508.72	8.75	487.65	8.12
Depreciation and Amortization	155.77	3.48	198.95	3.37	175.48	3.02	143.05	2.38
Other expenses	360.23	8.05	523.47	8.86	590.38	10.15	627.06	10.44
<b>Total Expenses</b>	<b>4,193.74</b>	<b>93.67</b>	<b>5,629.92</b>	<b>95.31</b>	<b>5,451.18</b>	<b>93.76</b>	<b>5,603.51</b>	<b>93.30</b>

Our total expenses consists of cost of materials consumed, purchase of stock in trade, changes in inventories of finished goods, work-in-progress and stock in trade, employee benefit expenses, finance cost, depreciation and amortization expenses and other expenses.

*Cost of materials consumed* – Cost of materials consumed comprises cost incurred towards the purchase of raw materials used for manufacturing of our products. The primary raw materials which are used for manufacturing of our products include rock phosphate, pesticide technicals, diammonium phosphate, MOP, sulphur, packing material, urea, dolomite/ filling material, sulphur.

*Purchase of stock in trade* – Purchase of stock in trade primarily comprises of expenses towards purchase of imported fertilisers and seeds, purchase of animal health care products.

*Changes in inventories of finished goods, work-in-progress and stock in trade* -We include net of our closing and opening stocks of finished goods, work in progress and stock-in-trade as an expense.

*Employee benefit expense* – Employee benefit expense primarily includes expenses towards salaries and wages, director remuneration, contributions to provident and other funds, gratuity, leave encashment, bonus and staff welfare expenses.

*Finance Cost* – Finance cost primarily consists of interest on short-term and long-term loans from banks and other finance charges.

*Depreciation and amortization expenses* – Depreciation and amortization expenses primarily consist of depreciation of tangible and intangible fixed assets.

*Other expenses* – Other expenses primarily include costs incurred towards power and fuel, outward freight, other manufacturing expenses, repairs and maintenance, rent, conveyance and travelling expenses and other administrative expenses.

### Exceptional Items

Particulars	For the period ended December 31, 2017		Fiscal 2017		Fiscal 2016		Fiscal 2015	
	₹ in million	% of total revenue	₹ in million	% of total revenue	₹ in million	% of total revenue	₹ in million	% of total revenue
Exceptional items	-	-	-	-	-	-	6.64	0.11

Our exceptional item in Fiscal 2015 is on account of loss of ₹ 6.64 million on sale of windmill.

### Tax Expense

Particulars	For the period ended December 31, 2017		Fiscal 2017		Fiscal 2016		Fiscal 2015	
	₹ in million	% of total revenue	₹ in million	% of total revenue	₹ in million	% of total revenue	₹ in million	% of total revenue
<b>Tax expenses</b>								
- Current tax	78.76	1.76	59.61	1.01	96.19	1.65	87.31	1.45
- MAT credit entitlement	-	-	-	-	-	-	-	-
- Deferred tax charge / (credit)	(7.57)	(0.17)	(10.69)	(0.18)	23.59	0.41	25.84	0.43

*Current tax expense* – Our current income tax expenses are calculated in accordance with tax regulations relevant to our business.

*MAT credit entitlement*– Minimum Alternate Tax (“MAT”) under the provisions of the Income-tax Act, 1961 is recognized as current tax in the statement of profit and loss. The credit available under the Income Tax Act, 1961 in respect of MAT paid is recognized as an asset only when and to the extent there is convincing evidence that we will pay normal income tax during the period for which the MAT credit can be carried forward for set-off against the normal tax liability. MAT credit recognized as an asset is reviewed at each balance sheet date and written down to the extent the aforesaid convincing evidence no longer exists.

*Deferred tax charge/ (credit)* - Our deferred tax expense and benefit reflects the tax effects of timing differences between accounting and taxable income for the period.

#### Profit/ (loss) for the period as restated

Particulars	For the period ended December 31, 2017		Fiscal 2017		Fiscal 2016		Fiscal 2015	
	₹ in million	% of total revenue	₹ in million	% of total revenue	₹ in million	% of total revenue	₹ in million	% of total revenue
Restated profit / (loss) for the period/ year as restated	212.09	4.74	228.11	3.86	243.11	4.18	282.39	4.70

Profit/ (loss) for the period, as restated represent summation of profit/ (loss) after tax.

#### Our Results of Operations

##### For the nine months period ended December 31, 2017

Our total revenue for the period ended December 31, 2017 was ₹ 4,477.02 million, of which revenue from operations was ₹ 4,456.22 million and other income of ₹ 20.80 million.

##### Revenue from Operations

Our revenue from operations comprises of sale of manufactured products of ₹ 4,359.71 million and revenue from traded products of ₹ 96.51 million. Revenue from operations represents 99.54% of our total revenue.

##### Other Income

Our other income for the period ended December 31, 2017 was 20.80 million which comprises of interest income of ₹ 5.71 million, rent received of ₹ 0.14 million, gain on foreign currency transactions of ₹ 14.86 million, income from weigh bridge of ₹ 0.07 million and scrap sales of ₹ 0.02 million. Other income represents 0.46% of our total revenue.

##### Expenses

##### *Cost of material consumed*

Our cost of material consumed was ₹ 2,985.47 million for the period ended December 31, 2017, primarily comprises of purchase of raw materials, viz., rock phosphate, sulphur, pesticide technicals, emulsifiers, solvents and LAB. Cost of material consumed represents 66.68% of our total revenue.

#### ***Purchase of stock-in-trade***

Purchase of stock in trade amounted to ₹ 53.79 million for the period ended December 31, 2017, which primarily comprise of purchase of diammonium phosphate, seeds, fertilizers and animal healthcare products. Purchase of stock in trade represents 1.20% of our total revenue.

#### ***Changes in inventories of finished goods, work-in-progress and stock-in-trade***

The changes in inventories of finished goods, work-in-progress and stock-in-trade was ₹ 40.04 million for the period ended December 31, 2017, primarily on account of decrease in inventory of WIP, stock-in-trade and finished goods.

#### ***Employee benefits expenses***

Our employee benefit expenses amounted to ₹ 238.18 million for the period ended December 31, 2017, which includes salary and wages of ₹ 193.06 million, contribution to provident fund of ₹ 12.73 million, directors remuneration of ₹ 10.80 million, bonus of ₹ 8.28 million, staff welfare expenses of ₹ 6.43 million, leave encashment of ₹ 5.09 million and gratuity expense of ₹ 1.79 million. Further, the employee benefit expenses represent 5.32% of our total revenue.

#### ***Finance costs***

Our finance costs was ₹ 360.26 million for the period ended December 31, 2017 primarily includes interest on working capital, interest on term loans and other financials charges. Finance cost represents 8.05% of our total revenue.

#### ***Depreciation and Amortisation***

The depreciation and amortisation expenses were ₹ 155.77 million for the period ended December 31, 2017. The depreciation and amortisation expenses represent 3.48% of our total revenue.

#### ***Other expenses***

Our other expenses was ₹ 360.23 million for the period ended December 31, 2017, which primarily comprises of power and fuel expenses, other manufacturing expenses, repairs and maintenance, outward freight, rent, conveyance and travelling expenses and other administrative expenses. Our other expenses represent 8.05% of our total revenue.

#### ***Tax expense***

Our tax expense was ₹ 71.19 million after considering deferred tax credit of ₹ (7.57) million for the period ended December 31, 2017.

#### ***Profit/ (loss) for the period, as restated***

Our profits after tax as restated for the period ended December 31, 2017 was ₹ 212.09 million which represents 4.74% of our total revenue.

### **Fiscal 2017 compared to Fiscal 2016**

#### ***Total revenue***

Our total revenue has marginally increased from ₹ 5,814.07 million for the Fiscal 2016 to ₹ 5,906.95 million for the Fiscal 2017. This was primarily on account of increase in sale of traded products and foreign exchange gain.

#### ***Revenue from operations***

Our revenue from operations comprises of revenue from manufactured products and revenue from products traded amounting to ₹ 4,743.49 million & ₹ 1,093.89 million and ₹5,599.01 & ₹201.86 million for Fiscal 2017 and Fiscal 2016 respectively. The reduction in revenue from manufacturing is primarily on account fall in sale of SSP & NPK fertilisers. However, the overall increase in revenue from operations is attributable to increase in sale of traded products.

#### ***Other income***

Our other income has increased by 427.05% from ₹ 13.20 million for the Fiscal 2016 to ₹ 69.57 million for the Fiscal 2017, primarily on account of foreign exchange gains pertaining to trading of imported products.

#### ***Total Expenses***

Our total expenses have increased by 3.28% from ₹ 5,451.18 million for the Fiscal 2016 to ₹ 5,629.92 million for the Fiscal 2017. This was mainly due to increase in purchase of stock-in-trade, finance costs and depreciation.

#### ***Cost of material consumed***

Our cost of material consumed has decreased by 21.87% from ₹ 3,793.12 million for the Fiscal 2016 to ₹ 2,963.47 million for the Fiscal 2017, primarily on account of reduction in revenue from manufactured products.

#### ***Purchase of stock-in-trade***

The purchase of traded goods has increased by 315.46% from ₹ 233.91 million in Fiscal 2016 to ₹ 971.80 million in Fiscal 2017. The increase in purchase of traded goods was mainly on account of increased purchase of imported DAP.

#### ***Changes in inventories of finished goods, work-in-progress and stock-in-trade***

In Fiscal 2017, the changes in inventories of finished goods, work-in-progress and stock-in-trade stood at ₹ 85.15 million as compared to ₹ (140.57) million in Fiscal 2016. Our finished goods inventories have decreased by ₹ 99.28 million in Fiscal 2017 primarily on account of decline in demand for NPK & SSP fertilisers (croplnutrients). Further, our stock-in-trade inventories have increased by ₹ 14.36 million in Fiscal 2017 primarily on account of increased stock of imported DAP (crop nutrient).

#### ***Employee benefits expenses***

Our employee benefit expenses have increased by 16.16% from ₹ 290.14 million for the Fiscal 2016 to ₹ 337.03 million for the Fiscal 2017, on account of increments to the employees. Further, the employee benefit expenses as a percentage of total revenue has increased from 4.99% in Fiscal 2016 to 5.71% in Fiscal 2017.

#### ***Finance cost***

Our finance cost has increased by 8.12% from ₹ 508.72 million for the Fiscal 2016 to ₹ 550.05 million for the Fiscal 2017, primarily on account of maximum utilisation of working capital limits in FY 2017 leading in an increase in interest on working capital loans. Further, the finance cost as a percentage of total revenue has increased from 8.75% in Fiscal 2016 to 9.31% in Fiscal 2017.

#### ***Depreciation and amortisation expenses***

The depreciation and amortisation expenses have increased by 13.37% from ₹ 175.48 million for the Fiscal 2016 to ₹ 198.95 million for the Fiscal 2017, mainly due to additions in fixed assets.

#### ***Other expenses***

Our other expenses decreased by 11.34% from ₹ 590.38 million in Fiscal 2016 to ₹ 523.47 million in Fiscal 2017, primarily due to decrease in expenses on power and fuel from ₹122.36 million in Fiscal 2016 to ₹89.68 million in Fiscal 2017 in line with reduction in manufacture of NPK & SSP fertilisers (crop nutrient). Further, there is a foreign exchange gain of ₹56.76 million in Fiscal 2017 which is reflected in other income as against a foreign exchange loss of ₹27.39 million in Fiscal 2016 resulting in lower expenses in Fiscal 2017. Our other expenses as a percentage of total revenue have decreased from 10.15% in Fiscal 2016 to 8.86% in Fiscal 2017.

#### ***Profit before tax, as restated***

Our profit before exceptional items and tax, as restated decreased by 23.66% from ₹ 362.89 million in Fiscal 2016 to ₹ 277.03 million in Fiscal 2017 primarily on account of increases in cost of materials consumed, employee benefit expenses and finance costs as mentioned above. As a percentage of total revenue, our profit before exceptional items and tax, as restated has decreased from 6.24% in Fiscal 2016 to 4.69% in Fiscal 2017.

#### ***Tax expense***

Our tax expense has decreased by 59.16% from ₹ 119.78 million in Fiscal 2016 to ₹ 48.92 million in Fiscal 2017 primarily on account of reduced profits leading to a lower tax expense.

#### ***Profit/ (loss) for the period, as restated***

Our profits, as restated have decreased by 6.17% from ₹ 243.11 million in Fiscal 2016 to ₹ 228.11 million in Fiscal 2017 due to increase in purchase of stock-in-trade by ₹737.89 million, fall in stock of finished goods by ₹ 97.31 million, increase in employee benefit expenses by ₹ 46.89 million, increase in depreciation by ₹ 23.47 million and increase in interest on working capital by ₹62.93 million as mentioned above. Further, profit for the period as a percentage of total revenue has decreased from 4.18% in Fiscal 2016 to 3.86% in Fiscal 2017.

#### ***Fiscal 2016 compared to Fiscal 2015***

##### ***Total revenue***

Our total revenue has decreased marginally from ₹ 6,005.69 million for the Fiscal 2015 to ₹ 5,814.07 million for the Fiscal 2016. This was primarily on account of lower capacity utilisation in manufacturing of NPK (crop nutrient) and on account of non-availability of sales tax incentive and electricity incentive.

##### ***Revenue from operations***

Our revenue from operations fell from ₹ 5,974.38 million in Fiscal 2015 to ₹ 5,800.87 million in Fiscal 2016. Revenue from operations comprises of revenue from manufactured products of ₹5,599.01 million and ₹5,930.37 million and revenue from traded products of ₹ 201.86 million and ₹ 44.01 million for Fiscal 2016 & Fiscal 2015 respectively. The reduction in revenue from operations in Fiscal 2017 is primarily on account of fall in sale of NPK fertilisers (i.e. manufactured products). However, there has been an increase in sale of traded products in Fiscal 2016 as compared to Fiscal 2015.

##### ***Other income***

Our other income has decreased by 57.84% from ₹ 31.31 million for the Fiscal 2015 to ₹ 13.20 million for the Fiscal 2016, primarily on account of non-availability of sales tax incentive and electricity incentives with effect from Fiscal 2016 and also due to a fall in the rent income.

##### ***Total expenses***

Our total expenses have decreased by 2.72% from ₹ 5,603.51 million for the Fiscal 2015 to ₹ 5,451.18 million for the Fiscal 2016. This was mainly due to fall in cost of materials consumed on account of lower capacity utilisation of NPK and fall in other expenses.

##### ***Cost of material consumed***

Our cost of material consumed has decreased by 3.53% from ₹ 3,932.07 million for the Fiscal 2015 to ₹ 3,793.12 million for the Fiscal 2016, primarily due to reduction in revenue from manufactured products. However, the purchase of rock phosphate has increased in Fiscal 2016 to ₹ 2,511.22 million from ₹ 1,863.32 million in Fiscal 2015. Rock phosphate is a raw material used for the manufacture of one of our products, namely SSP. Due to the increase in production of SSP, the purchase of rock phosphate has increased.

##### ***Purchase of stock-in-trade***

The purchase of stock-in-trade has increased by 1,037.69% from ₹ 20.56 million in Fiscal 2015 to ₹ 233.91 million in Fiscal 2016. The increase in purchase of stock-in-trade was mainly on account of purchase of fertilisers and pesticides for retail and maintenance of minimum stock levels at our Kisan Seva Kendras to readily meet the market demand for crop protection products.

### ***Changes in inventories of finished goods, work-in-progress and stock-in-trade***

In Fiscal 2016, the changes in inventories of finished goods, work-in-progress and stock-in-trade stood at ₹ (140.57) million as compared to ₹ 176.91 million in Fiscal 2015. Our finished goods inventories have increased by ₹ 97.31 million in Fiscal 2016 primarily due to higher stock of pesticides and SSP in our inventory which was due to a greater fall in sales of these products as compared to their fall in consumption and opening stock. Further, our stock of stock-in-trade has increased by ₹ 39.91 million in Fiscal 2016 primarily on account of increase in trading activities.

### ***Employee benefits expense***

Our employee benefit expense has increased by 34.19% from ₹ 216.21 million for the Fiscal 2015 to ₹ 290.14 million for the Fiscal 2016, primarily due to increase in number of employees. Our number of employees increased to 1,513 employees as of March 31, 2016 from 1,172 employees as of March 31, 2015 and on account of yearly increments to the employees. Further, the employee benefit expense as a percentage of total revenue has increased from 3.60% in Fiscal 2015 to 4.99% in Fiscal 2016.

### ***Finance cost***

Our finance cost has increased by 4.32% from ₹ 487.65 million for the Fiscal 2015 to ₹ 508.72 million for the Fiscal 2016, mainly due to increased utilisation of working capital facilities leading to increase in interest on working capital. However, the finance cost as a percentage of total revenue has marginally increased from 8.12% in Fiscal 2015 to 8.75% in Fiscal 2016.

### ***Depreciation and amortisation Expenses***

The depreciation and amortisation expenses has increased by 22.67% from ₹ 143.05 million for the Fiscal 2015 to ₹ 175.48 million for the Fiscal 2016, mainly due to increased depreciation on fixed assets added during Fiscal 2016.

### ***Other expenses***

Our other expenses decreased by 5.85% from ₹ 627.06 million in Fiscal 2015 to ₹ 590.38 million in Fiscal 2016, primarily due to decrease in expenses pertaining to power and fuel from ₹ 135.51 million in Fiscal 2015 to ₹ 122.36 million in Fiscal 2016, other manufacturing expenses from ₹ 77.80 million in Fiscal 2015 to ₹ 54.86 million in Fiscal 2016. Our other expenses as a percentage of total revenues have marginally decreased from 10.44% in Fiscal 2015 to 10.15% in Fiscal 2016.

### ***Profit before exceptional items and tax, as restated***

Our profit before exceptional items and tax, as restated decreased by 9.77% from ₹ 402.18 million in Fiscal 2015 to ₹ 362.89 million in Fiscal 2016 primarily on account of increases in cost of materials consumed, finance costs, employee benefit expenses, depreciation and fall in other income as mentioned above. As a percentage of total revenue, our profit before exceptional items and tax, as restated has marginally decreased from 6.70% in Fiscal 2015 to 6.24% in Fiscal 2016.

### ***Exceptional item***

In Fiscal 2015, exceptional items primarily consist of loss on sale of investment in K.P.R. Chemicals Limited. Consequently, loss on sale of our investment of ₹ 6.64 million has been charged to the statement of profit and loss.

### ***Tax expense***

Our tax expense has increased by 5.86% from ₹ 113.15 million in Fiscal 2015 to ₹ 119.78 million in Fiscal 2016 primarily on account of disallowance of certain expenses as per the Income Tax Act, 1961.

### ***Profit / (loss) for the period, as restated***

Our profits have decreased by 13.91% from ₹ 282.39 million in Fiscal 2015 to ₹ 243.11 million in Fiscal 2016 due to fall in revenue from manufactured products by ₹ 331.36 million, fall in sales tax incentives and electricity incentives amounting to ₹ 13.98 million, increase in purchase of fertilisers and pesticides (stock-in-trade) amounting to ₹ 208.37 million, increase in interest on working capital loans amounting to ₹ 24.79 million,

increase in employee benefit expenses by ₹ 79.93 million, increase in depreciation expense by ₹ 32.43 million as mentioned above. Further, profit for the period as a percentage of total revenue has marginally decreased from 4.70% in Fiscal 2015 to 4.18% in Fiscal 2016.

## Financial Condition

### Assets & Liabilities

The following sets certain components of our assets and liabilities as on the dates specified:

*(in ₹ million)*

Particulars	For the period	For Fiscal		
	ended December 31, 2017	2017	2016	2015
<b>Non - Current Liabilities</b>				
Long Term Borrowings	789.04	520.72	672.05	1,093.43
Long Term Provisions	14.60	13.86	11.76	7.02
<b>Current Liabilities</b>				
Other Current Liabilities	596.95	371.31	596.22	465.78
Short Term Provisions	148.91	103.57	166.54	195.36
<b>Non - Current Assets</b>				
Long Term Loans and Advances	126.78	112.19	72.45	14.67
<b>Current Assets</b>				
Inventories	3,021.20	3,237.92	2,634.43	1,965.01
Short Term Loans and Advances	47.87	78.08	256.20	153.33
Other Current Assets	19.62	22.63	26.96	6.43

### Discussion on select balance sheet items:

#### Long term borrowing

As at March 31, 2016, long term borrowings stood at ₹ 672.05 million as compared to ₹ 1,093.43 million as at March 31, 2015, representing a fall of 38.54%. This is primarily due to repayment of term loans and vehicle loans. The net repayment to banks for long term borrowings in Fiscal 2016 amounted to ₹ 421.38 million.

As at March 31, 2017, long term borrowings stood at ₹ 520.72 million as compared to ₹ 672.05 million as at March 31, 2016 representing a fall of 22.52%. This is primarily due to repayment of term loans and vehicle loans. The net repayment to banks for long term borrowings in Fiscal 2017 amounted to ₹ 151.33 million.

As at December 31, 2017, long term borrowings stood at ₹ 789.04 million as compared to ₹ 520.72 million as at March 31, 2017 which represents an increase of 51.53%. This is primarily due to availing of a corporate loan of ₹ 750.00 million from Andhra Bank. There were also certain repayments of long term borrowings during the year ended December 31, 2017. The net amount of proceeds from and repayment of long term borrowings amounted to ₹ 268.32 million.

#### Other Current Liabilities

As at March 31, 2016, other current liabilities stood at ₹ 596.22 million as compared to ₹ 465.78 million as at March 31, 2015 representing an increase of 28.00%. This is primarily due to increase in current maturities of long term debt by ₹ 99.82 million and increase in advance from customers by ₹ 32.87 million during the Fiscal 2016.

As at March 31, 2017, other current liabilities stood at ₹ 371.31 million as compared to ₹ 596.22 million as at March 31, 2016 representing a fall of 37.72%. This is primarily due to fall in current maturities of long term debt by ₹ 189.59 million and fall in advance from customers by ₹ 53.78 million during the Fiscal 2017.

For the period ended December 31, 2017, other current liabilities stood at ₹ 596.90 million as compared to ₹ 371.31 million as at March 31, 2017 representing an increase of 60.76%. This is primarily due to increase in

current maturities of long term debt by ₹ 221.74 million and increase in payables to statutory authorities by ₹ 23.15 million.

### ***Short term provisions***

During the Fiscal 2016, short term provisions fell by 14.75% from ₹ 195.36 million as at March 31, 2015 to ₹ 166.54 million as at March 31, 2016. This was primarily due to a fall in provision for income tax by ₹ 34.07 million.

During the Fiscal 2017, short term provisions fell by 37.81% from ₹ 166.54 million as at March 31, 2016 to ₹ 103.57 million as at March 31, 2017. This was primarily due to a fall in provision for income tax by ₹18.83 million and no dividend on equity was proposed.

During the period ended December 31, 2017, short term provisions increased by 43.78% from ₹ 103.57 million as at March 31, 2017 to ₹ 148.91 million as at December 31, 2017. This was primarily due to increase in provision for income tax by ₹ 41.22 million.

### ***Long term loans and advances***

During the Fiscal 2016, long term loans and advances increased by 393.87% from ₹ 14.67 million as at March 31, 2015 to ₹ 72.45 million as at March 31, 2016. This was primarily due to increase in security deposit with government authorities & others towards rental deposits to the premises owners of Kisan Seva Kendras opened during the fiscal 2016 by ₹ 57.78 million.

During the Fiscal 2017, long term loans and advances increased by 54.85% from ₹ 72.45 million as at March 31, 2016 to ₹ 112.19 million as at March 31, 2017. This was primarily due to capital advances advanced for the Fiscal 2017 amounting to ₹ 38.39 million.

During the period ended December 31, 2017, long term loans and advances increased by 13.00% from ₹ 112.19 million as at March 31, 2017 to ₹ 126.78 million as at December 31, 2017. This was primarily due to increase in capital advances advanced for the Fiscal 2017 by ₹ 15.62 million.

### ***Inventories***

During the Fiscal 2016, inventories increased by 34.07% from ₹ 1,965.01 million as at March 31, 2015 to ₹ 2,634.43 million as at March 31, 2016. This was primarily due to increase in stock of raw materials by ₹ 522.70 million, increase in stock of finished goods by ₹ 97.31 million and increase in trading goods by ₹39.40 million.

During the Fiscal 2017, inventories increased by 22.91% from ₹ 2,634.43 million as at March 31, 2016 to ₹3,237.92 million as at March 31, 2017. This was primarily due to increase in stock of raw materials by ₹715.14 million.

During the period ended December 31, 2017, inventories fell by 6.69% from ₹ 3,237.92 million as at March 31, 2017 to ₹ 3,021.20 million as at December 31, 2017. This was primarily due to a fall in stock of raw materials by ₹ 165.71 million, fall in stock of trading goods by ₹ 29.15 million and fall in stock of finished goods by ₹ 10.45 million.

### ***Short term loans and advances***

During the Fiscal 2016, short term loans and advances increased by 67.09% from ₹ 153.33 million as at March 31, 2015 to ₹ 256.20 million as at March 31, 2016. This was primarily due to increase in advance to suppliers by ₹ 149.40 million.

During the Fiscal 2017, short term loans and advances fell by 69.52% from ₹ 256.20 million as at March 31, 2016 to ₹ 78.08 million as at March 31, 2017. This was primarily due to fall in advance to suppliers during the Fiscal 2017 by ₹ 126.15 million.

During the period ended December 31, 2017, short term loans and advances fell by 38.69% from ₹ 78.08 million as at March 31, 2017 to ₹ 47.87 million as at December 31, 2017. This was primarily due to a further fall in advance to suppliers by ₹ 20.51 million and fall in advance tax (including MAT credit entitlement) by ₹ 6.94 million.

### ***Other current assets – during the year ended March 31, 2016***



During the Fiscal 2016, other current assets increased by 319.28% from ₹ 6.43 million as at March 31, 2015 to ₹ 26.96 million as at March 31, 2016. This was primarily due to IPO expenditure amounting to ₹ 21.94 million incurred during Fiscal 2015.

#### **Defaults in payment of statutory dues**

There are no defaults by the Company in payment of any of its statutory dues. However, there have been delays in remittances of certain statutory dues. As on December 31 2017, the GST due for the months of October 2017 and November 2017 are yet to be paid.

#### **Liquidity and capital resources**

As of December 31, 2017, we had cash and bank balances of ₹ 171.80 million. Cash and bank balances consist of cash on hand, bank balances and balances held as margin money against Bank Guarantees. Our primary liquidity needs have been to finance our operations, working capital needs and capital expenditures. We have historically met our liquidity needs primarily through a combination of borrowings and internally generated cash flows.

Further, we expect to meet our working capital requirements primarily from the cash flows from our business operations and working capital borrowings from banks as may be required.

Our short-term liquidity requirements relate to servicing our debt and funding working capital requirements. Sources of short-term liquidity include cash balances, receipts from our operations and short term borrowings.

Our long-term liquidity requirements are for repayment of debt under our bank borrowings. Sources of funding our long-term liquidity requirements include new loans, equity issues.

#### **Cash flows**

Set forth below is a table of selected information from our Company's restated cash flow statements for the periods indicated.

<b>Particulars</b>	<b>Fiscal</b>		
	<b>2017</b>	<b>2016</b>	<b>2015</b>
Net cash from/ (used in) operating activities	769.40	1,177.50	721.35
Net cash from/ (used in) investing activities	(183.44)	(396.34)	(149.86)
Net cash from/ (used in) financing activities	(614.03)	(778.76)	(563.25)
Net increase/ (decrease) in cash and cash equivalents	(28.07)	2.40	8.24
Opening cash and cash equivalents	187.67	185.27	177.03
Closing cash and cash equivalents	159.60	187.67	185.27

(in ₹ million)

#### **Net cash from / (used in) operating activities**

Net cash from operating activities in Fiscal 2017 was ₹ 769.40 million and our operating profit before working capital adjustment for that period was ₹ 1,022.72 million. The difference was primarily attributable to increase in inventories by ₹ 603.49 million, increase in trade receivables by ₹ 186.44 million, increase in long term loans and advances by ₹ 92.21 million, decrease in other current liabilities by ₹ 239.64 million and direct taxes paid of ₹ 25.93 million which were adjusted against decrease in short term loans and advances by ₹ 178.12 million.

Net cash from operating activities in Fiscal 2016 was ₹ 1,177.50 million and our operating profit before working capital changes for that period was ₹ 1,037.71 million. The difference was primarily attributable to increase in inventories by ₹ 669.42 million, increase in short term loans and advances by ₹ 102.87 million, increase in long term loans and advances by ₹ 86.17 million and direct taxes amounting to ₹ 102.50 million which were adjusted against decrease in trade receivables amounting to ₹ 355.59 million, increase in trade payables by ₹ 626.63 million and increase in other current liabilities by ₹ 127.68 million.

Net cash from operating activities in Fiscal 2015 was ₹ 721.35 million and our operating profit before working capital changes for that period was ₹ 1,031.76 million. The difference was primarily attributable to increase in trade receivables by ₹ 299.81 million, decrease in trade payables by ₹ 111.32 million and direct taxes paid amounting to ₹ 182.57 million, which were adjusted against decrease in inventories amounting to ₹ 125.58 million, decrease in long term loans and advances by ₹ 89.80 million and increase in other current liabilities by ₹ 117.83 million.

### Net cash from / (used in) investing activities

In Fiscal 2017, our net cash used in investing activities was ₹ (183.44) million. This primarily consists of payments towards purchase of fixed assets amounting to ₹ 188.94 million which were adjusted against interest income of ₹ 4.59 million and sale of fixed assets amounting to ₹ 0.91 million.

In Fiscal 2016, our net cash used in investing activities was ₹ (396.34) million. This primarily consists of payments towards purchase of fixed assets amounting to ₹ 407.72 million which were adjusted against interest income amounting to ₹ 10.49 million and sale of fixed assets of ₹ 0.89 million.

In Fiscal 2015, our net cash used in investing activities was ₹ (149.86) million. This primarily consists of payments towards purchase of fixed assets amounting to ₹ 173.85 million which were adjusted against interest income of ₹ 16.26 million, investment subsidy received of ₹ 4.38 million, sale in subsidiaries and associates amounting to ₹ 2.52 million and sale of fixed assets amounting to ₹ 0.83 million.

### Net cash from/ (used in) financing activities

In Fiscal 2017, our net cash used in financing activities was ₹ (614.03) million. This primarily reflected the net repayments of long term borrowing from banks or financial institutions amounting to ₹ 151.33 million, dividends paid (including tax thereon) amounting to ₹ 51.43 million and interest paid amounting to ₹ 535.14 million.

In Fiscal 2016, our net cash used in financing activities was ₹ (778.76) million. This primarily reflected the net repayments of long term borrowings from bank or financial institutions amounting to ₹ 421.38 million, interest paid of ₹ 505.96 million and dividend paid (including tax thereon) of ₹ 51.43 million which were adjusted against receipt of ₹ 200.01 million by way of short term borrowings.

In Fiscal 2015, our net cash generated from financing activities was ₹ (563.25) million. This primarily reflected the net payment of long term borrowings from banks and financial institutions of ₹ 347.72 million, dividend paid (including tax thereon) amounting to ₹ 24.65 million and interest paid of ₹ 493.59 million which were adjusted against proceeds from short term borrowings amounting to ₹ 304.55 million.

### Financial indebtedness

The following table sets forth our Consolidated secured and unsecured debt position as at December 31, 2017.

<i>(₹ in million)</i>	
<b>Particulars</b>	<b>December 31, 2017</b>
<i>Secured loans</i>	
<b>Fund based</b>	
Term loans from bank	1,203.45
Cash credit; overdraft from bank*	2,339.57
<b>Sub-total (A)</b>	<b>3,543.02</b>
<b>Non – Fund based</b>	
Bank guarantee	15.00
FLC ^	113.40
ILC and its bills	1,383.56
<b>Sub-total (B)</b>	<b>1,511.96</b>
Vehicle loans**	1.86
<b>Sub-Total (C)</b>	<b>1.86</b>
<i>Unsecured loans (payable on demand)</i>	87.52
<b>Sub-total (D)</b>	<b>87.52</b>
<b>Total (A+B+C+D)</b>	<b>87.52</b>

\*Cash credit; overdraft from bank includes ₹ 79.88 million which pertains to cash credit of our Subsidiary.

\*\* Vehicle loans includes ₹0.66 million outstanding loan amount of our Subsidiary.

^ The outstanding amount as on December 31, 2017 of FLC is USD 1.77 million.

For details of our financial indebtedness, please refer to the chapter titled “**Financial Indebtedness**” on page 405 of this Draft Red Herring Prospectus.

**Contingent Liabilities not provided for and commitments as on December 31, 2017**

(in ₹ million)

<b>A. Particulars</b>	<b>Amount</b>
Unexpired guarantees issued on behalf of our Company by Banks for which the Company has provided counter guarantees	6.02
Claims against the company not acknowledged as debts (statutory dues)	
• Excise	192.62
• Sales tax	1.55
• Income Tax	62.18
• Civil Proceedings	10.00
• Corporate matters	Amount unascertainable
• Criminal cases	Amount unascertainable

For further details, please refer to the chapter titled “*Financial Statements*” on page 223 of this Draft Red Herring Prospectus.

**Off balance sheet arrangements**

We do not have any off-balance sheet arrangements or derivative instruments, which are reasonably likely to have a current or future material effect on our results of operations or financial condition.

**Quantitative and qualitative disclosures about market risk**

Market risk is the risk of loss related to adverse changes in market prices, including interest rate and foreign exchange fluctuation risk. We are exposed to various types of market risks in the normal course of business like interest rate risk, foreign exchange fluctuation risk, inflation risk and commodity price risk amongst others.

**Interest rate risk**

Our exposure to interest rate risks primarily relates to our debt. Fluctuations in interest rates could negatively affect the amount of interest payable by us under our debt obligations and could make it more difficult for us to procure new debt on attractive terms.

**Foreign exchange risk**

Changes in currency exchange rates influence our results of operations. We import some of our raw materials which are denominated in foreign currencies, primarily in USD. Because of our foreign currency exposures, exchange rate fluctuations between the Indian Rupee and the USD can have a material impact on our results of operations, cash flows and financial condition. The exchange rate between the Indian Rupee and USD has been volatile in recent periods.

**Impact of inflation**

In recent years, India has experienced relatively high rates of inflation. While we believe inflation has not had any material impact on our business and results of operations, inflation generally impacts the overall economy and business environment and hence could affect us.

**Commodity price risk**

We are exposed to the price fluctuation risk of our primary raw materials (like rock phosphate and sulphur) which is used for the manufacturing of fertilisers and chemicals. The cost of raw material consumed represented 50.17% and 65.24% of our total revenues in Fiscal 2017 and Fiscal 2016, respectively. These materials are global commodities and their prices are cyclical in nature and fluctuate in accordance with global market conditions. Further, the prices of our commodities are also depending on the demand which may be linked to climatic conditions.

**Significant developments after December 31, 2017**

To the best of our knowledge, there have been no subsequent developments after the date of our financial statements contained in this Draft Red Herring Prospectus which materially affects, or is likely to affect, our operations or profitability, or the value of our assets, or our ability to pay our material liabilities within the next 12 months.

### ***Unusual or infrequent events or transactions***

To the best of our knowledge, except as disclosed in this Draft Red Herring Prospectus, there have been no transactions or events which, in our judgment, would be considered unusual or infrequent.

### ***Significant economic and regulatory changes***

Except as described in “***Risk Factors***” and “***Key Regulations and Policies***” on pages 16 and 171, respectively of this Draft Red Herring Prospectus, to the best of our knowledge, there have been no significant economic or regulatory changes that we expect could have a material adverse effect on our results of operations.

### ***Known trends or uncertainties***

Other than as described in the section titled “***Risk Factors***” on page 16 and chapter titled “***Management’s Discussion and Analysis of Financial Condition and Results of Operations***” on page 386, respectively of this Draft Red Herring 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 our revenues or income from continuing operations.

### ***Future relationship between cost and revenue***

Other than as described in the section “***Risk Factors***” on page 16 and chapter titled “***Management’s Discussion and Analysis of Financial Condition and Results of Operations***” on page 386, respectively of this Draft Red Herring Prospectus, there are no known factors that might affect the future relationship between cost and revenue.

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 sales prices.

The changes in income from operations in the last three Fiscals have been as explained in this section.

### ***Total turnover of each major industry segment***

*(Unless stated otherwise ₹ in million)*

Segments	Fiscal 2015		Fiscal 2016		Fiscal 2017	
	Net Sales	% of revenues from operation	Net Sales	% of revenues from operation	Net Sales	% of revenues from operation
Fertilisers*	3,971.88	66.48	4,075.05	70.25	4,102.28	70.28
Chemicals	600.01	10.04	450.97	7.77	445.55	7.63
Pesticides	1,166.38	19.52	1003.18	17.29	1,017.01	17.42
Seeds	236.11	3.95	271.66	4.68	272.54	4.67
<b>Total</b>	<b>5,974.38</b>	<b>100.00</b>	<b>5,800.87</b>	<b>100.00</b>	<b>5,837.38</b>	<b>100.00</b>

\*including veterinary feed supplements and trading in fertilisers.

### ***New product or business segment***

Other than as described in the chapter titled “***Our Business***” beginning on page 152 of this Draft Red Herring Prospectus, to our knowledge, there are no new products or business segments.

### ***Seasonality***

Our sales are primarily dependent on the agricultural industry which, in turn, is subject to soil conditions, climatic conditions, rainfall, seasonal and other weather factors, which make the performance of the agricultural sector as a whole or the levels of production of a particular crop relatively unpredictable.

### ***Dependence on few customers and suppliers***

We do not depend on any particular customer or supplier or group of customers or suppliers.

### ***Competitive conditions***

For further details, please refer to the discussions of our competition in the section titled “***Risk Factors***” on page 16 and chapter titled “***Our Business***” on page 152 respectively of this Draft Red Herring Prospectus.

### ***Certain matters noted by auditors***

Statutory auditors of our Company have not specified any qualifications/ observations/matters of emphasis in their respective audit reports of our Company. However, statutory auditors of our Company have included certain matters in Annexure to the Auditor's report on other legal and regulatory requirements of our Company under the Companies (Auditor's Report) Order, 2003, Companies (Auditor's Report) Order, 2015 and Companies (Auditor's Report) Order, 2016, as applicable, which are discussed in our restated standalone and consolidated financial information. Please refer to the chapter titled "**Financial Statements**" on page 223 of this Draft Red Herring Prospectus for further details.

## FINANCIAL INDEBTEDNESS

Set forth below is a brief summary of all borrowings of our Company and our Subsidiary together with a brief description of certain significant terms of such financing arrangements. As on December 31, 2017, our Company's outstanding borrowing (on consolidated basis) is ₹ 5,141.26 million comprising of fund based borrowing of ₹3,543.02 million, non-fund based borrowing of ₹ 1,511.96 million, vehicle loans of ₹1.86 million and unsecured loan of ₹87.52 million.

### A. SECURED LOANS AVAILED BY THE COMPANY

Name of Lender and type of Loan	Sanctioned amount (₹ in million)	Amount outstanding as on December 31, 2017 (₹ in million)	Rate of Interest (% p.a.)	Repayment Schedule/ Tenure	Security Provided
Andhra Bank • Open Cash Credit (OCC)	2,240.0 0	2,259.68	• MCLR + 2.05%	• 12 Months	Current Assets of the Company (both existing and future) such as raw materials, work in progress, finished goods and receivables etc.
• FLC/ILC facility	1,500.0 0	1,496.96		• Maximum 180 days	Stock received under FLC/ILC and charge on all current assets.
• Bank guarantee	15.00	15.00		• 12 Months	Counter Guarantee of the Company, its directors and charge on all current assets.
• Forward contract of	710.80	-		• 12 Months	Stock received under FLC.
• Andhra Bank - Term Loan VI	550.00	43.11	• TL VI – MCLR + 2.05% + TP (0.50%)	• Repayable in 28 quarterly instalments commencing from January, 2012	• TL – Extension of EM on immovable properties and extension of fixed block of the Company both existing and future. • Corporate guarantee by Cresco Technology LLP and personal guarantees of Kovvuri Papa Reddy; Karri Venkata Mukunda Reddy and Kovvuri Rajasekhar Reddy and guarantee of owners of collateral securities who offered their properties as securities for the loans.
• Andhra Bank - Term Loan VII	95.00	9.03	• TL VII – MCLR + 2.05% + TP (0.50%)	• Repayable in 20 quarterly instalments commencing from June 2013.	• Please refer Note 1 for collateral securities. • Please refer Note 2 for collateral securities obtained exclusively for corporate loan of Rs. 500 million (TL VIII).
• Andhra Bank - Term Loan VIII	500.00	205.76	• TL VIII (Corporate Loan) – MCLR + 2.05% + TP (0.25%)	• Repayable in 20 equal quarterly instalments commencing from first date of disbursement viz October, 2014	

Name of Lender and type of Loan	Sanctioned amount (₹ in million)	Amount outstanding as on December 31, 2017 (₹ in million)	Rate of Interest (% p.a.)	Repayment Schedule/ Tenure	Security Provided
• Andhra Bank - Term Loan XIV	750.00	694.71	• TL XIV (Corporate Loan) - MCLR+ 2.05% + TP (0.25%)	• Repayable in 20 quarterly instalments commencing from first date of disbursement viz June 2017	
• Andhra Bank- Term Loan IX	65.00	43.04	MCLR + 2.05% + TP (0.50%)	• Repayable in 28 quarterly instalments commencing from April 2015.	<ul style="list-style-type: none"> <li>• Hypothecation of the assets created out of the project finance</li> <li>• Hypothecation of plant and machinery, mortgage of factory constructed/ to be constructed with Andhra Bank finance</li> <li>• Personal guarantees of Kovvuri Papa Reddy, Karri Venkata Mukunda Reddy and Kovvuri Rajasekhar Reddy and corporate guarantee of Cresco Technology LLP and guarantee of owners of collateral securities who offered their properties as security for the loans.</li> </ul>
• Andhra Bank Term Loan X	80.00	37.09	MCLR + 2.05% + TP (0.50%)	• Repayable in 20 quarterly instalments commencing from January 2015.	<ul style="list-style-type: none"> <li>• Please refer Note 1 for collateral securities.</li> </ul>
• Andhra Bank- Term Loan XI	66.00	47.54	MCLR + 2.05% + TP (0.50%)	• Repayable in 60 monthly instalments commencing from April, 2016	<ul style="list-style-type: none"> <li>• Primary security charge created on the asset created out of the loan</li> <li>• Hypothecation of plant and machinery, mortgage of factory buildings constructed/ to be constructed with the bank's finance. extension of charge on fixed block of the Company (present and future)</li> </ul>
• Andhra Bank Term – Term Loan XII	160.00	123.17	MCLR + 2.05% + TP (0.50%)	<ul style="list-style-type: none"> <li>• Repayable in 24 quarterly instalments commencing from April, 2016</li> </ul>	<ul style="list-style-type: none"> <li>• Personal guarantees of Kovvuri Papa Reddy, Karri Venkata Mukunda Reddy and Kovvuri Rajasekhar Reddy and corporate guarantee of Cresco Technology LLP and guarantee of owners of collateral securities who offered their properties as security for the loans.</li> <li>• Please refer Note 1 for collateral securities.</li> </ul>

#### Security details of the above mentioned loans:

##### Note 1:

1. Extent of Ac.6.39 Cts in RS No.308/J in the name of Mr.Karri Venkata Mukunda Reddy.
2. extent of Ac.4.50 Cts in RS No.308/J in the name of Sri Kovvuri Satyanarayana Reddy S/o. Veera Raghava Reddy

3. Extent of Ac.1.14 Cts in RS No.308/J in the name of Mr.Kovvuri Satyanarayana Reddy
4. Site with poultry sheds in R.S. no. 308-J area of 1.00 Ac at Marrabbihali, Hospet Road,Hagaribommanahalli tq., Bellari District belonging to Mrs. G Sarada;
5. Site with poultry sheds and cages in R.S. no. 308-J area of 1.00 Ac at Marrabbihali, Hospet Road, Hagaribommanahalli tq., Bellari District , belonging to Mrs. G Sarada
6. Site with poultry sheds and cages in R.S. no. 308-J area of 1.74 Ac at Marabbihalli, Hagaribommanahalli belonging to Mrs. G.Sarada;
7. Site with 5 layer sheds and cages, grower sheds and cages in S.No.308H, 308I and 309B area of AC 13.19 at Marrabbihalli of Sri K Rajasekhar Reddy;
8. Site with layer sheds and cages, grower sheds and cages in S.No.308H, I, L and M area of AC 12.81 at Marrabbihalli Hospet Road, Hagaribommanahalli tq, Bellary Dist. of Sri Laxmi Poultry Complex Private Limited;
9. One Layer Shed along with other super structures in S. No. 308J of Marabbihalli Hospet Road, Hagaribommanahalli tq, Bellary dist. belonging to N. Veera Lakshmi in Ac. 1.50 cts;
10. One Layer Shed along with other super structures in S. No. 308J/1 of Marabbihalli Hospet Road, Hagaribommanahalli tq., Bellary dist. belonging to K Satyanarayana Reddy in Ac. 1.50 cts;
11. One Layer Shed along with other super structures in S. No. 308J of Marabbihalli Hospet Road, Hagaribommanahalli tq., Bellary dist. belonging to Mrs. G Sarada in Ac. 1.50 cts;
12. Site with 2 grower sheds and layer cages at Marabbihalli, Hagaribommanahalli in R.S. No. 66D area of 0.44 Ac belonging to M. Aruna Devi;
13. Site with Poultry broomer sheds and brooder cages in R.S. no. 66D area of 0.88 Ac at Marabbihalli, Hagaribommanahalli belonging to Mrs. G Sarada;
14. Site with brooder, grower sheds and cages and feed mill in R.S. No. 66/DA area of 2.00 Ac atMarrabbihalli Hagaribommanahalli Bellary District belonging to K. Manga;
15. One Brooder and one grower sheds along with supervisor quarters and brooder cages along with other super structures constructed in S. No.66 C/3 and C4 extent Ac.4.41 cts belonging to Sri Lakshmi Poultry Complex Private Limited;
16. Brooder and grower sheds along with super structures constructed in S.No.66 C/3b extent Ac.1.29 cts Marabbihal Hagaribommanahalli Bellary Dist., belonging to Kovvuri Satyanarayana Reddy S/o Veera Raghava Reddy Kovvuri;
17. Machinery belonging to Sri Laxmi Poultry Complex Private Limited, erected/constructed in the godown at Marabbihal Hagaribommanahalli, Bellary Dist;
18. Equitable mortgage of vacant site of Ac 2.34 cts (1.50+0.84) in S. No. 307K of Marabbihalli, Karnataka and 2 feed godowns constructed thereon belonging to Kovvuri Satyanarayana Reddy S/o. Veera Raghava Reddy Kovvuri;
19. Site with godown in RS No. 307 K Ac. 2.00 cents at Marabbihalli, Hagaribommanahalli belonging to Mrs. G. Sarada;
20. EMD of newly constructed layer sheds /grower sheds/ chick sheds in Ac 9.71 cts in RS No.732/A, 733/1, 731/A, 731/E and 731/D situated at Katyayanimandi Village, Kadlubal Gram Panchayat, H B Halli tq, Bellary belonging to M/s. Sri Lakshmi Poultry Complex
21. Site in R.S. No 308 N area Ac 2-47 cts at Marabbihalli Village, Hagarobommanahalli with 2 layer sheds along with Lager cages and other super structures belonging to G. Sarada;
22. Site in R.S. No 309 A area Ac 4-18 cts at Marabbihalli Village, Hagarobommanahalli alongwith layer sheds, cages and other super structures belonging to K.V. Mukunda Reddy;
23. Site in R.S. No 311 A area Ac 1-89 cts at Marabbihalli Village, Hagaribommanahalli with grower shed, cages and other belonging to K.V. Mukunda Reddy;
24. Site in R.S. No 308 O, Hissa A, area Ac 4-65 cts at Marabbihalli Village, Hagaribommanahalli belonging to G. Sarada;
25. Site in R.S. No: 310 area Ac 3-20 cts with layer sheds and cages alongwith other super structures at Marabbihalli Village, Hagaribommanahalli belonging to K.V. Mukunda Reddy;
26. Equitable mortgage of Firm land and building situated in R.S. No: 18/2 and 18/3 at Pandalapaka Village belonging to Sri Sai Laxmi Poultry Feed;
27. Equitable mortgage of site with five poultry sheds with machinery area 4.4  $\frac{3}{4}$  Ac in R.S. No: 276/1 at Someswaram to Rajanagaram Road, Veerampalem Pakulu Road, G. Dontamaru, Rangampet Mandal, Andhra Pradesh belonging to Sri Sai Laxmi Poultry Complex ;
28. Vacant site of 2710.40 sq. yards in s.no.17/8,17/9 at Door No. 4-140/ 3B, Near MPP school, opposite to Church, Someswaram to Rajanagaram Road, at Pandalapaka Village, Biccavilu Mandal and commercial godown constructed thereon belonging to Sri Sai Lakshmi Agros Division, proprietor K. Venkata Mukunda Reddy;
29. Site of 5022.10 sq. yards in S.No.18/1 at Pandalapaka and commercial godown constructed thereonbelonging to Sai Lakshmi Agros Division, proprietor K. Satyanarayana Reddy;



### Additional Security

30. Industrial land – 108/4, 108/5, 109/2, 109/1, 7,4,5,9 109/11, 12 and 13, 110/5, Halavarthi, Koppal, Karnataka, Ac 17.45 belonging to the Company;
31. Agricultural land to the extent of Ac 7.775 situated at Block No. 39/1, Venkatapur village, Garag Hobli, Dharwad, Karnataka belonging to K.V. Mukunda Reddy;
32. Agricultural land to the extent of Ac 7.70 situated at Block No. 39/2, Venkatapur village, Garag Hobli, Dharwad, Karnataka belonging to K. Satyanarayana Reddy s/o K. Papa Reddy;
33. Agricultural land of Ac 5.90 situated at block no. 38/2 (part), Venkatapur village, Garag Hobli, Dharwad, Karnataka belonging to M.S.R. Prasad;
34. Agricultural land of Ac 3.175 situated at block no. 38/2B (part), Venkatapur village, Garag Hobli, Dharwad, Karnataka belonging to G.V. Subba Reddy;
35. Agricultural land of Ac 2.75 situated at block no. 38/2B, Venkatapur village, Garag Hobli, Dharwad, Karnataka belonging to K. Bhulok Reddy;
36. Agricultural land of Ac 0.875 situated at S. No. 40 (part), Venkatapur village, Garag Hobli, Dharwad, belonging to K. Bhulok Reddy;
37. Agricultural land of Ac 11.01  $\frac{3}{4}$  situated at S. No. 22/3, 22/2, 20/3, 19/2, 19/4, 20/2, 10/4, 20/3, 20/2, 10/9, 10/3 and 10/4 belonging to the Company;
38. Agricultural land of Ac 38.83 situated at 104, 105 situated near Chatnay Poultry and Dave cotton Products, Nallamilli Road, Balabhadrapuram, at Biccavole Manda, Andhra Pradesh belonging to the Company;

### Fixed Assets

39. Factory land, Ac. 31.945, bearing R. S. No. 24/1, 28/1, 23/1,2, 21/2,3, 30/1, 23/3, located at Biccavolu belonging to the Company and factory building and godowns constructed thereon
40. Factory land 15681.60 sq. yards bearing R.S. No. 248/4, 248/B-3, 248/B-2, D.No.9-4, located at Balabhadrapuram, Biccavolu Mandal belonging to the Company and factory building and godowns constructed thereon;
41. Factory land and building – extent of Ac.11.02 at Koppal plant, Karnataka;
42. WDV of plant and machinery and other fixed assets;

### **Note 2:**

1. Agricultural land in an extent of Ac. 9.52  $\frac{1}{2}$  cts in R.S. No. 297/2, 297/1 situated at Kunikeri Village, Koppal, Karnataka Mr. K. Satyanarayana Reddy S/o Mr. K. V. Mukunda Reddy;
2. Agricultural land to an extent of Ac. 1.40 cts in R.S. No. 110/8, 110/10 situated at Kunikeri Village, Koppal taluka and District, Karnataka belonging to Mr. K. Satyanarayana Reddy s/o Mr. K.V. Mukunda Reddy;
3. Agricultural land to an extent of Ac. 3.27  $\frac{1}{2}$  cts in R.S. No. 110/6, 110/7 situated at Kunikeri Village, Koppal, Karnataka belonging to Mr. K. Bhuloka Reddy;
4. Industrial land to total extent of Ac. 18.82  $\frac{1}{2}$  cts in R.S. No. 32/1, 19/2, 3, 4, 28/5, 6, 7, 8, 29/1, 3, 5, 31/1, 32/1, 34/2, 38/1, situated in Biccavolu, belonging to K.P.R. Chemicals Limited.

### **VEHICLE LOANS**

Our Company has availed certain vehicle loans from various banks, the details of which are given below:

<b>Lender</b>	<b>Loan Amount (₹ in million)</b>	<b>Amount outstanding as on December 31, 2017(₹ in million)</b>	<b>Rate of Interest (% p.a.)</b>	<b>Repayment Schedule</b>	<b>Security</b>
Andhra Bank	0.75	0.66	MCLR +0.55%	Repayable in 24 equated instalments	<ul style="list-style-type: none"><li>• Hypothecation of vehicle purchased (Maruti Dezire)</li><li>• Personal guarantee of Kovvuri Rajasekhar Reddy &amp; Karri Venkata Mukunda Reddy</li></ul>
Andhra Bank	1.00	0.27	10.15%	Repayable in 24	<ul style="list-style-type: none"><li>• Hypothecation of vehicle</li></ul>

				equated instalments	purchased (Honda Elite)
Axis Bank	2.85	0.27	10.00%	Repayable in 23 equated instalments	<ul style="list-style-type: none"> <li>• Hypothecation of vehicle purchased (Ashok Leyland and Ecomet)</li> <li>• Personal guarantee of Karri Adi Reddy</li> </ul>

## B. SECURED LOANS AVAILED BY OUR SUBSIDIARY

Our Subsidiary has availed secured loan from State Bank of India as on December 31, 2017, details of which are set out below:

Name of Lender and Type of Loan	Sanctioned amount (₹ in million)	Amount outstanding as on December 31, 2017 (₹ in million)	Rate of Interest (% p.a.)	Repayment schedule	Security provided
State Bank of India • Working capital	80.00	79.88	MCLR + 4.50%	Repayable on demand	Primary charge on current assets of the Company Personal guarantees of Kovvuri Papa Reddy, Karri Venkata Mukunda Reddy, Karri Venkata Dhanasekhar Reddy and Kovvuri Rajasekhar Reddy Corporate guarantee of Surya Jyothi Seeds India Private Limited and Adithya Vardhana Seeds Private Limited Industrial/ vacant land bearing R.S. No. 424/2, 3 and 5 situated at Ananthasagar village, Hasanparthy, Warangal owned by Sri Sai Swarupa Seeds Private Limited Industrial/ vacant land bearing R.S. No. 424/2, 3 and 5 and 434/2 and 3 situated at Ananthasagar village, Hasanparthy, Warangal owned by Surya Jyothi Seeds India Private Limited Industrial land and shed and compound wall bearing R.S. No. 424/2, 3 and 5 situated at Ananthasagar village, Hasanparthy, Warangal owned by Adithya Vardhana Seeds Private Limited
HDFC Bank (Vehicle Loan)	0.73	0.66	8.95%	36 months	Hypothecation of vehicle purchased (Maruti Swift)

## C. UNSECURED LOANS AVAILED BY OUR COMPANY AND OUR SUBSIDIARY:

a) Our Company

Our Company has availed four unsecured loans as on December 31, 2017, the details of which are set out below:

Name of the lender	Amount outstanding
Corporate Enterprises Private Limited	11.03
Jaagruti Ventures Private Limited	39.54
Sri Krishnadevaraya Hatcheries Private Limited	13.30
Rajasekhar Reddy Kovvuri	20.55
<b>TOTAL</b>	<b>84.42</b>

b) Our Subsidiary

Our Subsidiary has availed two unsecured loans as on December 31, 2017, the details of which are set out below:

<i>(₹ in million)</i>	
<b>Name of the lender</b>	<b>Amount outstanding</b>
Aravind Seeds Private Limited	3.10
<b>TOTAL</b>	3.10

Note: Our Subsidiary has also availed an unsecured loan from our Company, which stood at ₹ 35.49 million as on December 31, 2017.

## SECTION VII: LEGAL AND OTHER INFORMATION

### OUTSTANDING LITIGATIONS 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 proceedings; (iv) other material litigations involving our Company, Group Entities and Directors and (v) any other litigations involving or Company, Directors or other person whose outcome may have a material adverse effect on our Company. Our Board, in its meeting held on January 25, 2018, adopted a policy on identification of material litigations and material creditors (“Materiality Policy”).*

*As per the Materiality Policy, for the purposes of (iv) above, in relation to material litigations, all the outstanding litigations involving our Company: (a) where the amounts involved in such litigations in excess of 5% of the total Profit after Tax of our Company, as per the Restated Consolidated Financial Statements of our Company for Fiscal Year 2017 i.e. ₹ 11.41 million, are to be considered as material pending litigations.*

*Further, except as stated in this section, there are no: (i) pending proceedings initiated against our Company for economic offences; (ii) default and non - payment of statutory dues by our Company; (iii) inquiries, inspections or investigations initiated or conducted under the Companies Act or any previous companies law in the last five years against our Company from the date of this Draft Red Herring Prospectus; (iv) material frauds committed against our Company in the last five years; (v) overdues to banks or financial institutions by our Company; (vi) defaults against banks or financial institutions by our Company; (vii) fines imposed or compounding offences by or against our Company under the Companies Act in the last five years immediately preceding this Draft Red Herring Prospectus; (viii) surveys, inquiries, inspections or investigations initiated or conducted under the IT Act (ix) proceedings initiated against our Company for economic offences; (x) matters involving our Company pertaining to violation of securities law, and (xi) outstanding dues to material creditors and material small scale undertakings.*

*It is clarified that for the purposes of the above, pre – litigations notices received by our Company, our Group Entities and the Directors shall, unless otherwise decided by the Board, not be considered as material litigations until such time that litigations proceedings are initiated before any judicial forum.*

*Further, in terms of the Materiality Policy, our Company considers creditors to whom the amount due exceeds 5% of the consolidated trade payables of our Company as per our Restated Consolidated Financial Statements for the Fiscal Year 2017, as ‘material’ creditors for the purpose of disclosures in this Draft Red Herring Prospectus. Further, all outstanding dues have been disclosed in a consolidated manner in this section. Details of material outstanding dues to creditors and details of outstanding dues to small scale undertakings and other creditors are disclosed on our website at [www.kpragrochem.com](http://www.kpragrochem.com).*

#### A. LITIGATION INVOLVING OUR COMPANY

##### Litigation against Our Company

##### *Criminal Proceedings*

1. Criminal complaint bearing No. 732 of 2014 filed by the State of Karnataka through Director of Agricultural and Inspector of fertilisers against A.H.D. Vasanth Kumar and others A.H.D. Krishnamauthi being the sons of late H.S. Doddegoudain in his capacity as the seller (“**Accused No. 1 and 2**”) and S. Srinivias Reddy, an employee of our Company, in the capacity of manufacturer of fertilizers (“**Accused No.3**”) before the Civil Judge (Junior Division) and Judicial Magistrate First Class at Arakalagudu. On November 7, 2012 an inspection of the premises of accused No. 1 and 2 was conducted by the Assistant Director Agriculture and samples of the fertilizers were seized. The samples were tested and it was found that they were not in accordance to the specifications of the Fertilizers (Control) Order, 1985 and hence it was alleged that Accused No. 1 and 2 have committed an offence of distributing non- standard fertilisers and the Accused No. 3 has committed an offence of manufacturing non-standard fertilisers. Therefore, the said accused are in violation of the Fertilizer (Control) Order, 1985 read alongwith the Essential Commodities Act and are punishable under the same. The complaint is currently pending before the Civil Judge (Junior Division) and Judicial Magistrate First Class at Arakalagudu.

2. Criminal complaint bearing No. 268 of 2017 filed by the Government of Andhra Pradesh through Assistant Director of Agriculture against our Company (“**Accused**”) before the II Additional Judicial I class Magistrate Court Eluru, West Godavari District. On October 9, 2015 an inspection of the premises of the accused was conducted by the Mandal Agricultural Officer and Fertiliser Inspector and the samples of the fertilizers were seized. The samples were tested and it was found that they were not in accordance to specifications of the Fertilisers (Control) Order, 1985 and hence it was alleged that the Accused has committed an offence of manufacturing and distributing non-standard fertilisers. Therefore, the said Accused is in violation of the Fertiliser (Control) Order, 1985, read along with the Essential Commodities Act and is punishable under the same. The complaint is currently pending before the II Additional Judicial I class Magistrate Court Eluru, West Godavari District.
3. Criminal case bearing No. 2192/14 of 2014 filed by Arun B.C through Agriculture Officer and Fertiliser Inspector against Basavaraju (“**Accused No. 1**”) in his capacity as a retail seller, Balakrishna (“**Accused No. 2**”) in his capacity as a wholesale seller and B.V.K. Reddy, in the capacity as fertiliser and manufacturing manager of fertilizers at our Company (“**Accused No.3**”) before the Judicial Magistrate First Class at Bhadravati, Karnataka. On August 21, 2013 an inspection of the premises of Accused No. 1 was conducted by the Agricultural Officer and Fertiliser Inspector and samples of the fertilizers were seized. The samples were tested and it was found that they were not in accordance to the specifications of the Fertiliser (Control) Order, 1985. Therefore, the said accused are in violation of the Fertilizer (Control) Order, 1985 read along with the Essential Commodities Act and are punishable under the same. The complaint is currently pending before the Judicial Magistrate First Class at Bhadravati.
4. Criminal complaint bearing No. 1928 of 2014 filed by the State of Andhra Pradesh through Assistant Director of Agriculture against Kalla Uday Bhaskar, (in his capacity as the proprietor of M/s. Laxmi Enterprises) (“**Accused No. 1**”) and our Company (“**Accused No. 2**”) before the First Additional Judicial Magistrate of First Class Court Vishakhapatnam. On June 13, 2013 an inspection of the premises of Accused No. 1 was conducted by the fertiliser Inspector and the samples of the fertilizers were seized. The samples were tested and it was found that they were not in accordance to the specifications of the Fertilizers (Control) Order, 1985, and hence it was alleged that Accused No. 1 has committed an offence of distributing non-standard fertilisers and the Accused No.2 has committed an offence of manufacturing and distributing non-standard fertilisers. Therefore, the said accused are in violation of the Fertilizer (Control) Order, 1985, read along with the Essential Commodities Act and are punishable under the same. The complaint is currently pending before the First Additional Judicial Magistrate of First Class Court Vishakhapatnam.
5. Criminal complaint bearing No. 1926 of 2014 filed by the State of Andhra Pradesh through Assistant Director of Agriculture against Kalla Uday Bhaskar, (in his capacity as the proprietor of M/s. Laxmi Enterprises) (“**Accused No. 1**”) and our Company (“**Accused No. 2**”) before the First Additional Judicial Magistrate of First Class Court Vishakhapatnam. On March 11, 2011 an inspection of the premises of Accused No. 1 was conducted by the fertiliser Inspector and the samples of the fertilizers were seized. The samples were tested and it was found that they were not in accordance to the specifications of the Fertilizers (Control) Order, 1985, and hence it was alleged that Accused No. 1 has committed an offence of distributing non-standard fertilisers and the Accused No.2 has committed an offence of manufacturing and distributing non-standard fertilisers. Therefore, the said accused are in violation of the Fertilizer (Control) Order, 1985, read along with the Essential Commodities Act and are punishable under the same. The complaint is currently pending before the First Additional Judicial Magistrate of First Class Court Vishakhapatnam.
6. Criminal complaint bearing No. 269 of 2017 filed by the Government of Andhra Pradesh through Assistant Director of Agriculture against our Company (“**Accused**”) before the II Additional Judicial I class Magistrate Court Eluru, West Godavari District. On October 9, 2015 an inspection of the premises of the Accused was conducted by the Mandal Agricultural Officer and fertilisers Inspector and samples of the fertilizers were seized. The samples were tested and it was found that they were not in accordance to the specifications of the Fertilizers (Control) Order, 1985, and hence, it was alleged that Accused has committed an offence of manufacturing and distributing non-standard fertilisers. Therefore, the Accused is in violation of the Fertilizer (Control) Order, 1985, read along with the Essential Commodities Act and is punishable under the same. The complaint is currently pending before the II Additional Judicial I class Magistrate Court Eluru, west Godavari District.
7. Criminal case bearing No. 4 of 2017 filed by the State Government of Andhra Pradesh through Assistant Director of Agriculture, Vizag against Lakshmi Enterprises (“**Accused No. 1**”) and our Company (“**Accused No. 2**”) before the Judicial Magistrate of First Class, Vizianagaram. On December 7, 2013 an inspection of the premises of Accused No. 1 was conducted by the fertiliser Inspector and the samples of the fertilizers were seized. The samples were tested and it was found that they were not in accordance to the specifications of the Fertilizers (Control) Order, 1985, and hence it was alleged that Accused No. 1 has committed an offence of

distributing non-standardfertilisers and Accused No.2 has committed an offence of manufacturing and distributing non-standardfertilisers. Therefore, the said accused are in violation of the Fertilizer (Control) Order, 1985 read alongwith the Essential Commodities Act and are punishable under the same. The complaint is currently pending before the Judicial Magistrate of First Class, Vizianagaram.

8. Criminal case bearing No. 5 of 2017 filed by the Government of Andhra Pradesh through Assistant Director of Agricultural against Sri Devi Traders (“**Accused No. 1**”) and our Company (“**Accused No. 2**”) before the Judicial Magistrate of First Class, Vizianagaram. On December 4, 2013 an inspection of the premises of Accused No. 1 was conducted by the fertiliser Inspector and the samples of the fertilizers were seized. The samples were tested and it was found that they were not in accordance to the specifications of the Fertilizers (Control) Order, 1985, and hence it was alleged that Accused No. 1 has committed an offence of distributing non-standardfertilisers and Accused No.2 has committed an offence of manufacturing and distributing non-standardfertilisers. Therefore, the said accused are in violation of the Fertilizer (Control) Order, 1985 read alongwith the Essential Commodities Act and are punishable under the same. The complaint is currently pending before the Judicial Magistrate of First Class, Vizianagaram.
9. Criminal case bearing No. 693 of 2013 filed by the Government of Andhra Pradesh through Assistant Director of Agricultural against G. Satyanarayana and Kethavarapu (“**Accused No. 1 and 2**”) and Kodi Ramesh, in his capacity as the Quality control officer of our Company (“**Accused No. 3**”) before the Special Court under Fertilization (Control) Order, 1985. On September 29, 2012 an inspection of the premises of Accused No. 1 and 2 was conducted by the fertiliser Inspector and the samples of the fertilizers were seized. The samples were tested and it was found that they were not in accordance to the specifications of the Fertilizers (Control) Order, 1985, and hence it was alleged that Accused No. 1 and 2 have committed an offence of distributing non-standardfertilisers and Accused No.3 has committed an offence of manufacturing and distributing non-standard fertilisers. Therefore, the said accused are in violation of the Fertilizer (Control) Order, 1985, read alongwith the Essential Commodities Act and are punishable under the same. The complaint is currently pending before the Special Court under Fertilization (Control) Order, 1985.
10. Summary trial case bearing No. 3 of 2016 filed by the State of Andhra Pradesh, through Inspector, Legal Metrology, Dharmavaram (“**Complainant**”) against our Company (“**Accused No. 1**”) and C. Manohar Reddy (“**Accused No. 2**”) before the Judicial First class Magistrate at Dharmavaram, Andhra Pradesh. It was alleged that during the inspection, the Inspector, Legal Metrology found the deficiency in the net content of the packages for the products of Accused 1 and accordingly, a case has been registered for the said violation against our Company and Accused No. 2 under the provisions of Legal Metrology Act, 2009. It was prayed by the Complainant to take cognizance of the complaint and prevent the sale and manufacturing of under weighed packages by Accused No. 1 and 2. The complaint is currently pending before the Judicial First class Magistrate at Dharmavaram, Andhra Pradesh.
11. Criminal complaint bearing No. 100 of 2014 filed by the State of Andhra Pradesh, through Assistant Director of Agricultural against our Company (“**Accused**”) before the Additional Chief Metropolitan Magistrate Vishakhapatnam. On June 17, 2017 an inspection of the premises of accused was conducted and samples of the fertilizers were seized by the inspector. The samples were tested and it was found that they were not in accordance to the specifications of the Fertilizers (Control) Order, 1985 and hence it was alleged that the Accused has committed an offence of manufacturing and distributing Non- standard fertilisers. Therefore, the Accused is in violation of the Fertilizer (Control) Order, 1985 read alongwith the Essential Commodities Act and is punishable under the same. The complaint is currently pending before the Additional Chief Metropolitan Magistrate Vishakhapatnam.
12. Criminal case bearing No. 49 of 2017 filed by the State of Telangana through Assistant Director of Agriculture against Allenki Rajendra in his capacity as proprietor of Mahesh Fertilizes Pest and Seeds (“**Accused No. 1**”) and G. Lakshminarayana in his capacity as sales Officer of our Company (“**Accused No.2**”) before the Additional Judicial Magistrate First Class at Karimnagar, Telangana. On September 21, 2015 an inspection of the premises of Accused No. 1 was conducted by the Agricultural officer and fertiliser Inspector and samples of the fertilizers manufactured by Accused No. 2 were seized. The samples were tested and it was found that they were not in accordance to the specifications of the Fertilisers (Control) Order, 1985 and hence it was alleged that Accused No. 1 has committed an offence of distributing non-standardfertilisers and Accused No.2 has committed an offence of manufacturing and distributing non-standardfertilisers. Therefore, the said Accused No. 1 and 2 are in violation of the Fertiliser (Control) Order, 1985 read alongwith the Essential Commodities Act and are punishable under the same. The complaint is currently pending before the Judicial Magistrate First Class at Karimnagar, Telangana.

13. Global Adsorbents Private Limited (“**Complainant**”) has filed a criminal petition bearing No. 110265 of 2016 against our Company, our directors, Papa Reddy Kovvuri, Venkata Mukunda Reddy Karri, Rajasekhar Reddy Kovvuri and others (“**Accused**”) before the Chief Metropolitan Magistrate, Calcutta under section 420, 406 and 422 of the Indian Penal Code, 1860. The Complainant has alleged that the Accused has committed an offence of cheating and defrauding the Complainant by inducing them to part with goods worth ₹ 0.29 million and have failed to pay for the goods, thereby misappropriating the same. The aggregate amount involved is approximately ₹ 0.29 million. The Chief Metropolitan Magistrate, Calcutta *vide* order dated October 1, 2016, found a prima facie case against the accused under section 420, 406 and 422 of the Indian Penal Code, 1860. Our Company, being aggrieved has filed a Criminal revision petition bearing no. 1461 of 2017 against the Complainant before the High Court of Calcutta under section 482 of the Code of Criminal Procedure, 1973 praying for an order for setting aside or quashing and to stay the proceeding of criminal petition bearing No. 110265 of 2016 during pendency of this matter. The High Court of Calcutta has *vide* order dated May 15, 2017 granted a stay of proceeding in criminal petition No. 110265 of 2016 pending before the Chief Metropolitan Magistrate, Calcutta for a period of six weeks after summer vacation or until further order, whichever is earlier. The revision petition is presently pending before High Court of Calcutta.
14. Graphite India Limited (“**Complainant**”) has filed a criminal complaint no. 2041 of 2016 against our Company and our directors Papa Reddy Kovvuri, Venkata Mukunda Reddy Karri, Rajasekhar Reddy Kovvuri and others (“**Accused**”) before the Judicial Magistrate, First Class, Nashik under section 138 read with section 142 of the Negotiable Instruments Act, 1881 (“NI Act”). The complaint has been filed alleging that one cheque issued by the Accused amounting to ₹ 38.57 million, issued towards payment of equipment and machinery, was dishonoured due to insufficient funds. The complaint has been filed *inter alia* praying that the Accused be summoned and tried and punished under the provisions of sections 138 and 142 of the NI Act and under section 420 of the Indian Penal Code, 1860. The complaint is pending before the Judicial Magistrate, First Class, Nashik.
15. Ravindra Kumar Sinha of the Dairy Development Department (“**Complainant**”) has filed an FIR bearing no. 23/2018 against our Company and others (“**Accused**”) under sections 420, 409, 467, 468, 471 and 34 of the Indian Penal Code for cheating and dishonestly inducing delivery of property. Our Company has filed a reply, *inter alia*, denying and objecting the allegations made by the Complainant and has deposited a sum of ₹ 0.78 million with the Dairy Development Department. The matter is presently pending for investigation at Durva police station at Ranchi, Jharkhand.

### **Civil Proceedings**

1. Abburi Visweswara Rao (“**Plaintiff**”) filed an original suit bearing No. 200 of 2011 before the II Additional District Judge, Visakhapatnam against our Company and others (the “**Defendant**”) for alleged infringement of patent of the Plaintiff i.e. the technology for manufacture of feed grade Di Calcium Phosphate, under Sections 104 of the Patents Act, 1970. The Plaintiff has prayed for a perpetual order of injunction restraining the Defendant from using its aforesaid patent, surrender of all the process sheets, drawings, material papers relating to the patent and the technology and a sum of ₹ 10.00 million payable in damages. Defendants have filed their written statement, *inter alia*, denying and objecting the allegations and seeking dismissal of the suit. The matter is currently pending before the II Additional District Judge, Visakhapatnam.
2. One Reji (“**Petitioner**”) has filed a writ petition bearing No. 25278 of 2017 against the State of Kerala, our Company and Others (“**Respondents**”) before the High Court of Kerala at Ernakulam. The Petitioner has alleged that our Company has not disclosed the true composition of products produced by the company on the information label and hence the products could be harmful to humans and the environment. The Petitioner has prayed for a writ of mandamus directing the state of Kerala to verify the chemical composition of the pesticides and fertilizers manufactured by our Company and such other orders as the court may deem fit. Our Company has filed their Counter affidavit, *inter alia*, denying and objecting the allegations made by the Petitioner. The matter is currently pending before the High Court of Kerala at Ernakulam.
3. Our Company has filed several applications for registration of numerous trademarks under the Trademarks Act, 1999. Several oppositions have been filed by various persons and entities, opposing registration of our trademarks, alleging deceptively similar trademark and such applications are currently pending before various Trademark Registries.

The following are the details of applications made by our Company for registration of trademarks which are pending and have been objected on the date of filing of this Draft Red Herring Prospectus:

Sr. No.	Particulars of trademark	Date of Application	Application No.	Class	Nature of goods	User since	Opposition made by/ Objected
1.	'ACCOR'	July 20, 2015	3012363	5	FUNGICIDE	21/02/2002	Objected
2.	AGNI	July 20, 2015	3012360	5	INSECTICIDE	28/11/2006	Objected
3.	AJAY 17-17-17	July 20, 2015	3012447	1	NPK MIXTURE	24/05/2007	Objected
4.	AJAY 19-19-19	July 20, 2015	3012446	1	NPK MIXTURE	24/05/2007	Objected
5.	AJAY 22-0-11	July 20, 2015	3012444	1	NPK MIXTURE	24/05/2007	Objected
6.	AKRAMAN	July 20, 2015	3012361	5	INSECTICIDE	21/02/2006	Objected
7.	Alcon	July 20, 2015	3012362	5	HERBICIDE	17/03/2009	Objected
8.	ANNADATA	July 20, 2015	3012443	1	FERTILISERS	19/07/2013	Objected
9.	ANNADATA SINGLE SUPER PHOSPHATE	July 20, 2015	3012442	1	FERTILISERS	19/07/2013	Objected
10.	ASSAULT	July 20, 2015	3012367	5	BIO FERTILISERS	25/03/2014	Objected
11.	Avian	July 20, 2015	3012356	5	ISECTICIDE	06/06/2005	Objected
12.	CANON	July 20, 2015	3012476	5	FUNGICIDE	28/11/2006	Objected
13.	CHAKRA TRIAZOPHOS 40% E.C. BROAD SPECTRUM INSECTICIDE	July 20, 2015	3012421	5	INSECTICIDE	19/06/2006	Objected
14.	Cocxy	July 20, 2015	3012359	5	FUNGICIDE	19/09/2008	Objected
15.	Destroy	July 20, 2015	3012357	5	HERBICIDE	09/06/2005	Objected
16.	EXTRA POWER	July 20, 2015	3012350	5	BIO FERTILISERS	03/10/2009	Objected
17.	FAST	July 20, 2015	3012352	5	INSECTICIDE	26/04/2002	Objected
18.	FIGHTER	July 20, 2015	3012351	5	INSECTICIDE	05/03/2014	Objected
19.	FLOWER GAIN	July 20, 2015	3012418	1	MICRO NUTRIENT FERTILISERS	03/05/2014	Objected
20.	FORCE CAPTAIN 70% + HEXACONAZOLE 5% WP CONTACT FUNGICIDE	July 20, 2015	3012417	5	FUNGICIDE	05/03/2014	Objected
21.	Grow Rich	July 20, 2015	3012416	1	BIO FERTILISERS	03/05/2014	Objected
22.	HumiD	July 20, 2015	3012354	5	BIO FERTILISERS	03/10/2009	Objected
23.	PHOSPHAMID ON 40% S.L.	July 20, 2015	3012347	5			Opposed by Syngenta Limited, Great Britain
24.	ISOLONE	July 20, 2015	3012348	5	FUNGICIDE	06/07/2005	Objected
25.	JODI 505	July 20, 2015	3012346	5	INSECTICIDE	09/06/2005	Objected
26.	'Killmite	July 20, 2015	3012345	5	HERBICIDE	28/03/2008	Objected
27.	MEga Min Technical	July 20, 2015	3012453	1	HERBICIDE	08/02/2012	Objected
28.	MALIK	July 20, 2015	3012343	5	MICRO NUTRIENT FERTILISERS	06/07/2007	Objected
29.	MALIK-DP	July 20, 2015	3012365	5	INSECTICIDES	19/09/2008	Opposed by Nitesh Wadhvani, India
30.	MASTER Plus	July 20, 2015	3012342	5	INSECTICIDE	25/03/2001	Objected
31.	BLASTER TRICYCLAZOLE 75% W.P.	July 20, 2015	3012396	5	FUNGICIDE	28/11/2006	Objected
32.	MEGAFEN-DP	July 20, 2015	3012452	5	FUNGICIDE	25/03/2001	Objected
33.	MEGA HIT	July 20, 2015	3012457	5	INSECTICIDE	30/08/2013	Objected
34.	MEGA IMIDA	July 20, 2015	3012455	5	INSECTICIDE	10/05/2002	Objected
35.	MEGA MASTER	July 20, 2015	3012459	5	INSECTICIDE	10/05/2002	Objected
36.	MEGA MIX	July 20, 2015	3012463	1	FUNGICIDE	14/02/2002	Objected
37.	MEGA MIX	July 20, 2015	3012462	1	MICRONUTRIENT FERTILISER	24/05/2007	Objected
38.	MEGA NEEM	July 20, 2015	3012461	5	MICRO NUTRIENT FERTILISERS	24/05/2007	Objected
39.	MEGAFEN 20EC	July 20, 2015	3012451	5	INSECTICIDE	26/04/2002	Objected
40.	Megafuran 3G	July 20, 2015	3012450	5	INSECTICIDE	26/04/2002	Objected
						27/06/2006	Opposed by Aristo Pharmaceuticals



Sr. No.	Particulars of trademark	Date of Application	Application No.	Class	Nature of goods	User since	Opposition made by/ Objected
							Private Limited.
41.	Megasulf	July 20, 2015	3012449	5	HERBICIDE	12/02/2014	Objected
42.	MELUX QUINALPHOS 25% EC	July 20, 2015	3012386	5	INSETICIDE	19/06/2006	Objected
43.	MELUX-GR QUINALPHOS 5% Gr	July 20, 2015	3012385	5	INSECTICIDE	18/02/2013	Objected
44.	FLOWERS MORE FERTILIZERS	July 20, 2015	3012383	1	MICRO NUTRIENT FERTILISERS	03/05/2014	Objected
45.	Mr Bon Plus	July 20, 2015	3012381	5	INSECTICIDE	28/03/2008	Objected
46.	MU-ON	July 20, 2015	3012379	5	INSECTICIDE	15/07/2002	Objected
47.	PHOSCAL	July 20, 2015	3012392	5	BIO FERTILISERS	25/03/2014	Objected
48.	Power	July 20, 2015	3012377	5	INSECTICIDE	14/02/2013	Objected
49.	PRESTIGE	July 20, 2015	3012376	5	INSECTICIDE	19/09/2008	Objected
50.	PROCOL PROPINEB 70% WP	July 20, 2015	3012374	5	FUNGICIDE	12/02/2014	Objected
51.	Progent S.C	July 20, 2015	3012372	5	INSECTICIDE	17/03/2009	Objected
52.	PROGENT	July 20, 2015	3012373	5	INSECTICIDE	17/03/2009	Objected
53.	PROUD	July 20, 2015	3012371	5	INSECTICIDE	19/06/2005	Objected
54.	PushOut	July 20, 2015	3012370	5	INSECTICIDE	19/09/2008	Objected
55.	SAINIK	July 20, 2015	3012368	5	INSECTICIDE	21/02/2006	Objected
56.	Samrat Atrazine 50% WP	July 20, 2015	3012395	5	HERBICIDE	25/03/2001	Objected
57.	Annadata SetRight	July 20, 2015	3012390	1	MICRO NUTRIENT FERTILISERS	19/07/2013	Objected
58.	Shourya INSECTICIDE	July 20, 2015	3012389	5	INSECTICIDE	21/02/2006	Objected
59.	THIOPHANATE METHYL 70% WP SIGMA	July 20, 2015	3012388	5	FUNGICIDE	25/03/2002	Objected
60.	SONA	July 20, 2015	3012387	5	BIO FERTILISERS	03/10/2009	Objected
61.	Sona PLUS	July 20, 2015	3012397	5	BIO FERTILISERS	03/10/2009	Objected
62.	SPEED	July 20, 2015	3012398	5	HERBICIDE	26/04/2002	Objected
63.	STARWIN BIFENTHRIN 10% EC	July 20, 2015	3012399	5	INSECTICIDE	12/02/2014	Objected
64.	Strike	July 20, 2015	3012408	5	INSECTICIDE	15/03/2011	Objected
65.	STUMP	July 20, 2015	3012409	5	HERBICIDE	17/03/2009	Objected
66.	SUCKER Metribuzin 70% WP	July 20, 2015	3012410	5	HERBICIDE	29/12/2011	Objected
67.	SULFET-G SULPHUR 80% WDG	July 20, 2015	3012406	5	FUNGICIDE	13/08/2010	Objected
68.	METALAXYL 35% W.S.	July 20, 2015	3012403	5	FUNGICIDE	19/09/2008	Objected
69.	Thiamex Thiamethoxam 25% WG	July 20, 2015	3012404	5	INSECTICIDE	28/03/2008	Objected
70.	TREX DIURON 80% WP	July 20, 2015	3012414	5		08/09/2009	Opposed by Virbac Animal Health India Private Limited
71.	VIRAT 2 4-D SODIUM SALT 80%	July 20, 2015	3012412	5	HERBICIDE HERBICIDE	28/11/2006	Objected
72.	WEEDKILL 2, 4-D AMINE SALT 58% SL	July 20, 2015	3012411	5	HERBICIDE	26/12/2011	Objected
73.	Megastin	July 20, 2015	3012460	5	FUNGICIDE	09/04/2002	Objected
74.	ABHAYA Chelated Feed Mix (DEVICE OF COW)	July 27, 2015	3017662	31	ANIMAL FEED	25/04/2015	Objected
75.	Armor	July 27, 2015	3017664	5	FUNGICIDE	18/02/2013	Objected

Sr. No.	Particulars of trademark	Date of Application	Application No.	Class	Nature of goods	User since	Opposition made by/ Objected
76.	FIXER SULPHUR 55.16% SC Contact Fungicide 55	July 27, 2015	3017666	5	FUNGICIDE	05/03/2014	Opposed by Dhanuka Agritech Limited
77.	Storm	July 27, 2015	3017667	5	BIO FERTILISERS	25/03/2015	Objected
78.	TRIZEB	July 27, 2015	3017668	5	FUNGICIDE	05/03/2014	Objected
79.	Laurel	July 27, 2015	3017669	5	INSECTICIDE	02/08/2002	Objected
80.	Jivan N.P.K 00:52:34	July 27, 2015	3017670	1	WATER SOLVABLE FERTILISERS	23/03/2015	Objected
81.	Jivan N.P.K 20:20:20	July 27, 2015	3017672	1	WATER SOLVABLE FERTILISERS	23/03/2015	Objected
82.	Jivan N.P.K 19:19:19	July 27, 2015	3017671	1	WATER SOLVABLE FERTILISERS	23/03/2015	Objected
83.	Mega M-45	July 27, 2015	3017673	5	FUNGICIDE	15/07/2002	Objected
84.	MEGA NEEM	July 27, 2015	3017674	5	INSECTICIDE	26/04/2002	Objected
85.	Patriots	July 27, 2015	3017676	5	FUNGICIDE	14/03/2012	Objected

For further details, please refer to the chapter titled “Government and other approvals” on page 427 of this Draft Red Herring Prospectus.

## Litigation by our Company

### Criminal Proceedings

1. Our Company has filed 9 complaints before the Judicial Magistrate, First Class, Rajahmundry, Andhra Pradesh, in accordance with the provisions of Section 138 of the Negotiable Instruments Act, 1881, against various persons and entities, for dishonour of cheques issued by such third parties to our Company. The aggregate amount involved is approximately ₹ 2.47 million. These cases are currently pending at various stages of adjudication.
2. Our Company has filed 60 complaints before the Judicial Magistrate, First Class, Koppal, Karnataka, in accordance with the provisions of Section 138 of the Negotiable Instruments Act, 1881, against various persons and entities, for dishonour of cheques issued by such third parties to our Company. The aggregate amount involved is approximately ₹ 18.60 million. These cases are currently pending at various stages of adjudication.
3. Our Company has filed 92 complaints before the Judicial Magistrate, First Class, Anaparthi, Andhra Pradesh, in accordance with the provisions of Section 138 of the Negotiable Instruments Act, 1881, against various persons and entities, for dishonour of cheques issued by such third parties to our Company. The aggregate amount involved is approximately ₹ 39.36 million. These cases are currently pending at various stages of adjudication.
4. Criminal revision petition No. 2178/ 2012 filed by Srinivas Reddy, an employee of our Company, in his capacity as an occupier of one of the premises of our Company (“**Petitioner**”) against Basavareddy Manjula before the High Court of Karnataka Circuit Bench Dharwad (“**Respondent**”). On or about February 2, 2010 a raid was conducted by the Respondent being the Insecticides Inspector and it was alleged that the Petitioner has committed an offence under section 200 of the Criminal Procedure Code read along with Section 18(1)(c), 27, 28 of the Insecticides Act by manufacturing and distributing insecticides without a permit and being in violation under the Insecticides Act. Vide the order dated January 13, 2012 passed by Judicial Magistrate First Class, Koppal in Criminal complaint No. 4/ 2011, the petitioner was convicted for the alleged offence and was sentenced to undergo simple imprisonment of one year and also directed to pay a fine of ₹0.05 million. Being aggrieved by the order passed, the Petitioner filed Criminal Appeal No. 5/ 2012 before the Additional Fast track Court, Koppal. Vide an order dated July 7, 2012 the Additional Fast Track Court, Koppal confirmed the lower court’s order. The Petitioner has therefore filed the said petition for revision of the order passed by Judicial Magistrate First Class, Koppal dated January 13, 2012 passed in Criminal complaint No. 4/ 2011 and the order passed by Additional Fast track Court dated July 7, 2012 passed in Criminal Appeal No. 5/ 2012 filed by the Respondent against the Petitioner. The Petition is currently pending before the High Court of Karnataka Circuit Bench Dharwad.

5. Our Company (“**Appellant**”) has filed a criminal miscellaneous petition bearing No. 44 of 2017 against Polsani Sukumar Rao and others (“**Accused**”) before the Court of Sessions, Rajahmundry under section 372 of the Criminal Procedure Code. The matter pertains to misappropriation of the funds to the sum of ₹0.55million and criminal breach of trust by the Accused, an employee of our Company, in his capacity as a Sales representative against the Company. On discovery of the crime, the Company filed a criminal complaint against the Accused in the Biccavolu Police station on July 12, 2010. A Criminal Complaint bearing No. 356 of 2010 was filed by our Company against the Accused before the Civil Judge (Junior Division) and Judicial Magistrate First Class at Anaparathi under sections 403, 408, 418, 477 read of the Indian Penal Code against all the Accused alleging misappropriation of the funds. The I Additional Assistant Sessions Judge, Rajahmundry has *vide* order dated December 17, 2015 acquitted all the Accused. The Appellant being aggrieved has therefore appealed against the order dated December 17, 2015. The matter is presently pending for before Court of Sessions, Rajahmundry.

### ***Civil Proceedings***

1. Our Company has filed an original application bearing No. 29/13/PT/CH of 2013 against Controller of Patents, Chennai and Abburi Visweshawara Rao before the Intellectual Property Appellate Board at Chennai in the matter of patent no. IN 202038 registered in the name of Abburi Visweshawara Rao. Our Company has claimed that patent no. IN 202038 has been wrongfully granted to Abburi Visweshawara Rao for “a process for the manufacture of free grade Di- Calcium Phosphate” as the same was not an invention. Our Company prayed for an order for revocation of patent no. IN 202038 registered in the name of Abburi Visweshawara Rao and to award the cost in favour of our Company. The matter is currently pending before the Intellectual Property Appellate Board at Chennai.
2. Our Company has filed a special leave petition bearing No.19919 of 2016 against the State of Andhra Pradesh and others (“**Respondents**”) before the Supreme Court of India to set aside the common order dated May 19, 2016 passed by the High Court of Andhra Pradesh at Hyderabad in writ petition bearing No.1950 of 2011. The matter pertains to a notice dated October 1, 2010, received by our Company from the Respondents directing our Company to submit monthly returns in Form AA along with electricity duty payment from December 29, 2009 till the date of the notice as per the provisions of the Andhra Pradesh Electricity Duty Act, 1939 and rules framed thereunder. Our Company had submitted that the Respondents had no right to demand electricity duty payment as our Company comes under the category of capital consumption. Our Company filed a Writ Petition bearing No.1950 of 2011 against the Respondents before the High Court of Andhra Pradesh at Hyderabad wherein our Company sought an injunction restraining the Respondents from demanding electricity duty and disconnection of power supply. The High Court of Andhra Pradesh *vide* its order dated September 27, 2011 directed the Respondents not to resort to disconnection of power supply. Thereafter the High Court of Andhra Pradesh has *vide* its common order dated May 19, 2016 dismissed the writ petition. Our Company being aggrieved has therefore filed the special leave petition against the order dated May 19, 2016. This matter is presently pending before the Supreme Court of India.
3. Our Company has filed a writ petition bearing No. 28221 of 2016 against the State of Andhra Pradesh and others (“**Respondents**”) before the High Court of Andhra Pradesh at Hyderabad, questioning the validity of Rule 4B of Andhra Pradesh Electricity Duty Rules, 1939 as ultra vires and unconstitutional of Andhra Pradesh Electricity Duty Act, 1939 and the consequent proceeding taken by the Respondents against our Company under the said rule. Our Company has prayed for a writ of mandamus for declaring Rule 4B of Andhra Pradesh Electricity Duty Rules, 1939 as ultra vires and unconstitutional of Andhra Pradesh Electricity Duty Act, 1939 thereby setting aside the proceeding taken against our Company under the said rule and has sought an order of injunction restraining the Respondent from demanding electricity duty and disconnecting power supply. Further the High Court of Andhra Pradesh at Hyderabad has *vide* order dated August 24, 2016 directed the Respondents not to take any coercive steps to disconnect the power supply of the Company but is open to proceed to take action for recovery of arrears of electricity duty pending disposal of the matter. The matters are currently pending before the High Court of Andhra Pradesh at Hyderabad.
4. Our Company has filed a company petition bearing No. 231/KB/9/2018 against Amrit Feeds Limited (“**Corporate Debtor**”) before the National Company Law Tribunal, Kolkata under the Insolvency and Bankruptcy Code, 2016. The Corporate Debtor has failed to pay its outstanding dues aggregating to the sum of ₹ 16.20 million for goods supplied by our Company. The Petition is currently pending before the National Company Law Tribunal, Kolkata.

### ***Potential Litigation***

***NIL***

## **B. LITIGATION INVOLVING OUR DIRECTORS**

### **Cases filed against our Directors**

#### *Civil Proceedings*

**NIL**

#### *Criminal Proceedings*

1. Global Adsorbents Private Limited (“**Complainant**”) has filed a criminal petition bearing No. 110265 of 2016 against our Company, our directors, Papa Reddy Kovvuri, Venkata Mukunda Reddy Karri, Rajasekhar Reddy Kovvuri and others (“**Accused**”) before the Chief Metropolitan Magistrate, Calcutta under section 420, 406 and 422 of the Indian Penal Code, 1860. For further details, see “*Litigations involving our Company - Litigation against our Company - Criminal Proceedings*” on page 411 of this Draft Red Herring Prospectus.
2. Graphite India Limited (“**Complainant**”) has filed a criminal complaint no. 2041 of 2016 against our Company and our directors Papa Reddy Kovvuri, Venkata Mukunda Reddy Karri, Rajasekhar Reddy Kovvuri and others (“**Accused**”) before the Judicial Magistrate, First Class, Nashik under section 138 read with section 142 of the Negotiable Instruments Act, 1881 (“**NI Act**”). For further details, see “*Litigations involving our Company - Litigation against our Company - Criminal Proceedings*” on page 411 of this Draft Red Herring Prospectus.
3. Padala Venkata Ramareddy (“**Appellant**”) has filed a criminal revision case bearing no. 1576/2014 against some of our directors i.e. Venkata Mukunda Reddy Karri, Satyanarayana Reddy Kovvuri (s/o. Veera Raghava Reddy) and others (“**Accused**”) before the High Court of Hyderabad under section 372 of the Criminal Procedure Code. An FIR bearing no. 602/2007 has been registered under sections 147, 148, 427, 307 read along with 149 of the Indian Penal Code against all the Accused. The case was thereafter transferred to the Sessions court under case No. 175/2010 before the I Additional Assistant Sessions Judge, Rajahmundry. The I Additional Assistant Sessions Judge, Rajahmundry has vide order dated May 12, 2014 acquitted all the Accused. The Appellant being aggrieved has therefore appealed against the order dated May 12, 2014 before the High Court of Andhra Pradesh at Hyderabad. The matter is presently pending before High Court of Andhra Pradesh at Hyderabad.

### **Cases filed by our Directors**

#### *Civil Proceedings*

**NIL**

#### *Criminal Proceedings*

**NIL**

#### *Potential Litigation*

**NIL**

## **C. LITIGATION INVOLVING OUR PROMOTERS**

### **Cases filed against our Promoters**

#### *Civil Proceedings*

**NIL**

#### *Criminal Proceedings*

1. Global Adsorbents Private Limited (“**Complainant**”) has filed a criminal petition bearing No. 110265 of 2016 against our Company, our directors, Papa Reddy Kovvuri, Venkata Mukunda Reddy Karri, Rajasekhar Reddy Kovvuri and others (“**Accused**”) before the Chief Metropolitan Magistrate, Calcutta under section

420, 406 and 422 of the Indian Penal Code, 1860. For further details, see “*Litigations involving our Company - Litigation against our Company - Criminal Proceedings*” on page 411 of this Draft Red Herring Prospectus.

- Graphite India Limited (“**Complainant**”) has filed a criminal complaint no. 2041 of 2016 against our Company and our directors Papa Reddy Kovvuri, Venkata Mukunda Reddy Karri, Rajasekhar Reddy Kovvuri and others (“**Accused**”) before the Judicial Magistrate, First Class, Nashik under section 138 read with section 142 of the Negotiable Instruments Act, 1881 (“**NI Act**”). For further details, see “*Litigations involving our Company - Litigation against our Company - Criminal Proceedings*” on page 411 of this Draft Red Herring Prospectus.
- Padala Venkata Ramareddy (“**Appellant**”) has filed a criminal revision case bearing no. 1576/2014 against some of our directors i.e. Venkata Mukunda Reddy Karri, Satyanarayana Reddy Kovvuri (s/o. Veera Raghava Reddy) and others (“**Accused**”) before the High Court of Hyderabad under section 372 of the Criminal Procedure Code. For details of litigations proceedings involving our Promoters, see “*Litigation involving our Directors - Criminal Proceedings*” on page 411 of this Draft Red Herring Prospectus.

#### Cases filed by our Promoters

##### *Civil Proceedings*

**NIL**

##### *Criminal Proceedings*

**NIL**

##### *Potential Litigation*

**NIL**

#### **D. LITIGATION INVOLVING OUR SUBSIDIARY**

##### Cases filed against our Subsidiary

##### *Civil Proceedings*

- Our Subsidiary has filed various applications for registration of several trademarks under the Trademarks Act, 1999. Several oppositions have been filed by various persons and entities, opposing registration of our Subsidiary’s trademarks, alleging deceptively similar trademark and such applications are currently pending before various Trademark Registries.

The following are the details of applications made by our Subsidiary for registration of trademarks which are pending and have been objected:

Sr. No.	Particulars of trademark	Date of Application	Application No.	Class	Nature of goods	User since	Opposition made by
1.	Ujwala APURVA (DEVICE OF BRINJAL)	September 28, 2015	3065043	31	SEEDS	24/03/2014	Objected
2.	APURVA SEEDS (WITH DEVICE)	September 28, 2015	3065044	31	SEEDS	01/01/2009	Objected
3.	APURVA SEEDS (WITH DEVICE)	September 28, 2015	3065045	35	SEEDS	01/01/2009	Objected
4.	APURVA SEEDS	September 28, 2015	3065046	35	SEEDS	01/01/2009	Objected
5.	APURVA SEEDS	September 28, 2015	3065047	31	SEEDS	01/01/2009	Objected
6.	APURVA RES-PADDY SAMPADA	September 28, 2015	3065048	31	SEEDS	12/05/2015	Objected
7.	APURVA Pruthvi-2	September 28, 2015	3065050	31	SEEDS	30/04/2015	Objected
8.	APURVA SEEDS Nag-45	September 28, 2015	3065051	31	SEEDS	17/11/2013	Objected
9.	ASM777	September 28, 2015	3065053	31	SEEDS	01/04/2013	Objected
10.	Soumya-96 APURVA SEEDS	September 28, 2015	3065055	31	SEEDS	31/01/2014	Objected

For further details, please refer to the chapter “*Government and other approvals*” on page 427 of this Draft Red Herring Prospectus.

##### *Criminal Proceedings*

1. Criminal Complaint bearing No. 194 of 2015 filed by the State of Andhra Pradesh through Assistant Director of Agriculture, Yelamanchili against M/s. Krushi Lakshmi Seeds, Tadi Ramajetle Reddy and our Subsidiary (“**Accused**”) before the First Additional Judicial Magistrate of First Class Vishakhapatnam. Samples of seeds were tested and it was found that they were not in confirmatory to the prescribed standards of germination and hence it was alleged that Accused has committed an offence under the Seeds Act, 1966 and Seeds (Control) Order, 1983. Therefore, it is alleged that the said accused are in violation of the Seeds Act, 1966 and Seeds (Control) Order, 1983, and are punishable under the same. The complaint is currently pending before the Additional Judicial Magistrate of First Class, Vishakhapatnam.

#### **Cases filed by our Subsidiary**

##### *Civil Proceedings*

**NIL**

##### *Criminal Proceedings*

1. Our Subsidiary has filed 3 complaints before the Judicial Magistrate First Class, Anaparthi, Andhra Pradesh, in accordance with the provisions of Section 138 and 142 of the Negotiable Instruments Act, 1881, against various persons and entities, for dishonour of cheques issued by such third parties to our Company. The aggregate amount involved is approximately ₹0.20 million. These cases are currently pending at various stages of adjudication.

##### *Potential Litigation*

**NIL**

#### **E. LITIGATION INVOLVING OUR GROUP ENTITIES**

##### **Cases filed against our Group Entities**

##### *Civil Proceedings*

**NIL**

##### *Criminal Proceedings*

**NIL**

##### **Cases filed by our Group Entities**

##### *Civil Proceedings*

**NIL**

##### *Criminal Proceedings*

**NIL**

##### *Potential Litigation*

1. One of our Group Entities, K.P.R. Industries (India) Limited and some of our Promoters, being guarantors, have received notices, between April 1, 2017 to September 22, 2017, from lenders namely Bank of India, Central Bank of India, Indian Overseas Bank, State Bank of India, Syndicate Bank, Vijaya Bank and United Bank of India (collectively the “Banks”) for defaulting in repayment of loans granted by the Banks. The notices have been issued under section 13(2) of the SARFAESI Act, 2002, seeking repayment of outstanding sums aggregating to ₹ 3,807.27million. *Vide* the said notices, each of the Banks have declared and classified the accounts held by K.P.R. Industries (India) Limited as non-performing assets and have stated that unless the outstanding amount of ₹ 3,807.27million is paid, the security provided by K.P.R. Industries (India) Limited and the personal guarantee issued by some of our Promoters, shall be enforced. K.P.R. Industries (India) Limited has replied to the said notices, denying all the allegations and providing factual disclosures to counter

the said demand. As on the date of this Draft Red Herring Prospectus, there has been no further communication from the Banks in this regard.

## F. TAX MATTERS

- i. Set forth below are details regarding direct tax matters, in a consolidated manner, of our Company, our Subsidiary, our Promoters, our Directors and Group Entities as on the date of this Draft Red Herring Prospectus:

(₹ in million approximately)

Period	Pending before	Number of cases	Amount to the extent ascertainable
<b>Our Company</b>			
AY 2012-13	Commissioner of Income Tax (Appeals)	1	1.33
AY 2013-14	Commissioner of Income Tax (Appeals)	1	12.72
AY 2014-15	Commissioner of Income Tax (Appeals)	1	48.13
<b>Total</b>		<b>3</b>	<b>62.18</b>
<b>Our Promoters and Directors</b>			
<b>NIL</b>			
<b>Our Group Entities</b>			
<b>NIL</b>			
<b>Our Subsidiary</b>			
<b>NIL</b>			

- ii. Set forth below are details regarding indirect tax matters, in a consolidated manner, of our Company, its Subsidiary, our Promoters, our Directors and Group Entities as on date of this Draft Red Herring Prospectus:

(₹ in million approximately)

Type of proceedings	Period	Pending before	Number of cases	Amount to the extent ascertainable
<b>Our Company</b>				
Sales Tax	FY 2012-13 and FY2013-14	Commissioner of commercial tax Odisha, Cuttack	1	1.55
<b>Total</b>			<b>1</b>	<b>1.55</b>
<b>Central Excise</b>				
Cenvat on Capital Goods	October, 2008 to April 2010	CESTAT, Bangalore	1	6.48
Cenvat on Capital Goods	2009 to 2011	CESTAT, Bangalore	1	0.28
Cenvat on Capital Goods	July, 2009 to April, 2012	Customs ,Central Excise & Service Tax( Appeals), Visakhapatnam	1	0.45
Misclassification of DCP	October 2009 to January, 2011	CESTAT, Bangalore	1	20.57
Misclassification of DCP	February, 2011 to January, 2012	CESTAT, Bangalore	1	19.70
Misclassification of DCP	February, 2012 to October, 2012	CESTAT, Bangalore	1	23.16
Misclassification of DCP	November, 2012 to April, 2013	CESTAT, Bangalore	1	22.83
Misclassification of DCP	May, 2013 to October, 2013	CESTAT, Bangalore	1	21.67
Misclassification of DCP	November, 2013 to September, 2014	CESTAT, Hyderabad	1	40.23
Duty on Micronutrients	April, 2007 to January, 2011	CESTAT, Bangalore	1	12.35
Duty on Micronutrients	February, 2011 to January, 2012	Customs ,Central Excise & Service Tax(	1	2.45

Type of proceedings	Period	Pending before	Number of cases	Amount to the extent ascertainable
		Appeals), Visakhapatnam		
Duty on Micronutrients	February, 2012 to January, 2013	Customs ,Central Excise & Service Tax( Appeals), Visakhapatnam	1	1.94
Duty on Micronutrients	February, 2013 to October, 2013	CESTAT, Bangalore	1	0.67
Duty on Micronutrients	November, 2013 to September, 2014	CESTAT, Hyderabad	1	0.53
Misclassification of Bio-Fertilisers	April, 2010 to February, 2011	CESTAT, Visakhapatnam	1	2.60
Misclassification of Bio-Fertilisers	March, 2011 to February, 2012	Customs ,Central Excise & Service Tax( Appeals), Visakhapatnam	1	4.38
Misclassification of Bio-Fertilisers	March 2012 to February 2013	Commisioner of Central Excise,Customs & Service Tax,Visakhapatnam-II	1	3.71
Misclassification of Bio-Fertilisers	March, 2013 to October, 2013	Commisioner of Central Excise,Customs & Service Tax,Visakhapatnam-II	1	1.96
Misclassification of Bio-Fertilisers	November, 2013 to September, 2014	Commisioner of Central Excise,Customs & Service Tax,Visakhapatnam-II	1	2.27
Misclassification of Bio-Fertilisers	October, 2014 to August, 2015	Commisioner of Central Excise& Service Tax, Kakinada	1	4.39
	<b>Total</b>		<b>20</b>	<b>192.62</b>
	<b>TOTAL</b>		<b>21</b>	<b>194.16</b>
<b>Our Group Entities</b>				
<b>NIL</b>				
<b>Our Subsidiary</b>				
<b>NIL</b>				

#### **G. ACTION PENDING OR TAKEN BY A MINISTRY, GOVERNMENT DEPARTMENT, STATUTORY / REGULATORY AUTHORITIES AGAINST OUR PROMOTERS**

Except as stated below, there are no litigations or legal actions pending or taken by any Ministry or Department of the Government or a statutory authority against the Promoters of our Company during the last five years immediately preceding the year of the issue of this Draft Red Herring Prospectus and any direction issued by such Ministry or Department or statutory authority upon conclusion of such litigations or legal actions.

1. The Deputy Commissioner of Income Tax, Hyderabad, *vide* its Order dated March 19, 2014 had raised a tax liability of ₹ 4.62 million on one of our Promoter and Executive Director, Rajasekhar Reddy Kovvuri on account of loans taken by him amounting to ₹ 10 million for the assessment year 2011 – 2012. Further, the Deputy Commissioner of Income Tax, Hyderabad, *vide* its subsequent Order dated September 23, 2014 imposed a penalty of ₹3.09 million on one of our Promoter and Executive Director, Rajasekhar Reddy Kovvuri on account of concealing the particulars of income amounting to ₹ 10 million for the assessment year 2011 – 2012. Rajasekhar Reddy Kovvuri paid an amount of ₹ 3.02 million on October 15, 2014 with the State Bank of India, Bangalore. Being aggrieved, Rajasekhar Reddy Kovvuri appealed against the order dated March 19, 2014. The Commissioner of income tax, (Appeals)-2, Visakhapatnam had *vide* Order dated December 22, 2017 allowed the appeal and by subsequent consequential orders both dated January 22, 2018 the penalty imposed was withdrawn and an amount of ₹ 4.08 million was made repayable to Rajasekhar Reddy Kovvuri.



## H. PROCEEDINGS INITIATED AGAINST OUR COMPANY FOR ECONOMIC OFFENCES

There are no proceedings initiated against our Company for any economic offences.

## I. Details of default and non - payment of statutory dues by our Company.

For details of non-payment of statutory dues by our Company, refer to “*Management discussion and analysis of financial condition and results of operations – Details of default, if any, including therein the amount involved, duration of default and present status, in repayment of statutory dues or repayment of debentures or repayment of deposits or repayment of loans from any bank or financial institution*” on page 386.

## J. OUTSTANDING DUES TO CREDITORS

As on December 31, 2017, our Company has 744 creditors to whom a total amount of ₹2,266.71million is outstanding. Based on the Materiality Policy adopted by our Board, the threshold for material dues is 5% of total trade payable, as at December 31, 2017, i.e. 5% of ₹2,266.71million which is ₹113.33million, 16 are material creditors to whom total amount due is ₹1,805.59 million.

Further, based on available information regarding status of the creditor as defined under section 2 of the Micro, Small and Medium Enterprises Development Act, 2006, as of December 31, 2017, our Company owes outstanding dues of ₹ 18.73 million to 39 small scale undertakings. With respect to other creditors, as of December 31, 2017, our Company owes outstanding dues of ₹ 16.62 million to a total of 66 creditors.

Complete details of outstanding dues to our creditors as on December 31, 2017 are available at the website of our Company, [www.kpragrochem.com](http://www.kpragrochem.com). Information provided on the website of our Company is not a part of this Draft Red Herring Prospectus and should not be deemed to be incorporated by reference. Anyone placing reliance on any other source of information, including our Company’s website, [www.kpragrochem.com](http://www.kpragrochem.com), would be doing so at their own risk.

## K. PAST INQUIRIES, INSPECTIONS OR INVESTIGATIONS UNDER THE COMPANIES ACT

There have been no inquiries, inspections or investigations initiated or conducted under the Companies Act 2013 or any previous company law in the last five years immediately preceding the year of issue of the Draft Red Herring Prospectus in the case of Company, Promoters, Directors and its Subsidiary.

## L. COMPOUNDING APPLICATIONS

Except as stated below, there have been no prosecutions filed (whether pending or not) fines imposed, compounding of offences in the last five years immediately preceding the year of this Draft Red Herring Prospectus:

1. A *suo – motu* application was filed by our Company, Venkata Mukunda Reddy Karri, Rajasekhar Reddy Kovvuri, Papa Reddy Kovvuri and Narayana Rao Poluri (together referred to as the “**Applicant**”) on September 30, 2015 before the Company Law Board, Chennai for compounding of offence in terms of section 621A read with section 205 of the Companies Act, 1956 and Regulation 14 of the company law board Regulations, 1991. The application was filed for compounding of offence for the violation of section 205(2A) of the Companies Act, 2013 read with rule 2 of the Companies Rules, 1975 pertaining to the declaration and payment of dividend exceeding 10% without transferring a percentage of its profits to the reserves by our Company for the financial year 2011-2012. Subsequently, National Company Law Tribunal, Hyderabad has been constituted and the case was transferred to that tribunal. The National Company Law Tribunal, Hyderabad, *vide* its Order dated September 14, 2016 disposed off the application and with the liberty to pursue its remedy with Regional Director South East region, Hyderabad permitted. Therefore our Company, Venkata Mukunda Reddy Karri, Rajasekhar Reddy Kovvuri, Papa Reddy Kovvuri and Narayana Rao Poluri (together referred to as the “**Petitioners**”) filed a *suo – motu* application a new on December 21, 2017 before the Regional Director South East region, Hyderabad for compounding of offence in terms of section 621A read with section 205 of the Companies Act, 1956 /section 441 of the Companies Act, 2013. The application is currently pending before the Regional Director South East Region, Hyderabad.
2. A *suo – motu* application was filed by our Company, Venkata Mukunda Reddy Karri, Rajasekhar Reddy Kovvuri, Papa Reddy Kovvuri and Narayana Rao Poluri (together referred to as the “**Applicants**”) on September 30, 2015 before the Company Law Board, Chennai for compounding of offence in terms of section 621A read with section 192 of the Companies Act, 1956/ section 117 of the Companies Act, 2013

and regulation 14 of the Company Law Board Regulation, 1991. The application was filed for compounding of offence for the violation of 192 of the Companies Act, 1956 pertaining to the delay/ non filing of MGT - 14 and Form No. 23 with the RoC by our Company. Subsequently, National Company Law Tribunal, Hyderabad has been constituted and the case was transferred to that tribunal. The National Company Law Tribunal, Hyderabad, *vide* its Order dated August 26, 2016 permitted the Applicants to compound the violations by paying a compounding Fee of ₹2.50 million by the Company and a sum of ₹0.50 million by each of the remaining Applicants. The Applicants have duly paid the requisite compounding fee as per the said Order.

3. A suo – motu application was filed by our Company, Venkata Mukunda Reddy Karri, Rajasekhar Reddy Kovvuri, Papa Reddy Kovvuri and Narayana Rao Poluri, Aravind Seeds Private Limited, Sri Sai Swarupa Seeds Private Limited, Sri Lakshmi Poultry Complex Private Limited, Papa Reddy Poultries Private Limited, M/s. Padmaja Farms, M/s. K.P.R. Agro Inputs, M/s. Sai Lakshmi Agro Warehouse, M/s. Sai Swarupa Agro Storage, Venkata Mukunda Reddy Karri, Rajasekhar Reddy Kovvuri, Papa Reddy Kovvuri, Narayana Rao Poluri and Tetala Vanaja (together referred to as the “**Applicants**”) on September 30, 2015 before the Company Law Board, Chennai for compounding of offence in terms of section 621A read with section 295 of the Companies Act, 1956 regulation 14 of the Company Law Board Regulation, 1991. The application was filed for compounding of offences for the violation of 295 of the of the Companies Act, 1956 pertaining to the non - compliance by grant of security, loan, guarantee (directly or indirectly) by our Company to various companies and firms in which the Directors of our Company or their relatives are interested, without obtaining prior approval from the Central Government. Subsequently, National Company Law Tribunal, Hyderabad has been constituted and the case was transferred to that tribunal. The National Company Law Tribunal, Hyderabad, *vide* its Order dated August 26, 2016 permitted the Applicants to compound the violations by paying a compounding Fee of ₹0.05 million by each of the Applicants. The Applicants have duly paid the requisite compounding fee as per the said Order.
4. A suo – motu application was filed by our Company, Venkata Mukunda Reddy Karri, Rajasekhar Reddy Kovvuri, and Papa Reddy Kovvuri (together referred to as the “**Applicants**”) on September 29, 2015 before the Company Law Board, Chennai for compounding of offence in terms of section 621A read with section 297 of the Companies Act, 1956 and regulation 14 of the Company Law Board Regulation, 1991. The application was filed for compounding of offence for the violation of 297 of the of the Companies Act, 1956 pertaining to the non - compliance brought about by entering into contracts for sale, purchase or supply of goods, materials or services with various companies and firms in which the Directors of our Company are interested, without obtaining prior approval from the Central Government. Subsequently, National Company Law Tribunal, Hyderabad was constituted and the case was transferred to that tribunal. The National Company Law Tribunal, Hyderabad, *vide* its Order dated August 26, 2016 permitted the Applicants to compound the violations by paying a compounding Fee of ₹0.26 million by the Company and a sum of ₹0.26 million by each of the remaining Applicants. The Applicants have duly paid the requisite compounding fee as per the said Order.
5. A suo – motu application was filed by our Company, Venkata Mukunda Reddy Karri, Rajasekhar Reddy Kovvuri, Papa Reddy Kovvuri and Narayana Rao Poluri (together referred to as the “Applicants”) on September 30, 2015 before the Company Law Board, Chennai for compounding of offence in terms of section 621A read with section 292A of the Companies Act, 1956 and Regulation 14 of the company law board Regulations, 1991. The application was filed for compounding of offence for the violation of 292A of the Companies Act, 1956 pertaining to constitution and composition of Audit Committee consisting of at least two thirds non-executive directors on the Committee after being converted into a public company with effect from December 19, 2008. Subsequently, National Company Law Tribunal, Hyderabad has been constituted and the case was transferred to that tribunal. The application is currently pending before the National Company Law Tribunal, Hyderabad.

#### **M. SURVEYS CONDUCTED UNDER THE IT ACT**

Except as stated below, no surveys, inquiries, inspections or investigations initiated or conducted under the IT Act:

Survey operations were carried out by the Income Tax Department on March 19, 2015, at various premises of our Company, under section 133A of the IT Act with respect to assessment years 2009-2010 to 2014 – 2015. During the course of the survey operations, the income tax authorities impounded the books of accounts and documents and stock inventories and other items. Our Company has filed a revised return for the assessment years 2009-2010 to 2012 – 2013 under section 143(3) read with section 147 of the IT Act, with the additional tax liability of ₹48.94 million. Our Company has discharged its entire liability by paying the additional liability in various instalments.

Further, for assessment years 2013-14 and 2014-15, an additional demand of ₹ 12.72 million and ₹48.13 million respectively was raised by way of disallowance of depreciation, exemption under section 80IA and addition under section 14A of the IT Act. Our Company has discharged its entire liability by paying the additional demand in various instalments. However, our Company has also preferred an appeal before the CIT(A)-2, Vishakhapatnam against the above disallowances and additions made for the assessment years 2013-14 and 2014-15.

**N. MATERIAL FRAUDS AGAINST OUR COMPANY**

There have been no material frauds committed against our Company in the five years preceding the date of this Draft Red Herring Prospectus.

**O. MATTERS INVOLVING VIOLATION OF SECURITIES LAW**

Our Company, Promoters, Subsidiary, Directors and Group Entities have not been involved in any matters pertaining to violation of securities law.

**P. MATERIAL DEVELOPMENTS SINCE THE LAST BALANCE SHEET DATE**

Except as stated in “*Management’s Discussion and Analysis of Financial Condition and Results of Operation*” on page 386 of this Draft Red Herring Prospectus, there has not arisen, since the date of the last financial statements disclosed in this Draft Red Herring Prospectus, any circumstances which materially and adversely affect or are likely to affect our profitability taken as a whole or the value of our consolidated assets or our ability to pay our liabilities within the next 12 months.

## GOVERNMENT AND OTHER APPROVALS

Our Company can undertake the Issue and our Company and Subsidiary, respectively, can undertake its respective current business activities, including on the basis of the list of material approvals provided below, and other than as stated below, no further material approvals, permissions, consents, licenses or registrations from any governmental from any regulatory authority are required to undertake the Issue or continue such business activities. Unless otherwise stated, these approvals are valid as of the date of this Draft Red Herring Prospectus. Certain approvals may have lapsed in their normal course and our Company has either made applications to the appropriate authorities for renewal of such licenses. For details in connection with the regulatory and legal framework within which we operate, see chapter titled “**Key Regulations and Policies**” on page 171.

### A. Approvals in relation to the Issue

1. For the approvals and authorizations obtained by our Company in relation to the Issue, see “*Other Regulatory and Statutory Disclosures – Authority for the Issue*” on page 483
2. In- principle approval from the National Stock Exchange of India Limited dated [●]; and
3. In- principle approval from the BSE Limited dated [●].

### B. Incorporation Details

Sr. No.	Type of License/Approval	Issuing Authority	Reference / Registration License No.	Date of Issue	Valid upto
1.	Certificate of incorporation as “ <i>KPR Fertilizers Private Limited</i> ”	Registrar of Companies, Andhra Pradesh	U24129AP2006PTC052216	January 2, 2007	Until cancellation or winding up
2.	Certificate of change of name to “ <i>KPR Fertilizers Limited</i> ” on conversion to public limited company	Registrar of Companies, Andhra Pradesh	U24129AP2007PLC052216	December 19, 2008	Until cancellation or winding up
3.	Certificate of incorporation pursuant to change of name from ‘ <i>KPR Fertilizers Limited</i> ’ to ‘ <i>K.P.R. Agrochem Limited</i> ’	Registrar of Companies, Hyderabad	U24129AP2007PLC052216	September 21, 2015	Until cancellation or winding up

### C. Corporate Approvals

1. Permanent Account Number (PAN) AADCK0257B issued by Income Tax Department;
2. Tax Deduction and Collection Account Number (TAN) VPNK00709C issued by Income Tax Department for office situate at Andhra Pradesh;
3. Tax Deduction and Collection Account Number (TAN) BLRK10096C issued by Income Tax Department for office situate at Koppal, Karnataka;
4. Certificate of importer-exporter code bearing number 2607000025 dated April 2, 2007 issued by Assistant Director General of foreign trade under the provisions of The Foreign Trade (Regulation and Development) Act, 1992.
5. Registration certificate of goods and services tax (Madhya Pradesh) bearing number 23AADCK0257B1Z8 dated September 26, 2017 issued by Government of India, under The Central Goods and Services Tax Act, 2017.
6. Registration certificate of goods and services tax (Haryana) bearing number 06AADCK0257B1Z4 dated October 28, 2017 issued by Government of India, under The Central Goods and Services Tax Act, 2017.
7. Registration certificate of goods and services tax (Bihar) bearing number 10AADCK025B1ZF dated September 20, 2017 issued by Government of India, under The Central Goods and Services Tax Act, 2017.
8. Registration certificate of goods and services tax (Karnataka) bearing number 29AADCK0257B2ZV dated September 20, 2017 issued by Government of India, under The Central Goods and Services Tax Act, 2017.

9. Registration certificate of goods and services tax (Andhra Pradesh) bearing number 37AADCK0257B1ZZ dated October 24, 2017 issued by Government of India, under The Central Goods and Services Tax Act, 2017.
10. Registration certificate of goods and services tax (Tamil Nadu) bearing number 33AADCK0257B1Z7 dated September 20, 2017 issued by Government of India, under The Central Goods and Services Tax Act, 2017.
11. Registration certificate of goods and services tax (Punjab) bearing number 03AADCK0257B1ZA dated September 20, 2017 issued by Government of India, under The Central Goods and Services Tax Act, 2017.
12. Registration certificate of goods and services tax (Kerala) bearing number 32AADCK0257B1Z9 dated September 21, 2017 issued by Government of India, under The Central Goods and Services Tax Act, 2017.
13. Registration certificate of goods and services tax (Jharkhand) bearing number 20AADCK0257B1ZE dated September 20, 2017 issued by Government of India, under The Central Goods and Services Tax Act, 2017.
14. Registration certificate of goods and services tax (Maharashtra) bearing number 27AADCK0257B1Z0 dated October 27, 2017 issued by Government of India, under The Central Goods and Services Tax Act, 2017.
15. Registration certificate of goods and services tax (Telangana) bearing number 36AADCK0257B1Z1 dated October 25, 2017 issued by Government of India, under The Central Goods and Services Tax Act, 2017.
16. Registration certificate of goods and services tax (Rajasthan) bearing number 08AADCK0257B1Z0 dated September 21, 2017 issued by Government of India, under The Central Goods and Services Tax Act, 2017.
17. Registration certificate of goods and services tax (Odisha) bearing number 21AADCK0257B2ZB dated August 17, 2017 issued by Government of India, under The Central Goods and Services Tax Act, 2017.
18. Registration certificate of goods and services tax (Raipur) bearing number 22AADCK0257B2Z9 dated September 20, 2017 issued by Government of India, under The Central Goods and Services Tax Act, 2017.

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19. Andhra Pradesh Profession tax payer registration certificate bearing number 37955764426 dated December 7, 2015 issued by Profession Tax officer and deputy Commercial tax officer –II, Ramachandrapuram, under the Andhra Pradesh Tax on Profession, Trade, Calling and Employment Act, 1987 and Rules framed thereunder.
20. Employee State Insurance Corporation registration certificate bearing number 62000320990000301 dated April 30, 2015 issued by Joint Director, Employee State Insurance Corporation, Vijayawada under the provisions of Employees' State Insurance Act, 1948.

***Balabhadrapuram Unit***

21. Employee provident fund registration certificate bearing number AP/RJY/46575/ENF/2004/2946/SRO/RJY dated December 9, 2004 issued by Regional Provident Fund Commissioner – II, Rajahmundry, Andhra Pradesh under the provisions of Employees' Provident Fund and Miscellaneous Provisions Act, 1952.
22. Employee State Insurance Corporation registration certificate bearing number 62000321010000301 dated April 30, 2015 issued by Deputy Director, Employee State Insurance Corporation under the provisions of Employees' State Insurance Act, 1948.

***Koppal Unit***

23. Karnataka Profession tax payer registration certificate bearing number 397539365 dated February 25, 2013 issued by Profession Tax officer, under the Karnataka Tax on Profession, Trade, Calling and Employment Act, 1976 and Rules framed thereunder.
24. Employee provident fund registration certificate bearing number KN/BLR/59055 dated December 1, 2010 issued by Assistant Provident Fund Commissioner, S.R.O. Bellary under the provisions of Employees' Provident Fund and Miscellaneous Provisions Act, 1952.

25. Employee State Insurance Corporation registration certificate bearing number 58005067270000301 dated February 21, 2014 issued by Deputy Director, Employee State Insurance Corporation under the provisions of Employees' State Insurance Act, 1948.

#### **D. Business Approvals**

We are required to obtain consents, licenses, registrations, permissions and approvals for carrying out our present business activities which include, approvals for operating as a manufacturing, distribution and retailing of a wide range of crop yield enhancing and protection products which require registrations under Factories Act, 1948, Fertilizer (Control) Order, 1985, Seeds (Control) Order, 1983, Arms Rules, 1962, Legal Metrology Act, 2009, Food Safety and Standards Act, 2006, Boilers Act and Regulations, Contract Labour (Regulation and Abolition) Act, 1970, Petroleum Act and Rules, Insecticides Act, 1968 and under various state shops and establishments act as well as certain environmental approvals including registrations under the Environment (Protection) Act, 1986, Air (Prevention and Control of Pollution) Act, 1981, Water (Prevention and Control of Pollution) Act, 1974, Hazardous Wastes (Management, Handling and Transboundary Movement) Rules, 2008 and other environmental clearances. The requirement for such approvals may vary based on factors such as the legal requirement in the state in which the business of the Company is being undertaken.

We have obtained necessary consents, licenses, registrations, permissions and approvals from the governmental and other statutory and regulatory authorities that are required for carrying on our present business activities. In the event, that any of the approvals and licenses that are required for our business operations expire in the ordinary course of business, we apply for their renewal from time to time.

The material approvals obtained by our Company to carry on its business are as under –

#### **1. Business Related Licenses**

<b>Sr. No.</b>	<b>Type of License/Approval</b>	<b>Issuing Authority</b>	<b>Reference /Registration/ License No.</b>	<b>Applicable Act / Regulation</b>	<b>Date of Issue/ Renewal</b>	<b>Valid up to</b>
<b>Biccavolu Unit</b>						
1.	License to manufacture for sale (or for distribution) of Di basic Calcium Phosphate and Tri basic Calcium Phosphate	Director , drugs control administration	12/EG/AP/2011/B/G	Drugs and Cosmetics Act and Rules	May 5, 2016	April 26, 2021
2.	Sulphur license to procure, storage, sale of sulphur, manufacture storage, consumption, sale of sulphuric acid, purchase, storage, consumption of diesel oil for generators and purchased, storage, consumption of furnace and storage of sulphuric acid, sulphur diesel and furnace oil	District Revenue Officer & Additional District Magistrate.	65/1 EG	Arms Act, 1959	April 24, 2017	March 05, 2020
3.	Factory license	Deputy Chief Inspector of Factories, Kakinada	42559	Factories Act, 1948	November 17, 2012	Until cancelled

Sr. No.	Type of License/Approval	Issuing Authority	Reference /Registration/ License No.	Applicable Act / Regulation	Date of Issue/ Renewal	Valid up to
4.	Certificate of manufacturing of physical/ granulated mixture/ organic fertilizer/ bio fertilizer	Director of Agriculture, Andhra Pradesh, Guntur	EGD/34/COMM/F M/2013/7448	Fertilizer (Control) Order, 1985	May 24, 2007 certificate date: August 10, 2016	May 23, 2019
5.	Acknowledgement for receipt of Memorandum for manufacture of Di methyl sulphate, linear alkaline benzene sulphonic acid, ferric alum, non ferric alum, and chloro sulphonic acid	Under Secretary, Ministry of Commerce and Industry, Secretariat for Industrial Assistance	674/SIA/IMO/2011	-	February 25, 2011	-
6.	Acknowledgement for receipt of Memorandum for manufacture of mineral mixture	Under Secretary, Ministry of Commerce and Industry, Secretariat for Industrial Assistance	1021/SIA/IMO/2013	-	May 13, 2013	Valid until cancelled
7.	Acknowledgement for receipt of Memorandum for manufacture of Di calcium phosphate	Under Secretary, Ministry of Commerce and Industry, Secretariat for Industrial Assistance	1020/SIA/IMO/2013	-	May 13, 2013	Valid until cancelled
8.	Letter from Eastern Power Distribution Company of Andhra Pradesh Limited approving the reduction of CMD from 1000 KVA to 750 KVA.	Superintending Engineer Operation, Rajahmundry	SE/O/RJY/DE.T/AD E/Comml/F.H.T/D. No. 145/15	-	January 24, 2015	-
9.	Certificate of verification of weight make 60,000 kg capacity electronic lorry weigh bridge	District Inspector, Legal Metrology, Gandhipuram - 2 Rajamahendravaram	1664190	Legal Metrology Act, 2009	September 9, 2017	September 10, 2018
10.	Certificate of verification of weight make 1,00,000 kg capacity electronic lorry weigh bridge	District Inspector, Legal Metrology, Gandhipuram, Rajamahendravaram	1303726	Legal Metrology Act, 2009	June 30, 2017	June 29, 2018

Sr. No.	Type of License/Approval	Issuing Authority	Reference /Registration/ License No.	Applicable Act / Regulation	Date of Issue/ Renewal	Valid up to
11.	Certificate of verification of measuring weights of 50/10 kg and 20/25 kg	District Inspector, Legal Metrology, (weights and measures), Gandhipuram – 2 Rajahmundry	0646219	Legal Metrology Act, 2009	March 18, 2017	March 17, 2019
12.	Certificate of verification of electronic weighing machine make ICON with 150 kgs, 3kgs 1.5 kgs capacity	District Inspector, Legal Metrology, (weights and measures), Gandhipuram – 2, Rajamahendravaram	0866340	Legal Metrology Act, 2009	August 26, 2017	August 25, 2018
13.	Certificate of verification of electronic weighing machine make ICON 150 kgs	District Inspector, Legal Metrology, (weights and measures), Gandhipuram – 2, Rajahmundry	0866012	Legal Metrology Act, 2009	August 2, 2017	August 1, 2018
14.	Certificate of verification of Excon electronic weighing machines 30 kgs and 150 kgs	District Inspector, Legal Metrology, Gandhipuram -2 Rajamahendravaram	0866341	Legal Metrology Act, 2009	August 26, 2017	August 25, 2018
15.	Certificate of verification of electronic weighing machine make ICON of 150 kg capacity	District Inspector, Legal Metrology, Gandhipuram -2 Rajamahendravaram	1664206	Legal Metrology Act, 2009	September 12, 2017	September 11, 2018
16.	Certificate of verification of electronic weighing machine make ICON of 150 kgs, capacity	District Inspector, Legal Metrology, Gandhipuram -2 Rajamahendravaram	1664038	Legal Metrology Act, 2009	September 22, 2017	September 21, 2018
17.	Certificate of verification of six crocin make value metric filling machine 1 kg capacity	District Inspector, Legal Metrology, Gandhipuram -2 Rajamahendravaram	1664191	Legal Metrology Act, 2009	September 11, 2017	September 10, 2018
18.	Letter approving energizing of 11KV H.V. installation, M.V. installation and L.V. installation	Chief Electrical Inspector to the government	CEIG/Tech/EI EX 650V/EG-88/D. No. 1068/2015	Electricity Act, 2003	July 24, 2015	-
19.	License as a food business operator	Food Safety Designated Officer, East Godavari	10115004000029	Food Safety and Standards Act, 2006	February 9, 2015	February 8, 2020
20.	Letter of registration of CT Boiler with maker's no. ISX-1250/12/13	Director of Boilers, Andhra Pradesh, Hyderabad	AP/S-91	Boilers Act and Regulations	July 11, 2011	-



Sr. No.	Type of License/Approval	Issuing Authority	Reference /Registration/ License No.	Applicable Act / Regulation	Date of Issue/ Renewal	Valid up to
21.	Letter of registration of CT Boiler with maker's no. 22081-01,02,03	Director of Boilers, Andhra Pradesh, Hyderabad	AP/5019	Boilers Act and Regulations	January 4, 2011	-
22.	Permission for use of ground water for industrial purposes	Deputy Director, Ground Water Department, Andhra Pradesh	1699/T/SW/Hg/2012	-	November 14, 2012	-
23.	Letter giving permission for drawl of IMLD of water from Samalkota canal, for industrial purpose	Irrigation & CAD (Reforms) Department	GO Ms. No.23	-	February 2, 2015	5 years
24.	Employment of Contract workers	Asst. Labour Officer, Rayavaram	AP-004-34-005-0437141	Contract Labour (Regulation and Abolition) Act, 1970	June 28, 2017	March 31, 2020
<b>Balabhadrapuram Unit</b>						
25.	Factory license	Inspector of Factories, Kakinada I	4005	Factories Act, 1948	April 20, 2001	Until cancelled or surrendered
26.	Entrepreneurs Memorandum, part - 2 acknowledgement for carrying on the activity of pesticides and micro nutrients	General Manager, D.I.C Kakinada	280141200042	-	April 24, 2007	NA
27.	License to import and store 90.00 KL petroleum	Deputy Chief Controller of Explosives, for Joint Controller of Explosives, Chennai	P/HQ/AP/15/3928(P 18948)	Petroleum Act and Rules	July 12, 2012 renewed on January 28, 2015	December 31, 2019
28.	NOC for occupancy to the agricultural chemical formulation plant	Asst. District Fire Officer, East Godavari District	Rc.No.251/DFO/EG /KKD/2015	-	August 30, 2017	June 10, 2018
29.	Letter from Eastern Power Distribution Company of Andhra Pradesh Limited approving restoration of derated CMD 30 KVA to the existing CMD 100 KVA aggregating CMD 130 KVA	Superintending Engineer Operation, Rajahmundry	SE/O/RJY/DE.T/AD E/Comml/F.doc/D. No. 1985/15	-	August 31, 2015	Valid until cancelled

Sr. No.	Type of License/Approval	Issuing Authority	Reference /Registration/ License No.	Applicable Act / Regulation	Date of Issue/ Renewal	Valid up to
30.	Certificate of verification for 9 “Sri Lakshmi Industries” make volumetric filling machine having two nozzles and one “crown” volumetric powder filling machine with capacity 50,100,,250,500 ml	District Inspector, Legal Metrology, (weights and measures), Gandhipuram – 2 Rajahmahendravaram	1664187	Legal Metrology Act, 2009	September 11, 2017	September 10, 2018
31.	Certificate of verification for one “Sri Lakshmi Industries” make volumetric filling machine having four nozzles and six nozzles of capacity 250/500/1000 ml	District Inspector, Legal Metrology, (weights and measures), Gandhipuram - 2 Rajahmahendravaram	1664188	Legal Metrology Act, 2009	September 11, 2017	September 10, 2018
32.	Certificate of verification for machine having sanyo make of 500 kg, sanyo make of 300 kg, ETL make of 300 kg, , 600 kg and 3 kgs	District Inspector, Legal Metrology, Gandhipuram – 2, Rajahmahendravaram	1664189	Legal Metrology Act, 2009	September 11, 2017	September 10, 2018
33.	Certificate for approving the energisation of transformer, generator, M.V. load and lighting load	Electrical Inspector, Vishakhapatnam	EI/VSP/TECH/HT/1 147/RJY/D. No. 1117/09	Electricity Act and Rules	June 20, 2009	-
34.	License as a food business operator	Food Safety, Designated Officer, East Godavari	10115004000028	Food Safety and Standards Act, 2006	February 9, 2015	February 8, 2020
35.	Permission for use of ground water for industrial purposes	Deputy Director, Ground Water Department, Andhra Pradesh	1562/T1/HG/Industries/2012	-	August 29, 2012	-
	Employment of Contract workers	Asst. Labour Officer, Rayavaram	AP-04-34-006-0437154	Contract Labour (Regulation and Abolition) Act, 1970	June 28, 2017	March 31, 2020

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Sr. No.	Type of License/Approval	Issuing Authority	Reference /Registration/ License No.	Applicable Act / Regulation	Date of Issue/ Renewal	Valid up to
36.	Entrepreneurs Memorandum part II to set up manufacture enterprise for the manufacturing of sulphuric acid	Joint Director District Industries Center, Koppal	290071300005	-	March 26, 2013	Until canceled or surrendered
37.	Entrepreneurs Memorandum part II to set up manufacture enterprise for the manufacturing of dicalcium phosphate, single super phosphate  Amended the certificate on March 5, 2013 to add manufacturing of gypsum	Joint Director District Industries Center, Koppal	290071200216	-	February 4, 2012	Until canceled or surrendered
38.	Entrepreneurs Memorandum part II to set up manufacture enterprise for the manufacturing of fertilizer, NPK Complex	Joint Director District Industries Center, Koppal	290071200146	-	July 8, 2010	Until canceled or surrendered
39.	Office memorandum for induction of SSP unit of the Company under nutrient based subsidy policy for decontrolled P&K fertilizers with permission to operate the plant at a capacity of 60,000 MTPA on provisional basis.	Under Secretary to the Government of India, Ministry of Chemicals and Fertilizers	F. No. 19011/18/2010 – MPR	Nutrient based subsidy policy for SSP	August 23, 2012	NA
40.	Official memorandum for commissioning 1x950 KVA, 11 KV/ 433V transformer center and connected electrical equipments	Deputy Chief Electrical Inspector, Bellary	DCEI/AEI-T/TEC-5 (54)/2012-13/4125-30	Electricity Rules	February 21, 2013	-

Sr. No.	Type of License/Approval	Issuing Authority	Reference /Registration/ License No.	Applicable Act / Regulation	Date of Issue/ Renewal	Valid up to
41.	Certificate for sanctioning the additional power supply to the extent of 600 KVA CD	Office of the Executive Engineer Electricity, O&M division, GESCOM Limited, Koppal	2012-13/5680	-	November 9, 2012	-
42.	License to import and store 100 KL petroleum in the installation	Chief Controller of Explosives, HQ, Nagpur	P/HQ/KA/15/2711(P 297726)	Petroleum Act and Rules	September 14, 2012 renewed on November 24, 2017	December 31, 2027
43.	NOC for storage of 20KL HSD and 40KL furnace oil tank	Office of the Chief Fire Officer, Karnataka Fire and Emergency Services Kalaburagi Zone, Kalaguragi	No.70:CFO/NOC/HS/SD/2017	Petroleum Act and Rules	June 2, 2017	June 1, 2018
44.	NOC for storage of methanol underground with storage tank capacity of 100KL	Deputy Commissioner and District Magistrate, Koppal	REV/PTM/11/2011-11	Petroleum Rules, 2002	March 23, 2013	Valid until withdrawn
45.	License for storage of sulphur	Additional Deputy Commissioner and Additional District Magistrate, Koppal	65/1 EG	Arms Act, 1959	January 11, 2012 and renewed on November 21, 2017	November 20, 2018
46.	NOC for transportation of 7000 mts of sulphur	Additional Deputy Commissioner and Additional District Magistrate, Koppal	REV/06/PTM/C.No-16810/ 2014-15	Arms Rules, 1962	November 21, 2017	November 20, 2018
47.	Certificate of verification of Essae make 6 kgs, 0.22g, 100t capacity and Sri Laxmi make 200 - kg, 1000 kg capacity	Assistant Controller of , Legal Metrology, Raichur	AC32114	Legal Metrology Act, 2009	November 24, 2017	November 23, 2018
48.	Certificate of verification of Iron Hexagonal Weight 20 kg/50	Assistant Controller of , Legal Metrology, Raichur	AC32114	Legal Metrology Act, 2009	November 24, 2017	November 23, 2018
49.	Certificate of verification of 9999.99 I Cap MIDCO HSD/1 Nozzle	Assistant Controller of , Legal Metrology, Raichur	AC32114	Legal Metrology Act, 2009	November 24, 2017	November 23, 2018
50.	License for digging well/ ringwell for 70-75 meters for the use of water for industry/ commercial/ entertainment or other use	Designated Officer and Senior Geologist, Karnataka water source Department	Ga. Bhu.E/Ko. Kha.Ba.2012 13/543	-	June 6, 2012	-

Sr. No.	Type of License/Approval	Issuing Authority	Reference /Registration/ License No.	Applicable Act / Regulation	Date of Issue/ Renewal	Valid up to
51.	Registration and declaration certificate for the packing and manufacture unit for fertilizers and animal food products	Deputy Controller, Gulbarga division	KAMA NIGU/PYA NOMPU/2R-219/2010-11	E/U Legal Metrology (Packaging Commodities) Rules, 1977	September 27, 2010	Valid until cancelled
52.	Non-automatic weighing instruments 200 kgs and 300 kgs Sri Laxmi Digital	Assistant Controller & Legal Metrology, Raichur	AC32114	Legal Metrology Act, 2009	September 15, 2017	September 14, 2018
53.	Certificate for use of boiler HMT with W/W/ Furnace	Senior Assistant Director of Boilers, Hubli Division	KTK 4077	Boilers Act, 1923	April 22, 2017	April 21, 2018
54.	Certificate for use of economizer gilled tube type	Senior Assistant Director of Boilers, Hubli division	KTK E-102	Boilers Act, 1923	April 22, 2017	April 21, 2018
55.	Certificate for use of boiler WT-WH boiler with SD and SH	Senior Assistant Director of Boilers, Hubli division	KTK4102	Boilers Act, 1923	April 22, 2017	April 21, 2018
56.	License as food business operator	Food Safety Designated Officer, Bellary	11216321000080	Food Safety and Standards Act, 2006	August 24, 2016	August 23, 2021
57.	Environmental clearance letter for expansion of SSP and addition of synthetic organic chemicals	Additional Director, Ministry of Environment, Forest and Climate change	J-11011/220/2012-IA-II (I)	-	September 30, 2015	-
58.	Employment Of contract labour	Assistant Labour Commissioner and Licensing Authority	ALCK/KOP/PE-04/2015	Contract Labour (Regulation and Abolition) Act, 1970	September 23, 2015	-

## 2. *Insecticides Related Licenses*

Sr. No.	Type of License/ Approval	Issuing Authority	Reference/ Registration/ License No.	Applicable Act/ Regulation	Date of Issue/ Renewal	Valid upto
1	Principal certificate for distributor, direct retailer, dealer and manufacturer for marketing pesticides	Commissioner and Director of Agriculture, Andhra Pradesh, Hyderabad	256/2002-2003	Insecticides Act, 1968	-	Permanent
2	License to manufacture insecticides	Commissioner & Director of Agriculture, Andhra Pradesh	256/2002-2003	Insecticides Act, 1968	March 04, 2002 last renewed on September 14, 2017	Validity of the license is subject to the condition of furnishing of PCB consent order beyond April 30, 2027
3	Office memorandum for induction of Company	Under Secretary to the	19011/2/2009-MPR	Concession scheme of	May 4, 2009	NA

Sr. No.	Type of License/ Approval	Issuing Authority	Reference/ Registration/ License No.	Applicable Act/ Regulation	Date of Issue/ Renewal	Valid upto
	into concession scheme of decontrolled P&K fertilizers for import of P&K fertilizers with immediate effect	Government of India		decontrolled P&K fertilizers		

**a) Certificate of Registration of following insecticides manufactured at Balabhadrapuram Unit issued by Secretary, Central Insecticides Board and Registration Committee under the Insecticides Act, 1968 and Insecticides Rules, 1971 and the same are valid until cancelled:**

Sr. No.	Type of License/ Approval	Reference/ License No.	Registration/	Date of Issue/ Renewal	Shelf life of the insecticide
1	Certificate of registration of atrazine 50% WP #	CIR-36, 272/ 2001 - (WP) - 253	Atrazine	-	2 years
2	Certificate of registration of fenthion 82.5% EC#	CIR-111613/ 2014 - (EC) (344)-5	Fenthion	March 5, 2014	2 years
3	Certificate of registration of lufenuron 5.4% EC#	CIR-111620/ 2014 - (EC) (344)-9	Lufenuron	March 5, 2014	2 years
4	Certificate of registration of acetamiprid 20% SP#	CIR-50,412/ 2005 - (SP) (252) - 314	Acetamiprid	June 9, 2005	2 years
5	Certificate of registration of captan 70% and hexaconazole 5% WP#	CIR-111618/ 2014 - (WP) (344)-31	Captan + Hexaconazole	March 5, 2014	2 years
6	Certificate of registration of neem oil based E.C containing Azadirachtin 0.03% (300 PPM) min#	CIR-37, 808/2002/Azadirachtin (EC)-449		April 26, 2002	1 year
7	Certificate of registration of acephate 25% + fenvalerate 3% E.C#	CIR-104731/ 2013 - (EC) (335) - 2	Acephate + Fenvalerate	February 14, 2013	2 years
8	Certificate of registration of acephate 75% SP*#	CIR-37, 805/ 2002 - 843	Acephate (SP)	April 26, 2002	2 years
9	Certificate of registration of alphamethrin 10% E.C#	CIR-60, 861/ 2008 - (EC) (292) - 682	Alphamethrin	September 19, 2008	2 years
10	Certificate of registration of anilofos 30% E.C#	CIR-61, 817/ 2009 - (EC) (296) - 576	Anilofos	March 17, 2009	2 years
11	Certificate of registration of Neem seed kernel based EC containing Azadirachtin 0.15% EC min#	CIR-38, 533/ (219)/ 2002/- Azadirachtin (EC)-468		July 15, 2002	1 year
12	Certificate of registration of buprofezin 25% SC#	CIR-60, 865/ 2008 - (SC)(292)-49	Buprofezin	September 19, 2008	2 years
13	Certificate of registration of butachlor 50% EC#	CIR-36, 271/ 2001 - (EC)-1253	Butachlor	-	2 years
14	Certificate of registration of captan 50% WP#	CIR-61, 819/ 2009 - (WP)(296)-282	Captan	March 17, 2009	2 years
15	Certificate of registration of Carbendazim 12% + Mancozeb 63% WP#	CIR-37,796/ 2002 - (WP) -810	Carbendazim + Mancozeb	April 26, 2002	1 year
16	Certificate of registration of Carbofuran 3% CG#	CIR-53,652/ 2006 - (CG) (263)-549	Carbofuran	June 27, 2006	2 years
17	Certificate of registration of Cartap Hydrochloride 4% GR#	CIR-50,409/ 2005 - (GR) (252) - 694	Cartap Hydrochloride	June 9, 2005	2 years
18	Certificate of registration of Cartap Hydrochloride 50% SP#	CIR-53,545/ 2006 - (SP) (263) - 755	Cartap Hydrochloride	June 19, 2006	2 years
19	Certificate of registration of Chloropyrifos 50% EC#	CIR-59,181/ 2008 - (EC)(286) - 3243	Chloropyrifos	March 28, 2008	2 years
20	Certificate of registration of Chloropyrifos 50% + Cypermethrin 5% EC#	CIR-59,180/ 2008 - (EC)(286) - 3242	Chloropyrifos + Cypermethrin	March 28, 2008	2 years
21	Certificate of registration of Chloropyrifos 20% EC* #	CIR-36,479/ 2001 - (EC) - 2145	Chloropyrifos	-	2 years
22	Certificate of registration of Copper Oxychloride 50% WP#	CIR-60,863/ 2008 - (WP)(292) - 985	Copper Oxychloride	September 19, 2008	2 years
23	Certificate of registration of Cypermethrin 10% EC#	CIR-38,016 - 2002/ Cypermethrin EC - 1732		May 10, 2002	2 years
24	Certificate of registration of Cypermethrin 25% EC*#	CIR-52,504/- 2006- Cypermethrin (EC)(260) - 2292		February 24, 2006	2 years

Sr. No.	Type of License/ Approval	Reference/ License No.	Registration/	Date of Issue/ Renewal	Shelf life of the insecticide
25	Certificate of registration of Deltamethrin 1% + Triazophos 35% EC#	CIR-55,575/ Deltamethrin (EC)(269) – 995	2006 - + Triazophos	November 28, 2006	2 years
26	Certificate of registration of Dichlorvos 76% EC*#	CIR-38,580/ Dichlorvos (EC) - 797	(219)/2002 -	July 15, 2002	1 year
27	Certificate of registration of Dicofol 18.5% EC*#	CIR-38,634/ Dicofol (EC) – 452	(219)/2002 -	August 22, 2002	2 years
28	Certificate of registration of Dimethoate 30% EC#	CIR-55,577/ Dimethoate (EC) (269) - 1069	2006 -	November 28, 2006	1 year
29	Certificate of registration of emamectin benzoate 5% SG#	CIR-65, 357/ 2010 - emamectin benzoate (SG)(310)-62		December 23, 2010	2 years
30	Certificate of registration of diuron 80% WP#	CIR-108881/ 2013 - Diuron (WP) (341)-2		August 30, 2013	1 year
31	Certificate of registration of Carbendazim 50% WP* #	CIR-37,807/ Carbendazim WP - 811	2002 -	April 9, 2002	2 years
32	Certificate of registration of Ethephon 39% SL#	CIR-62,578/ 2009 - Ethephon (SL)(299) - 297		May 31, 2009	1 year
33	Certificate of registration of Ethion 40% + Cypermethrin 5% EC#	CIR-59,167/ 2008 - Ethion + Cypermethrin (EC)(286) - 840		March 28, 2008	2 years
34	Certificate of registration of Ethion 50% EC #	CIR-59,179/ 2008 - Ethion (EC) (286) - 841		March 28, 2008	2 years
35	Certificate of registration of Fenvalerate 20% EC*#	CIR-37,798/ Fenvalerate EC - 1679	2002 -	April 26, 2002	2 years
36	Certificate of registration of Fenvalerate 0.4% DP#	CIR-108879/ 2013 - Fenvalerate (DP) (341)-3		August 30, 2013	2 years
37	Certificate of registration of Fipronil 5% SC#	CIR-61,821/ 2009 - Fipronil (SC) (296) - 294		March 17, 2009	1 year
38	Certificate of registration of Flubendiamide 39.35% SC#	CIR-64,779/ 2010 - Flubendiamide SC (310)-5		August 23, 2010	2 years
39	Certificate of registration of Glyphosate 41% SL* #	CIR-37,801/ 2002 - Glyphosate SL - 226		April 26, 2002	2 years
40	Certificate of registration of hexaconazole 5% EC (systematic fungicide)#	CIR-37,184/ Hexaconazole (EC) - 89	2001 -	February 14, 2002	2 years
41	Certificate of registration of hexaconazole 5% SC#	CIR-55,576/ Hexaconazole (SC) (269) - 397	2006 -	November 28, 2006	2 years
42	Certificate of registration of hexaconazole 4% + zineb 68% WP#	CIR-101915/ hexaconazole + zineb (WP) (324) -1	2012 -	March 14, 2012	2 years
43	Certificate of registration of Imidacloprid 17.8% SL#	CIR-43,057/ Imidacloprid (SL) (227) - 374	2003 -	February 26, 2003	2 years
44	Certificate of registration of Indoxacarb 14.5% SC#	CIR-50,483/ 2005 - Indoxacarb (SC) (246) - 207		July 6, 2005	2 years
45	Certificate of registration of Isoprothiolane 40% EC#	CIR-50,411/ Isoprothiolane (EC)(252) - 16	2005 -	June 9, 2005	2 years
46	Certificate of registration of Kasugamycin 3% SL#	CIR-65,760/ Kasugamycin (SL) (314) -31	2011 -	March 15, 2011	2 years
47	Certificate of registration of Lambda Cyhalothrin 2.5% EC#	CIR-52,503/ 2006 - Lambda Cyhalothrin (EC)(260) – 427		February 21, 2006	2 years
48	Certificate of registration of Lambda Cyhalothrin 5% EC#	CIR-52,505/ 2006 - Lambda Cyhalothrin (EC)(260) - 428		February 21, 2006	2 years
49	Certificate of registration of Malathion 5% DP*#	CIR-36,481/ 2001 - Malathion (DP) – 2156		-	1 year
50	Certificate of registration of Benfuracarb 3% GR#	CIR-108884/ 2013 - Benfuracarb (GR) (341) -2		August 30, 2013	2 years
51	Certificate of registration of Metribuzin 70% WP#	CIR-100648/ 2011 - Metribuzin (WP) (319) -1		December 29, 2011	1 year
52	Certificate of registration of Thiophanate Methyl 70% WP#	CIR-38, 769/ 2002 - Thiophanate Methyl (WP)(220) – 143		September 17, 2002	2 years
53	Certificate of registration of Carbosulfan 25% EC#	CIR-101342/ 2012 - Carbosulfan (EC) (324) -1		February 8, 2012	2 years
54	Certificate of registration of Imidacloprid 70% WG#	CIR-65,758/ 2011 - Imidacloprid (WG) (314) -1483		March 15, 2011	2 years

Sr. No.	Type of License/ Approval	Reference/ License No.	Registration/	Date of Issue/ Renewal	Shelf life of the insecticide
55	Certificate of registration of Carbosulfan 6% G#	CIR-108878/ 2013 - Carbosulfan (G) (341) - 2		August 30, 2013	2 years
56	Certificate of registration of Carbendazim 5% GR#	CIR-108882/ 2013 - Carbendazim (GR) (341) - 5		August 30, 2013	2 years
57	Certificate of registration of Alachlor 50% EC#	CIR-104783/ 2013 - Alachlor (EC) (335) - 1		February 18, 2013	2 years
58	Certificate of registration of Chlorpyrifos 10% GR#	CIR-36, 480/ 2001 - Chlorpyrifos (GR) - 2146		-	2 years
59	Certificate of registration of Dodine 65% WP#	CIR-108874/ 2013 - Dodine (WP) (341) - 2		August 30, 2013	2 years
60	Certificate of registration of Dinocap 48% EC#	CIR-109317/ 2013 - Dinocap (EC) (341) - 2		September 10, 2013	2 years
61	Certificate of registration of Ediphenphos 50% EC#	CIR-104785/ 2013 - Ediphenphos (EC) (335) - 1		February 18, 2013	2 years
62	Certificate of registration of Ethephon 10% paste#	CIR-108880/ 2013 - Ethephon (Paste) (341) - 2		August 30, 2013	1 year
63	Certificate of registration of Fipronil 0.3% GR#	CIR-104787/ 2013 - Fipronil (GR) (335) - 1		February 18, 2013	1 year
64	Certificate of registration of Fenarimol 12% EC#	CIR-109318/ 2013 - Fenarimol (EC) (341) - 2		September 10, 2013	2 years
65	Certificate of registration of Gibberellic Acid 0.001% L#	CIR-108875/ 2013 - Gibberellic Acid (L)(341) - 2		August 30, 2013	3 years
66	Certificate of registration of Imidacloprid 2.15% Gel#	CIR-108876/ 2013 - Imidacloprid (Gel) (341) - 5		August 30, 2013	3 years
67	Certificate of registration of Indoxacarb 14.5% + Acetamiprid 7.7% SC#	CIR-104789/ 2013 - Indoxacarb + Acetamiprid (335) - 1		February 18, 2013	2 years
68	Certificate of registration of Linuron 50% WP#	CIR-108883/ 2013 - Linuron (WP) (341) - 1		August 30, 2013	2 years
69	Certificate of registration of Metolachlor 50% EC#	CIR-104786/ 2013 - Metolachlor (EC) (335) - 1		February 18, 2013	2 years
70	Certificate of registration of Oxydemeton Methyl 25% EC*#	CIR-37, 186/ 2001 - Oxydemeton Methyl (BC) - 230		February 14, 2002	1 year
71	Certificate of registration of Monocrotophos 36% SL*#	CIR-36, 478/ 2001 - Monocrotophos (SL) - 1511		January 5, 2009	1 year
72	Certificate of registration of Phenthoate 2% DP#	CIR-104729/ 2013 - Phenthoate (DP) (335) - 1		February 14, 2013	1 year
73	Certificate of registration of Trifluralin 48% EC#	CIR-108877/ 2013 - Trifluralin (EC) (341) - 2		August 30, 2013	2 years
74	Certificate of registration of Tebuconazole 2% DS#	CIR-111158/ 2014 - Tebuconazole (DS)(344) - 19		February 12, 2014	2 years
75	Certificate of registration of Cyfluthrin 5% EW#	CIR-110623/ 2013 - Cyfluthrin (EW) (343) - 3		December 16, 2013	2 years
76	Certificate of registration of Triadimefon 25% WP#	CIR-111619/ 2014 - Triadimefon (WP) (344) - 4		March 5, 2014	2 years
77	Certificate of registration of Pendimethalin 30% + Imazethapyr 2% EC#	CIR-111617/ 2014 - Pendimethalin + Imazethapyr (EC) (344) - 35		March 5, 2014	2 years
78	Certificate of registration of Malathion 50% EC#	CIR-60,862/ 2008 - Malathion (EC) (292) - 2518		September 19, 2008	1 year
79	Certificate of registration of Metalaxyl 35% WS#	CIR-60,864/ 2008 - Metalaxyl (WS) (292) - 522		September 19, 2008	1 year
80	Certificate of registration of Metalaxyl 8% + Mancozeb 64% WP#	CIR-61,818/ 2009 - Metalaxyl + Mancozeb (WP) (296) - 547		March 17, 2009	1 year
81	Certificate of registration of Mancozeb 75% WP*#	CIR-38605/ (219)/2002 - Mancozeb (WP) - 779		July 15, 2002	1 year
82	Certificate of registration of Methomyl 40% SP#	CIR-62,577/ 2009 - Methomyl (SP) (299) - 130		May 31, 2009	2 years
83	Certificate of registration of Paraquate Dichloride 24% SL#	CIR-43,059/ 2003 - Paraquate Dichloride (SL) - (227) - 134		February 26, 2003	2 years
84	Certificate of registration of Pendimethalin 30% EC#	CIR-61,820/ 2009 - Pendimethalin (EC) (296) - 284		March 17, 2009	2 years
85	Certificate of registration of Phorate 10% CG#	CIR-36,484/ 2001 - Phorate (CG) - 791		-	1 year



Sr. No.	Type of License/ Approval	Reference/ License No.	Registration/	Date of Issue/ Renewal	Shelf life of the insecticide
86	Certificate of registration of Phosalone 35% EC*#	CIR-38,027/ 2002 - Phosalone (EC) - 167		May 10, 2002	2 years
87	Certificate of registration of Phosphamidon 40% SL#	CIR-50,484/ 2005 - Phosphamidon (SL) (246) – 677		July 06, 2005	2 years
88	Certificate of registration of Profenofos 40% + Cypermethrin 4% EC#	CIR-65,759/ 2011 - Profenofos + Cypermethrin (EC) (314) – 1008		March 15, 2011	1 1/2 years
89	Certificate of registration of Propargite 57% EC#	CIR-101343/ 2012 - Propargite (EC) (324) – 1		February 08, 2012	2 years
90	Certificate of registration of Propiconazole 25% EC#	CIR-55,579/ 2006 - Propiconazole (EC) (269) – 130		November 28, 2006	2 years
91	Certificate of registration of Profenophos 50% EC#	CIR-52,506/ 2006 - Profenophos (EC)(260) – 648		February 21, 2006	1 ½ years
92	Certificate of registration of Quinalphos 25% EC#	CIR-53,535/ 2006 - Quinalphos (EC) (263) – 1625		June 19, 2006	1 year
93	Certificate of registration of Quinalphos 5% granules#	CIR-104782/ 2013 - Quinalphos (granules)(335) – 1		February 18, 2013	1 year
94	Certificate of registration of Spinosad 45% SC#	CIR-48,546/ 2004 - Spinosad (SC)(246) – 165		September 08, 2004	2 years
95	Certificate of registration of Sulphur 80% WDG#	CIR-64,866/ 2010 - Sulphur (WDG) (310) – 1912		August 13, 2010	2 years
96	Certificate of registration of Sulphur 80% WP*#	CIR-37,445/ 2002 - Sulphur (WP) – 884		February 21, 2002	1 year
97	Certificate of registration of Sulphur 85% DP*#	CIR-38,606/ (219)/2002 - Sulphur (DP) - 913		July 15, 2002	1 year
98	Certificate of registration of Thiamethoxam 25% WG#	CIR-59,178/ 2008 - Thiamethoxam (WG) (286) – 322		March 28, 2008	2 years
99	Certificate of registration of Thiodicarb 75% WP*#	CIR-38,967/ 2002 (220) - Thiodicarb (WP) - 6		August 2, 2002	2 years
100	Certificate of registration of Thiram 75% WS#	CIR-104784/ 2013 - Thiram (WS) (335) – 1		February 18, 2013	1 year
101	Certificate of registration of Triazophos 40% EC#	CIR-53,544/ 2006 - Triazophos (EC) (263) – 572		June 19, 2006	1 year
102	Certificate of registration of Tricyclazole 75% WP#	CIR-37,111/ 2001 - Tricyclazole (WP) – 35			2 years
103	Certificate of registration of Validamycin 3% L#	CIR-43,058/ 2003 - Validamycin (L) (227) – 29		February 26, 2003	2 years
104	Certificate of registration of 2,4D amine salt 58% SL#	CIR-100553/ 2011-2-4-D amine salt (SL) (318) – 1		December 26, 2011	2 years
105	Certificate of registration of 2,4D sodium salt 80% WP#	CIR-55,578/ 2006-2-4-D sodium salt (WP) (269) – 1159		November 28, 2006	2 years
106	Certificate of registration of bifenthrin 10% EC#	CIR-111159/ 2014-2-4-D Bifenthrin (EC) (344) – 41		February 12, 2014	2 years
107	Certificate of registration of Metsulfron Methyl 20% WP#	CIR-111157/ 2014 Metsulfron Methyl (WP) (344) – 19		February 12, 2014	2 years
108	Certificate of registration of Tricyclazole 18% + Mancozeb 62% WP#	CIR-111616/ 2014 Tricyclazole + Mancozeb (WP) (344) – 53		March 05, 2014	2 years
109	Certificate of registration of Lambdacyhalothrin 10% WP#	CIR-111614/ 2014 Lambdacyhalothrin (WP) (344) – 10		March 05, 2014	2 years
110	Certificate of registration of Sulphur 55.16% SC#	CIR-111615/ 2014 Sulphur (SC) (344) – 83		March 05, 2014	2 years
111	Certificate of registration of Propineb 70% WP#	CIR-111156/ 2014 Propineb(WP) (344) – 4		February 12, 2014	2 years
112	Certificate of registration of Pretilachlor 30.7% EC#	CIR-62,579/2009- Pretilachlor (EC)(299)-393		May 31, 2009	3 years
113	Certificate of registration of Pretilachlor 50% EC#	CIR-50,410/2005- Pretilachlor (EC)(252)-219		June 09, 2005	2 years
114	Certificate of registration of carbendazim technical for import only	CIR – 64,459/2010 – Carbendazim (T) (309) - 1391		August 25, 2010	2 years
115	Certificate of registration of cartap hydrochloride technical import	CIR – 100176/2010 – Cartap Hydrochloride technical import – (312) - 1		December 20, 2011	2 years
116	Certificate of registration of Carboxin 17.5% + Thiram 17.5% FF#	CIR - 111750/2014 – Carboxim + Thiram (FF) (344) - 11		March 10, 2014	2 years

Sr. No.	Type of License/ Approval	Reference/ License No.	Registration/	Date of Issue/ Renewal	Shelf life of the insecticide
117	Certificate of registration of Chlorimuron Ethyl 25% WP#	CIR – 111748/2014- Chlorimuron Ethyl (WP) (344) - 10		March 10, 2014	2 years
118	Certificate of registration of Cyhalofop Butyl 10% EC#	CIR – 115262/2014 – Cyhalofop Butyl (EC) (350) - 18		September 20, 2014	2 years
119	Certificate of registration of Difenconazole 25% EC#	CIR – 111749/2014 – Difenconazole (EC) (344) - 14		March 10, 2014	3 years
120	Certificate of registration of Fenobucarb (B.P.M.C) 50% EC#	CIR – 112324/ 2014 – Fenobucarb (B.P.M.C) (EC) (345) - 8		April 1, 2014	2 years
121	Certificate of registration of Fenoxaprop-p-ethyl 9.3% EC#	CIR – 115319/2014 – Fenoxaprop-p-ethyl (EC) (350)-45		September 23, 2014	2 years
122	Certificate of registration of Flufenzin 20% SC#	CIR – 115316/ 2014 – Flufenzin (SC) (350) - 4		September 23, 2014	2 years
123	Certificate of registration of Iprodione 25% + Carbendazim 25% WP#	CIR – 115317/2014 – Iprodione + Carbendazim (WP) (350) - 15		September 23, 2014	2 years
124	Certificate of registration of Paclbutrazol 23% W/W (25% W/V) SC#	CIR – 115318/2014 – Paclbutrazol (SC) (350) - 15		September 23, 2014	2 years
125	Certificate of registration of Temephos 50% E.C#	CIR – 112330/2014 – Temephos (EC) (345) - 8		April 1, 2014	1 year
126	Certificate of registration of dimethomorph 50% WP#	CIR-119951/2015- Dimethomorph (WP) (352)-34		February 4, 2015	2 years
127	Certificate of registration of flusilazole 40% EC#	CIR-119954/ 2015 – flusilazole (EC) (352) – 8		February 4, 2015	2 years
128	Certificate of registration of 2,4-D ethyl ester 20% W.P.#	CIR-119957/2015-2,4-D ethyl ester (WP)(352) - 181		February 4, 2015	2 years
129	Certificate of registration of ammonium salt of glyphosate 71% SG#	CIR-119955/2015-ammonium salt of glyphosate (SG) (352)-269		February 4, 2015	2 years
130	Certificate of registration of butachlor 50% EW	CIR-128710/2015-Butachlor (EW) (353) - 223		June 15, 2015	2 years
131	Certificate of registration of carbendazim 46.27% SC	CIR-128585/2015- carbendazim (SC) (353)-587		June 12, 2015	2 years
132	Certificate of registration of chlorantraniliprole 18.5% w/w SC#	CIR-119953/2015- chlorantraniliprole (SC) (352) - 74		February 4, 2015	2 years
133	Certificate of registration of chlorothalonil 75% WP	CIR-129595/2015- chlorothalonil (WP) (353) - 96		June 19, 2015	2 years
134	Certificate of registration of chlorpyrifos 1.5% D.P	CIR-129596/2015 –chlorpyrifos (DP) (353) - 514		June 19, 2015	1 year
135	Certificate of registration of cypermethrin 1.0% chalk#	CIR-119949/2015- cypermethrin (chalk) (352) - 220		February 4, 2015	2 years
136	Certificate of registration of fenpyroximate 5% SC#	CIR-119956/2015 fenpyroximate (SC) (352) - 44		February 4, 2015	2 years
137	Certificate of registration of glufosinate ammonium 13.5% w/w SL	CIR-128563/2015 – glufosinate ammonium (SL) (353)-12		June 12, 2015	2 years
138	Certificate of registration of indoxacarb 15.8% EC	CIR-128415/2015 – indoxacarb (EC) (353) - 304		June 12, 2015	2 years
139	Certificate of registration of isoproturon 75% WP	CIR-128583/2015 – isoproturon (WP) (353) - 73		June 12, 2015	2 years
140	Certificate of registration of lambda-cyhalothrin 4.9% capsule suspension#	CIR-119950/ 2015 –lambda-cyhalothrin (capsule suspension) (352) - 111		February 4, 2015	2 years
141	Certificate of registration of oxdiargyl 80% WP	CIR-128567/2015 – oxdiargyl (WP) (353) - 58		June 12, 2015	2 years
142	Certificate of registration of oxyflourfen 23.5% E.C (w/w)	CIR-129598/2015 – oxyflouren (EC) (353) - 129		June 19, 2015	2 years
143	Certificate of registration of pretilachlor 37% w/w EW	CIR-128562/2015- pretilachlor (EW) (353) - 311		June 12, 2015	2 years
144	Certificate of registration of primiphos methyl 50% EC#	CIR-119948/2015 – primiphos methyl (EC) (352) – 10		February 4, 2015	2 years
145	Certificate of registration of propoxur 20% E.C	CIR – 128592/2015 – propoxur (EC) (353) – 91		June 12, 2015	2 years
146	Certificate of registration of transluthrin 0.88% liquid vapouriser #	CIR-119952/2015 – transluthrin (liquid vaporiser) (352) - 59		February 4, 2015	2 years
147	Certificate of registration triacontanol EW 0.1% min #	CIR- 119958/ 2015 – tricontanol (EW) (352) – 227		February 4, 2015	2 years

Sr. No.	Type of License/ Approval	Reference/ License No.	Registration/	Date of Issue/ Renewal	Shelf life of the insecticide
148	Certificate of registration of triacontanol EC 0.05% #	CIR- 119960/2015- (EC) (352) – 229	triacontanol	February 4, 2015	2 years
149	Certificate of registration of triacontanol GR 0.05% min#	CIR-119959/2015- (GR) (352) – 228	triacontanol	February 4, 2015	2 years
150	Certificate of registration of Diafenthiuron 50% WP#	CIR-140137/2017-Diafenthiuron (WP) (375)-319		July 11,2017	2 years
151	Certificate of registration of Fipronil 2.92% W/W EC	CIR-138826/2017-Fipronil (EC) (375)-1032		June 21,2017	2 years
152	Certificate of registration of Imazethapyr 10% SL	CIR-136968/2017-Imazethapyr (SL) (372)-180		February 8,2017	2 years
153	Certificate of registration of Imidacloprid 30.5% SC	CIR-138822/2017-Imidacloprid (SC) (375)-1459		June 21,2017	2 years
154	Certificate of registration of Monocrotophos 15% SG	CIR-137935/2017- Monocrotophos (SG) (374)-232		May 20,2017	1 year 6 months
155	Certificate of registration of Myclobutanil 10% WP	CIR-138825/2017-Myclobutanil (WP) (375)-96		June 21,2017	2 years
156	Certificate of registration of Pendimethalin 5% GR	CIR-138824/2017-Pendimethalin (GR) (375)-512		June 21,2017	2 years
157	Certificate of registration of Permethrin 25% EC	CIR-138821/2017-Permethrin (EC) (375)-202		June 21,2017	2 years
158	Certificate of registration of Thiamethoxam 30%FS	CIR-138823/2017-Thiamethoxam (FS) (375)-753		June 21,2017	2 years

\*Certificate for registration of insecticides/herbicides/fungicides for indigenous manufacture only

# We have received the license to manufacture insecticides

### 3. Kisan Seva Kendra Related Approvals

- a) License to sell stock for exhibit for the sale of distribution of insecticides issued by Joint Director of Agriculture, Koppal, Karnataka under Insecticides Act, 1968 and Insecticides Rules, 1971 for the following:

Sr. No.	Premises	Reference/ Registration/ License No.	Date of Issue	Valid upto
1.	Door no. 938/19, Survey No. 5 and 10 , Bullapur, 109/2/8 at Halavarthi village	KOP: 275/2008-09	January 1, 2017	December 31, 2018
2.	Ward no. 2, Shop No. 12-156, Katarki Road, Koppal	KOP:568/2015-16	January 7,2017	December 31, 2018
3.	Door no.537/538/54,Potnal	442-M-398:2017-18	July 19, 2017	December 31, 2019
4.	Door no.291/188,Shivapur Village, Koppal	KOP:582/2015-16	December 21, 2015	December 31, 2018

- b) License to sell or exhibit for sale or distribution of insecticides issued by Assistant Director of Agriculture, Kottapattu under Insecticides Act, 1968 and Insecticides Rules, 1971 for the following:

Sr. No.	Premises	Issuing Authority	Reference / Registration / License No.	Applicable Act / Regulation	Date of issue	Valid upto
1.	348/1A-1 Pudukottai Road, Trichy 620007.	Assistant Director of Agriculture, Trichy	TVBR/71/2017 -18	Insecticides Act,1968 & Rules, 1971	April 07, 2017	Valid until cancelled

- c) License to sell or exhibit for sale or distribution of insecticides issued by District Agriculture Officer, Cuttack, Odisha under Insecticides Act, 1968 and Insecticides Rules, 1971 for the following:

Sr. No.	Premises	Issuing Authority	Reference / Registration / License No.	Applicable Act / Regulation	Date of issue	Valid upto
1.	At – Tarol, PO- Jagatpur District,Cuttack,Odisha-754021.	District Agriculture Officer, Cuttack	PESTI/CUT/3/2 016/0031/N	Insecticides Act,1968 & Rules, 1971	January 25,2018	December 31,2019

#### 4. Seeds Related Licenses

a) License to carry on the business of a dealer in seeds by Joint Director of Agriculture and Licensing Authority, East Godavari under Seeds (Control) Order, 1983 for the following:

Sr. No.	Premises	Reference/ License No.	Registration/ Registration/	Date of Issue	Valid upto
1	Door No. 8-256, Balabhadrapuram, Biccavolu, Anaparthi, East Godavari	EGD/34/JDA/SD/2015/ 3541		May 11, 2015	May 10, 2018
2	Door No. 8-4-88, Amalapuram (Rural), Amalapuram, East Godavari	EGD/34/JDA/SD/2015/ 3471		April 29, 2015	April 28, 2018
3	Door No. 2-183, Divili, Peddapuram, East Godavari	EGD/ 34/JDA/SD/2015 /4704		August 10, 2015	August 9, 2018
4	Door No. 5-6-44, Mandapeta, Alamuru, East Godavari	EGD/34/JDA/SD/2015 /3347		April 21, 2015	April 20, 2018
5	Door No. 10-22, Ambajipeta, P. Gannavaram, East Godavari	EGD/34/JDA/SD/2015 /4543		July 21, 2015	July 20, 2018
6	Door No. 5-188/4, Gangavaram, K. Gangavaram (Pamaru), R.C. Puram, East Godavari	EGD/ 34/JDA/SD/2015 /3351		April 22, 2015	April 21, 2018
7	Door No. 1-134, Kajuluru, Karapa, East Godavari	EGD/34/JDA/SD/ 2015 / 4090		June 13, 2015	June 12, 2018
8	Door No. 4-136/3, Mummidivaram, East Godavari	EGD/34/JDA/SD/ 2015 /3354		April 22, 2015	April 21, 2018
9	Door No. 2-112A, Draksharama, R.C. Puram, East Godavari	EGD/34/JDA/SD/ 2015 /3349		April 22, 2015	April 21, 2018
10	Door No. 8-23, Anaparthi, East Godavari	EGD/34/JDA/SD/ 2015 /3361		April 22, 2015	April 21, 2018
11	Door No. 3-313/2A, Kothapeta, East Godavari	EGD/34/JDA/SD/2015 /3540		May 11, 2015	May 10, 2018
12	Door No. 3-28, Rajanagaram, Rajahmundry, East Godavari	EGD/34/JDA/SD/2015 /3470		April 29, 2015	April 28, 2018
13	Door No.11-98, G. Medapadu, Samalkot, Kakinada, East Godavari	EGD/34/JDA/SD/2015 /3473		April 29, 2015	April 28, 2018
14	Door No. 3-319, G. Mamidada, Pedapudi, Kakinada, East Godavari	EGD/34/JDA/SD/2015 /3918		June 3, 2015	June 2, 2018
15	Door No. 1-45, Pedapudi, Kakinada, East Godavari	EGD/34/JDA/SD/2015 /3919		June 3, 2015	June 2, 2018
16	Door No. 2-118, Karapa, East Godavari	EGD/34/JDA/SD/2015 /3543		May 11, 2015	May 10, 2018
17	Door No. 3-239/1, Chintaluru, Alamuru, East Godavari	EGD/34/JDA/SD/2015 /3472		April 29, 2015	April 28, 2018
18	Door No. 1-67, (Pamaru), K. Gangavaram, R.C. Puram, East Godavari	EGD/34/JDA/SD/ 2015 /3355		April 22, 2015	April 21, 2018
19	Door No. 7-3-8B, Pithapuram, East Godavari	EGD/34/JDA/SD/ 2015 /4264		June 25, 2015	June 24, 2018
20	Door No. 7-126, Korukonda, East Godavari	EGD/34/JDA/SD/ 2015 /4734		August 18, 2015	August 17, 2018
21	Door No. 3-128, Kathipudi, Sankavaram, Tuni, East Godavari	EGD/34/JDA/SD/ 2015 /4089		June 13, 2015	June 12, 2018
22	Door No. 6-9, Chinakondepudi, Seethanagaram, Korukonda, East Godavari	EGD/34/JDA/SD/ 2015 /4733		August 18, 2015	August 17, 2018
23	Door No. 9-158, Prathipadu, Jaggampeta, East Godavari	EGD/34/JDA/SD/ 2015 /4738		August 18, 2015	August 17, 2018
24	Door No. 6-199, Ippanapadu, Mandapeta, Alamuru, East Godavari	EGD/34/JDA/SD/ 2015 /3346		April 21, 2015	April 20, 2018
25	Door No. 2-232/1, Kadium, Rajahmundry, East Godavari	EGD/34/JDA/SD/ 2015 /3469		April 29, 2015	April 28, 2018
26	Door No. 8-98, Gollaprolu, Pithapuram, East Godavari	EGD/34/JDA/SD/ 2015 /4544		July 21, 2015	July 20, 2018
27	Door No. 4-85/2, Gollapalem, Kajuluru, Karapa, East Godavari	EGD/34/JDA/SD/ 2015 /4542		July 21, 2015	July 20, 2018
28	Door No. 5-64/1, P. Gannavaram, East Godavari	EGD/34/JDA/SD/ 2015 /3916		June 3, 2015	June 2, 2018
29	Door No. 4-16, Mukteswaram, Inavilli, Amalapuram, East Godavari	EGD/34/JDA/SD/ 2015 /4099		June 13, 2015	June 12, 2018
30	Door No. 1-3, Pandalapaka, Biccavolu, Anaparthi, East Godavari	EGD/34/JDA/SD/2015/ 3468		April 29, 2015	April 28, 2018
31	Door No. 12-9-4 & 4/C,	EGD/34/JDA/SD/2015/ 3356		April 22, 2015	April 21, 2018

Sr. No.	Premises	Reference/ License No.	Registration/	Date of Issue	Valid upto
	Ramachandrapuram, East Godavari				
32	Door No. 8-234/1, Ravulapalem, Kothapeta, East Godavari	EGD/34/JDA/SD/2015/ 3360		April 22, 2015	April 21, 2018
33	Door No. 7-133, Main Road, Vedurupaka, Rayavaram, Anaparthi, East Godavari	EGD/34/JDA/SD/2015/ 3917		June 3, 2015	June 2, 2018
34	Door No. 1-34/3A, Sunkarapalem, Tallarevu, Karapa, East Godavari	EGD/34/JDA/SD/2015/ 4092		June 13, 2015	June 12, 2018
35	Door No. 7-5/A, Velangi, Karapa, East Godavari	EGD/34/JDA/SD/2015/ 4731		August 18, 2015	August 17, 2018
36	Door No. 10-80/1, Balabhadrapuram, Biccavolu, Anaparthi, East Godavari	EGD/34/JDS/SD/2015/ 3544		May 11, 2015	May 10, 2018
37	Door. No. 7-174, Nagulapalle , U. Kothapalli, Pithapuram, East Godavari	EGD/22/JDA/SD/2015/ 5670		November 25, 2015	November 24, 2018
38	Door No. 16-10-2, 2/1, 2/2, 2/3, Peddapuram Ur, East Godavari	EGD/20/JDA/SD/2015/ 5637		November 23, 2015	November 22, 2018
39	Door no.12-78,Gokavaram, Korukonda, East Godavari	EGD/34/JDA/SD/2015/ 5116		October 5,2015	October 4, 2018
40	Door no.6-2, Main Road, Jaggampeta, East Godavari	EGD/18/JDA/SD/2016/ 9440		May 19,2016	May 18, 2019
41	Door no.6-77,Kesavaram, Mandapeta, Alamuru, East Godavari	EGD/32/JDA/SD/2016/ 6471		February 15,2016	February 14, 2019
42	Door no.1-1/4,Rowthulapudi, Tuni, East Godavari	EGD/null/JDA/SD/2016/ 5939		January 20,2016	January 19, 2019
43	Door no.10-175,Someswaram, Rayavaram, Anaparthi, East Godavari	EGD/34/JDA/SD/2015/5115		October 5,2015	October 4, 2018
44	Door no.19-137,Yeleswaram, Jaggampeta, East Godavari	EGD/11/JDA/SD/2016/5940		January 20,2016	January 19, 2019

**b) License to carry on the business of a dealer in seeds by Joint Director of Agriculture and Licensing Authority, Eluru under Seeds (Control) Order, 1983 for the following:**

Sr. No.	Premises	Reference/ Registration/ License No.	Date of Issue	Valid upto
1	Door No. 3-64, Jeelugumilli, Kota Ramachandrapuram, West Godavari	WGD/01/JDA/SD/2015 /4758	August 21, 2015	August 20, 2018
2	Door No. 2-1-44/3/B, Nidadadvole, Tanuku, West Godavari	WGD/17/JDA/SD/2015 /4760	August 21, 2015	August 20, 2018
3	Door No. 4-73, Undi, Akiveedu, West Godavari	WGD/33/JDA/SD/2015 /4761	August 21, 2015	August 20, 2018
4	Door No. 18-100 for sale and 18-101 for storage, P.D.R. Complex, Mogalthuru, Narasapuram, West Godavari	WGD/46/JDA/SD/2015 /4769	August 21, 2015	August 20, 2018
5	Door No. 3-195/2, Sidhantham, Penugonda, Maruteru, West Godavari	WGD/40/JDA/SD/2015 /4764	August 21, 2015	August 20, 2018
6	Door No. 26-210/1, and shop no. 4,5, main road, Penugonda, Maruteru, West Godavari	WGD/01/JDA/SD/2015 /4765	August 21, 2015	August 20, 2018
7	Door No. 6-161, Kamavarapukota, K. Kota, Chintalapudi, West Godavari	WGD/11/JDA/SD/2015 /4766	August 21, 2015	August 20, 2018
8	Door No. 18-7-7/1 and 18-1-5/A, Kovvali Vari Veedi, Tanuku, West Godavari	WGD/28/JDA/SD/2015 /4762	August 21, 2015	August 20, 2018
9	Door No. 5-103, M. Nagulapalli, D. Tirumala, Bheemadole, West Godavari	WGD/12/JDA/SD/2015 /4768	August 21, 2015	August 20, 2018
10	Door No. 5-84, T. Narsapuram, Chintalapudi, West Godavari	WGD/08/JDA/SD/2015/ 4763	August 21, 2015	August 20, 2018
11	Door. No. 15-21/A, Koyyalagudem, Kota Ramchandrapuram, West Godavari	WGD/06/JDA/SD/2015/ 4767	August 21, 2015	August 20, 2018
12	Door No. 19-1-8 and 35-1-2, Mucharla Vari Veedi, Palakollu, West Godavari	WGD/43/JDA/SD/2015/ 5106	October 2, 2015	October 1, 2018
13	Door No. 12-69, Dharmajigudem, Lingapalem, Chintalapudi, West Godavari	WGD/07/JDA/SD/2015/ 5060	September 20, 2015	September 19, 2018

Sr. No.	Premises	Reference/ Registration/ License No.	Date of Issue	Valid upto
14	Door No. 12-3-45, Jangareddigudem, Kota Ramchandrapuram, West Godavari	WGD/07/JDA/SD/2015/ 5104	October 2, 2015	October 1, 2018
15	Door no.13-98 & 100, Main Road,Achanta, Polakollu, West Godavari	WGD/41/JDA/SD/2015/ 5464	October 9, 2015	October 8, 2018
16	Door no.1-8/1,Akiveedu, West Godavari	WGD/34/JDA/SD/2015/ 5062	September 20, 2015	September 19, 2018
17	Door no.75/5,G-11 & 7,Appanaveedu, Pedapadu, Eluru, West Godavari	WGD/22/JDA/SD/2015/ 5061	September 20, 2015	September 19, 2018
18	Door no.20-126,Attili, Mauteru, West Godavari	WGD/32/JDA/SD/2015/ 5652	November 24,2015	November 23,2018
19	Door no.22-16-86,Bhimavaram, West Godavari	WGD/36/JDA/SD/2015/ 5465	October 9, 2015	October 8, 2018
20	Door no.7-127,Chagallu, Kovuru, West Godavari	WGD/15/JDA/SD/2016/ 6401	February 5,2016	February 4,2019
21	Door no.17-19-5 & 3, Main Road , Chintalapudi, West Godavari	WGD/09/JDA/SD/2015/ 5835	December 21,2015	December 20,2018
22	Door no.5-116,Dommeru, Kovvuru, West Godavari	WGD/16/JDA/SD/2015/ 5099	October 2, 2015	October 1, 2018
23	Door no.7-88/A, Main Road, Duvva, Tanuku, West Godavari	WGD/28/JDA/SD/2016/ 6400	February 5,2016	February 4,2019
24	Door no.3A-2-24,Eluru, West Godavari	WGD/23/JDA/SD/2015/ 5063	September 20, 2015	September 19, 2018
25	Door no.6-36/3,6, Main Road, Ganapavaram, Tadepalligudem, West Godavari	WGD/26/JDA/SD/2016/ 11772	December 14,2016	December 13,2019
26	Door no.3-131,Nallajerla, Bheemadole, West Godavari	WGD/13/JDA/SD/2015/ 5105	October 2, 2015	October 1, 2018
27	Door no.12-2-4, Patha Bazar, Narsapur, Narasapuram, West Godavari	WGD/45/JDA/SD/2016/ 11190	July 29,2016	July 28,2019
28	Door no.2-39/1, Main Road, Neggipudi, Penumantra, Mauteru, West Godavari	WGD/39/JDA/SD/2016/ 10909	June 27,2016	June 26,2019
29	Door no.1-3, Main Road, Prakkilanka, Tallapundi, Kovvuru, West Godavari	WGD/04/JDA/SD/2016/ 11077	July 16,2016	July 15,2019
30	Door no.10-1-60,Tadepalligudem, West Godavari	WGD/18/JDA/SD/2015/ 5573	November 2,2015	November 1,2018
31	Door no.4-63,Veeravasaram, Bhimavaram, West Godavari	WGD/38/JDA/SD/2015/ 5650	November 24,2015	November 23,2018

**c) License to carry on the business of a dealer in seeds by Joint Director of Agriculture and Licensing Authority, Krishna under Seeds (Control) Order, 1983 for the following:**

Sr. No.	Premises	Reference/ Registration/ License No.	Date of Issue	Valid upto
1	Door No. 1-85/4, Kambampadu, A. Konduru, Tiruvuru	KRI/0/JDA/SD/2015/ 5533	October 27, 2015	October 26, 2018
2	Door No. 4-41B, Mylavaram	KRI/10/JDA/SD/2015/ 5590	November 9, 2015	November 8, 2018
3	Door No. 17-15, Nandigama	KRI/04/JDA/SD/2015/ 5543	October 28, 2015	October 27, 2018
4	Door. No. 11-28, Nuziveedu	KRI/23/JDA/SD/2015/ 5588	November 9, 2015	November 8, 2018
5	Door No. 22-112, Pamarru	KRI/39/JDA/SD/2015/ 5535	October 27, 2015	October 26, 2018
6	Door. No. 7-104-2, Pedana, Machilipatnam	KRI/44/JDA/SD/2015/ 5550	October 29, 2015	October 28, 2018
7	Door No. 15-9, Tiruvuru	KRI/13/JDA/SD/2015/ 5664	November 24, 2015	November 23, 2018
8	Door No. 10-257 & 258, Vatsavai, Jaggaiahpetta	KRI/02/JDA/SD/2015/ 5544	October 28, 2015	October 27, 2018
9	Door No. 25/497, Machilipatnam	KRI/37/JDA/SD/2015/ 5552	October 29, 2015	October 28, 2018
10	Door No. 8-168/2, Vissannapeta	KRI/14/JDA/SD/2015/ 5624	November 19, 2015	November 18, 2018
11	Door No. 9-125, Jaggaiahpetta	KRI/01/JDA/SD/2015/ 5534	October 27, 2015	October 16, 2018

12	Door No. 7-100/2, Kuchipudi, Movva	KRI/30/JDA/SD/2015/ 5589	November 9, 2015	November 8, 2018
13	Door no.6-10/1, Main Road, Chakkapalle, Musunuru, Nuziveedu	KRI/25/JDA/SD/2016/ 11463	September 28,2016	September 27,2019
14	Door no.10-174/1,Potti Sree Ramulu Street,Challapalli, Movva	KRI/0/JDA/SD/2016/ 8958	May 7,2016	May 6,2019
15	Door no,2-71/A, Main Road, G.Konduru, Mylavaram	KRI/0/JDA/SD/2016/ 11282	August 6,2016	August 5,2019
16	Door no.12/233, Post Office Road, Gudivada	KRI/0/JDA/SD/2016/ 8622	April 26,2016	April 25,2019
17	Door no.5-188 & 3-182, Main Road, Gudlalleru, Paramarru	KRI/0/JDA/SD/2016/ 6052	January 23,2016	January 22,2019
18	Door no.3-157 & 156, Main Road, Mopidevi, Avanigadda	KRI/33/JDA/SD/2016/ 11440	September 21,2016	September 20,2019
19	Door no.4-113, Main Road, Nagayalanka, Avanigadda	KRI/35/JDA/SD/2016/ 10911	June 27,2016	June 26,2019
20	Door no.1/299A, Main Road, Pedakomera, Gampalagudem, Tiruvuru	KRI/0/JDA/SD/2016/ 11284	August 6,2016	August 5,2019
21	Door no.2-53D,26B & 26, Main Road, Sriharipuram, Mudinepalli	KRI/46/JDA/SD/2016/ 8942	May 6,2016	May 5,2019
22	Door no.8-308,Vuyyuru, Gannavaram	KRI/28/JDA/SD/2016/ 8233	April 6,2016	April 5,2019

**d) License to carry on the business of a dealer in seeds by Joint Director of Agriculture and Licensing Authority, Warangal under Seeds (Control) Order, 1983 for the following:**

Sr. No.	Premises	Reference/ Registration/ License No.	Date of Issue	Valid upto
1	Door No. 3-140/2/A, Main Road, Ananthasagar, Hasaparathi, Warangal	WGL/10/JDA/SD/2014/ 2808	November 17, 2017	November 14, 2020

**e) License to carry on the business of a dealer in seeds by Joint Director of Agriculture and Licensing Authority, Koppal under Seeds (Control) Order, 1983 for the following:**

Sr. No.	Premises	Reference/ Registration/ License No.	Date of Issue	Valid upto
1.	Door No. 89 Dayabhavan Niwas, opposite hotel Mallige, J.F. road, Hospet	HP-62	July 1, 2015	June 30, 2018
2.	Door No. 80, ward no. 3 at HB Halli taluqa, Bellary district	HB -117	August 18, 2015	August 17, 2018
3.	Door no.3& 4,Basavapattana	KOP:410/2016-17	July 6,2016	July 5,2019
4.	Door no.1334/3,2395/3,Kampli	HP-64	September 29,2015	September 28,2018
5.	Door no.12-156,Koppal	KOP:378/2015-16	August 27,2015	August 16,2018
6.	Door no.8,Kurugodu	BR-526	July 16,2016	July 15,2019
7.	Door no.537/538/54,Potnal	315-M-281/2016-17	July 23,2016	December 31, 2018
8.	Door no.291/188,Shivapur, Koppal	KOP:385/2015-16	December 4,2015	December 3,2018
9.	Door no.1/1, Block No. 8, Nandihalli Road, Siddapur, Gangavathi	KOP:413/2016-17	August 29,2016	August 15,2019
10.	Sri Lakshminenkateswara Complex, opposite government hospital, Adhoni Road, Siruguppa	SG-200	July 23,2016	July 22,2019

**5. Fertilizer Related Approvals**

**a) Certificate of registration to carry on the business of selling fertilizers as retail dealer under Fertilizer (Control) Order, 1985:**

Sr. No.	Premises	Issuing Authority	Reference / Registration / License No.	Date of Issue	Valid upto
East Godavari					

Sr. No.	Premises	Issuing Authority	Reference / Registration / License No.	Date of Issue	Valid upto
1.	Door No. 8-4-88, Amalapuram (Rural), Amalapuram	Assistant director of Agriculture, Amalapuram, E.G.Dt	EGD/54/ADA/FR/2014/15315	November 15, 2014	November 14, 2020
2.	Door no. 8-23, Polamuru Road, Anaparthi	Assistant director of Agriculture, Anaparthi, E.G.Dt	EGD/33/ADA/FR/2014/15024	October 14, 2014	October 13, 2020
3.	Door no. 8-256 Balabhadrapuram, Biccavolu, Anaparthi	Assistant director of Agriculture, Anaparthi, E.G.Dt	EGD/34/ADA/FR/2014/14356	September 9, 2014	September 8, 2020
4.	Door no. 10-80/1, Nallamilli Road, Balabhadrapuram, Biccavolu, Anaparthi	Assistant director of Agriculture, Anaparthi, E.G.Dt	EGD/34/ADA/FR/2014/14355	September 9, 2014	September 8, 2020
5.	Door no. 2-112A, Kakinada Road, Totapeta (V), Draksharma, Puram	Assistant director of Agriculture, R.C Puram, E.G.Dt	EGD/39/ADA/FR/2014/15376	November 21, 2014	November 20, 2020
6.	Door no. 11-98, Main Road, G. Medapadu, Samalkot, Kakinada	Assistant director of Agriculture, Kakinada, E.G.Dt	EGD/25/ADA/FR/2014/15609	December 19, 2014	December 18, 2020
7.	Door no. 5-188/4, Gangavaram, Puram	Assistant director of Agriculture, R.C Puram	EGD/12/ADA/FR/2014/15587	December 12, 2014	December 11, 2020
8.	Door no. 4-85/2, Kajuluru Road, Gollapalem, Karapa	Assistant director of Agriculture, Karapa, E.G.Dt	EGD/38/ADA/FR/2014/15445	November 25, 2014	November 24, 2020
9.	Door no. 1-3, Pandalapaka, Biccavolu, Anaparthi	Assistant director of Agriculture, Anaparthi, E.G.Dt	EGD/34/ADA/FR/2014/14357	September 9, 2014	September 8, 2020
10.	Door no. 3-28 & 31, Gandhi Bomma Centre, Rajangaram, Rajahmundry	Assistant director of Agriculture, Rajahmundry, E.G.Dt	EGD/28/ADA/FR/2014/15628	December 22, 2014	December 21, 2020
11.	Door no. 1-137, Kajuluru, Karapa	Assistant director of Agriculture, Karapa, E.G.Dt	EGD/38/ADA/FR/2014/15444	November 25, 2014	November 24, 2020
12.	Door no. 5-6-44& 46, Muralidhara Rice Mill Road, Mandapeta, Alamuru	Assistant director of Agriculture, Alamuru, E.G.Dt	EGD/32/ADA/FR/2015/16101	March 10, 2015	March 9, 2018
13.	Door no. 3-319, Ramchandrapura Road, G. Mamidada, Pedapaudi, Kakinada	Assistant director of Agriculture, Kakinada, E.G.Dt	EGD/35/ADA/FR/2014/15523	December 2, 2014	December 1, 2020
14.	Door no. 4-136/3, Mummidivaram,	Assistant director of Agriculture, Mummidivaram, E.G.Dt	EGD/50/ADA/FR/2014/15619	December 20, 2014	December 19, 2020
15.	Door No. 12-9-4 & 12-9-4/C, Peda Cheruvu Street, Ramachandrapuram	Assistant director of Agriculture, R.C. Puram, E.G.Dt	EGD/39/ADA/FR/2014/15271	November 10, 2014	November 9, 2020
16.	Door no. 1-45, Pedapudi, Kakinada	Assistant director of Agriculture, Kakinada, E.G.Dt	EGD/35/ADA/FR/2015/16075	March 7, 2015	March 6, 2018
17.	Door no. 8-234/1, Ravulapalem, Kothapeta	Assistant director of Agriculture, Kothapeta, E.G.Dt	EGD/44/ADA/FR/2014/15407	November 23, 2014	November 22, 2020
18.	Door no. 7-133, Main Road, Vedurupaka(Rayavaram), Anaparthi	Assistant director of Agriculture, Anaparthi, E.G.Dt	EGD/40/ADA/FR/2014/15026	October 14, 2014	October 13, 2020
19.	Door no. 5-64/1 & 47, Main Road, P. Gannavaram	Assistant director of Agriculture, P. Gannavaram, E.G.Dt	EGD/47/ADA/FR/2015/16901	June 22, 2015	June 21, 2018



Sr. No.	Premises	Issuing Authority	Reference / Registration / License No.	Date of Issue	Valid upto
20.	Door no. 3-126 & 128/1, Main Road, Kathipudi, Sankavaram, Tuni	Assistant director of Agriculture, Tuni, E.G.Dt	EGD/09/ADA/FR/2015/17029	July 4, 2015	July 3, 2018
21.	Door No. 3-128/5, 24/2, Nallamilli Road, Balabhadrapuram, Biccavolu, Anaparth	Additional director of Agriculture, Commissionerate of agriculture, Andhra Pradesh, Guntur, E.G.Dt	EGD/34/ADDL.DA/FW/2013/10206	July 6, 2007	July 5, 2019
22.	Door no. 7-5/A, Main Road, Velangi, Karapa	Assistant director of Agriculture, Karapa sub-division, Nadakuduru, E.G.Dt	EGD/36/ADA/FR/2015/17533	August 12, 2015	August 11, 2018
23.	Door no. 1-34/3A, Sunkarapalem, Tallarevu mandal, Karapa	Assistant director of Agriculture, Karapa sub-division, Nadakuduru, E.G.Dt	EGD/37/ADA/FR/2015/18463	December 5, 2015	December 4, 2018
24.	Door no. 10-175, Main Road, Someswaram, Rayavaram, Anaparthi	Assistant director of Agriculture, Anaparthi, E.G.Dt	EGD/40/ADA/FR/2015/17895	September 2, 2015	September 1, 2018
25.	Door no. 10-22 & 45, Main Road, Ambajipeta, P. Gannavaram	Assistant Director of Agriculture (R) P. Gannavaram, E.G.Dt	EGD/48/ADA/FR/2015/17428	August 4, 2015	August 3, 2018
26.	Door no. 6-9, Main Road, Chinakondepudi, Seethanagaram, Korukonda	Assistant Director of Agriculture, Korukonda, E.G.Dt	EGD/15/ADA/FR/2015/17511	August 10, 2015	August 9, 2018
27.	Door no. 2-183, main road, Divili, Peddapuram	Assistant Director of Agriculture (R), Peddapuram, E.G.Dt	EGD/20/ADA/FR/2015/17353	July 28, 2015	July 27, 2018
28.	Door no. 8-98, Main Road, Gollaprolu, Pithapuram	Assistant director of Agriculture (R) Pithapuram, E.G.Dt	EGD/08/ADA/FR/2015/17571	August 14, 2015	August 13, 2018
29.	Door no. 12-78, Dasari vari veedi, Gokavaram, Korukonda	Office of Assistant director of Agriculture, Korukonda, E.G.Dt	EGD/17/ADA/FR/2015/17824	August 27, 2015	August 26, 2018
30.	Door no. 9-158, Gokavarapu vari veedi, Prathipadu, Jaggampeta	Assistant director of Agriculture (R), Jaggampeta – 533435, E.G.Dt (A.P)	EGD/10/ADA/FR/2015/17509	August 10, 2015	August 9, 2018
31.	Door no. 2-118, Karapa	Assistant Director of Agriculture, Karapa, E.G.Dt	EGD/36/ADA/FR/2015/16824	June 18, 2015	June 17, 2018
32.	Door no. 16-10-2, 2/1, 2/2 & 2/3, Main Road, Peddapuram	Assistant director of Agriculture (R), Peddapuram, E.G.Dt	EGD/20/ADA/FR/2015/18290	October 16, 2015	October 15, 2018
33.	Door no. 1-1/4, Main Road, Rowthulapudi, Tuni	Assistant director of Agriculture, Tuni, E.G.Dt	EGD/null/ADA/FR/2015/18109	September 25, 2015	September 24, 2018
34.	Door no. 19-137, Main Road, Yeleswaram, Jaggampeta	Assistant director of Agriculture (R), Jaggampeta, 533435, E.G.Dt (A.P)	EGD/11/ADA/FR/2015/18238	October 10, 2015	October 9, 2018
35.	Door no.6-2, Main Road, Jaggampeta	Assistant director of Agriculture, Jaggampeta, 533435, E.G.Dt (A.P)	EGD/18/ADA/FR/2016/20261	May 27, 2016	May 26, 2019
36.	Door no.6-77, Main Road, Kesavaram, Mandapeta, Alamuru	Assistant director of Agriculture, Mandapeta, E.G.Dt	EGD/32/ADA/FR/2016/18620	February 6, 2016	February 5, 2019

Sr. No.	Premises	Issuing Authority	Reference / Registration / License No.	Date of Issue	Valid upto
37.	Door No. 7-126, Main Road, Korukonda	Assistant director of Agriculture, Korukonda, E.G.Dt	EGD/16/ADA/FR/2015/17510	August 10, 2015	August 9, 2018
38.	Door. No. 7-174, Main Road, Nagulapalli, U. Kothapalli, Pithapuram	Assistant director of Agriculture, Pithapuram, E.G.Dt	EGD/22/ADA/FR/2015/18539	December 28, 2015	December 27, 2018
39.	Door No. 7-3-8B, Pallapu Veedhi, Pithapuram	Assistant director of Agriculture, Pithapuram, E.G.Dt	EGD/21/ADA/FR/2015/17437	August 5, 2015	August 4, 2018
<b>West Godavari</b>					
1.	Door no. 18-7-7/1, Koppaka vari veedi, Tanuku	Assistant director of Agriculture (R), Tanuku, WGDt.	WGD/28/ADA/FR/2015/17196	July 16, 2015	July 15, 2018
2.	Door no. 13- 98&99, Achanta, Palakollu	Assistant director of Agriculture (R), Palakollu, WGDt.	WGD/41/ADA/FR/2016/19059	March 24, 2016	March 23, 2019
3.	Door no. 1-8/1&50/5, JSR Towers, Akiveedu	Assistant director of Agriculture, Akiveedu, WGDt.	WGD/34/ADA/FR/2015/17722	August 21, 2015	August 20, 2018
4.	Survey no. 75/5, G-11&G-6, Main Road, Appanaveedu, Pedapadu Mandal	Assistant director of Agriculture (R), Eluru, WGDt.	106/2015	August 14, 2015	August 13, 2018
5.	Door no. 20-126, Main Road, Attili, Maruteru	Assistant director of Agriculture (R), Maruteru, WGDt.	WGD/32/ADA/FR/2015/17691	August 20, 2015	August 19, 2018
6.	Door no. 3-147, Main Road, Devarapalle, Kovvuru	Assistant director of Agriculture (R), Kovvuru, WGDt.	WGD/14/ADA/FR/2015/17683	August 20, 2015	August 19, 2018
7.	Door no. 12-69, Main Road, Dharmajigudem, Lingapalem, Chintalapudi	Assistant director of Agriculture (R), Chintalapudi, WGDt.	WGD/10/ADA/FR/2015/17686	August 20, 2015	August 19, 2018
8.	Door no. 3A-2-24, Y.M.H.A Hall Road, Eluru	Assistant director of Agriculture, Eluru, WGDt.	WGD/23/ADA/FR/2015/17623	August 17, 2015	August 16, 2018
9.	Door No. 12 3 45 JR Gudem	Assistant director of Agriculture K.R. Puram, WGDt.	WGD/07/ADA/FR/2016/18837	January 20, 2015	June 19, 2018
10.	Door. no. 3-64, Jeelugumilli	Assistant director of Agriculture K.R. Puram	WGD/01/ADA/FR/2016/18940	May 8, 2015	May 7, 2018
11.	Door no. 6-161, Andhra Bank beside Kamavarapakota, Chintalapudi	Assistant director of Agriculture (R), Chintalapudi, WGDt.	WGD/11/ADA/FR/2015/17261	July 22, 2015	July 21, 2018
12.	Door no. 5-103, Main Road, M. Nagulapalli, D. Tirumala, Bheemadole	Assistant director of Agriculture (R), Bheemadole, WGDt.	WGD/12/ADA/FR/2015/17091	July 8, 2015	July 7, 2018
13.	Door no. 18-100, P.D.R. complex, Mogalthuru, Narsapuram	Assistant director of Agriculture, Narsapuram, WGDt.	WGD/46/ADA/FR/2015/17594	August 14, 2015	August 13, 2018
14.	Door no. 3-131, Main Road, Nallajerla, Bheemadole	Assistant director of Agriculture (R), Bheemadole, WGDt.	WGD/13/ADA/FR/2015/17710	August 21, 2015	August 20, 2018
15.	Door no. 1-1-56/3, Main Road, Narsapur, Narsapuram	Assistant director of Agriculture, Narsapuram	WGD/45/ADA/FR/2015/17542	August 12, 2015	August 11, 2018
16.	Door no. 2-1-44/3 & 3/A, Main Road, Nidadavole, Tanuku	Assistant director of Agriculture (R), Tanuku, WGDt.	WGD/17/ADA/FR/2015/17188	July 16, 2015	July 15, 2018
17.	Door no. 19-1-8, Main Road, Palakollu	Assistant director of Agriculture (R), Palakol, WGDt.	WGD/43/ADA/FR/2016/19060	March 24, 2016	March 23, 2019

Sr. No.	Premises	Issuing Authority	Reference / Registration / License No.	Date of Issue	Valid upto
18.	Door no. 26-210/1, Main Road, Penugonda, Maruteru	Assistant director of Agriculture (R), Maruteru, WGDt.	WGD/40/ADA/FR/2015/174 35	August 4, 2015	August 3, 2018
19.	Door no. 3-195/2, Bus Stand Road, Sidhantham, Penugonda, Maruteru	Assistant director of Agriculture (R), Maruteru, WGDt.	WGD/40/ADA/FR/2015/174 36	August 4, 2015	August 3, 2018
20.	Door no. 5-84, Main Road, T. Narsapuram, Chintalapudi	Assistant director of Agriculture (R), Chintalapudi, WGDt.	WGD/08/ADA/FR/2015/170 52	July 6, 2015	July 5, 2018
21.	Door no. 10-1-60, Main Road, Tadepalligudem	Assistant director of Agriculture (R), Tadepalligudem, WGDt.	WGD/18/ADA/FR/2015/174 24	August 4, 2015	August 3, 2018
22.	Door no. 4-73 & 1-31/1, Main Road, Undi, Akiveedu	Assistant director of Agriculture (R), Akiveedu, WGDt.	WGD/33/ADA/FR/2015/174 61	August 6, 2015	August 5, 2018
23.	Door no. 22-16-86, Main Road, Bhimavaram	Assistant director of agriculture (R), Bhimavaram, WGDt.	WGD/36/ADA/FR/2015/175 35	August 12, 2015	August 11, 2018
24.	Door no. 4-63, Main Road, Veeravasaram, Bhimavaram	Assistant director of agriculture (R), Bhimavaram, WGDt.	WGD/38/ADA/FR/2015/175 91	August 14, 2015	August 13, 2018
25.	Door no.7-127, Main Road, Chagallu, Kovvuru	Assistant director of agriculture, Kovvuru, WGDt.	WGD/15/ADA/FR/2016/ 20911	October 15,2016	October 14,2019
26.	Door no.17-19-5,Chintalapudi	Assistant director of Agriculture (R), Chintalapudi, WGDt.	WGD/09/ADA/FR/2016/ 18599	January 21,2016	January 20,2019
27.	Door no.5-116, Main Road, Dommeru, Kovvuru	Assistant director of agriculture, Kovvuru, WGDt.	WGD/16/ADA/FR/2015/ 18259	October 14,2015	October 13,2018
28.	Door no.7-88,Duvva, Tanuku	Assistant director of agriculture, Tanuku, WGDt.	WGD/28/ADA/FR/2016/ 20578	July 27,2016	July 26,2019
29.	Door no.6-36/3,6, Main Road, Ganapavaram, Tadepalligudem	Assistant director of agriculture, Tadepalligudem, WGDt.	WGD/26/ADA/FR/2016/ 21106	December 6,2016	December 5,2019
30.	Door. No. 15-21/A, Koyyalagudem, Kota Ramchandrapuram	Assistant director of agriculture, Kota Ramchandrapuram, WGDt.	WGD/06/ADA/FR/2016/ 18896	June 20,2015	June 19,2018
31.	Door no.2-39/1, Main Road, Neggipudi	Assistant director of agriculture, Maruteru, WGDt.	WGD/39/ADA/FR/2016/ 20507	July 16,2016	July 15,2019
32.	Door no.1-3, Main Road, Prakkilanka, Tallapaudi, Kovvuru	Assistant director of agriculture, Kovvuru, WGDt.	WGD/04/ADA/FR/2016/ 20676	August 9,2016	August 8,2019
<b>Krishna</b>					
1.	Door no. 1-85/4, Main Road, Kambampadu, A. Konduru, Tiruvuru	Assistant director of agriculture, Tiruvuru	KRI/0/ADA/FR/2015/18329	October 21, 2015	October 20, 2018
2.	Door no. 25/497, Port Road, Machilipatnam	Assistant director of agriculture (R) Machilipatnam	KRI/37/ADA/FR/2015/18156	October 3, 2015	October 2, 2018
3.	Door no. 4-41B, Main Road, Mylavaram	Assistant director of agriculture, Mylavaram	KRI/10/ADA/FR/2015/18390	November 2, 2015	November 1, 2018
4.	Door no. 17-15 & 16, Main Road, Nandigama	Assistant director of agriculture, Nandigama	KRI/04/ADA/FR/2015/18349	October 26, 2015	October 25, 2018

Sr. No.	Premises	Issuing Authority	Reference / Registration / License No.	Date of Issue	Valid upto
5.	Door no. 1-46/A, Main Road, Nidumolu, Movva	Assistant director of agriculture, Movva	KRI/30/ADA/FR/2015/18399	November 3, 2015	November 2, 2018
6.	Door no. 22-112, Main Road, Pamarru	Assistant director of agriculture, Pamarru	KRI/39/ADA/FR/2015/18451	November 28, 2015	November 27, 2018
7.	Door no. 7/104-2, Main Road, Pedana, Machilipatnam	Assistant director of agriculture (R) Machilipatnam	KRI/44/ADA/FR/2015/18346	October 26, 2015	October 25, 2018
8.	Door no. 15-9, Main Road, Tiruvuru	Assistant director of agriculture, Tiruvuru	KRI/13/ADA/FR/2015/18179	October 6, 2015	October 5, 2018
9.	Door no. 10-257 &258, Main Road, Vatsavai, Jaggaihpeta	Assistant director of agriculture, Jaggaihpeta	KRI/02/ADA/FR/2015/18378	October 30, 2015	October 29, 2018
10.	Door no. 8-168/2, Main Road, Vissannapeta	Assistant director of agriculture, Vissannapeta	KRI/14/ADA/FR/2015/18440	November 17, 2015	November 16, 2018
11.	Door no. 5-188, Main Road, Gudlavaluru, Pamarru	Assistant director of agriculture, Pamarru	KRI/0/ADA/FR/2015/18429	November 16, 2015	November 15, 2018
12.	Door no. 9-125, Main Road, Jaggaihpeta	Assistant director of agriculture, Jaggaihpeta	KRI/01/ADA/FR/2015/18373	October 29, 2015	October 28, 2018
13.	Door no. 7-100/2, Main Road, Kuchipudi, Movva	Assistant director of agriculture, Movva	KRI/30/ADA/FR/2015/18397	November 3, 2015	November 2, 2018
14.	Door no.6-10/1, Main Road, Chakkapalli	Assistant director of agriculture, Nuziveedu	KRI/25/ADA/FR/2016/ 20778	September 23,2016	September 22,2019
15.	Door no.10-174/1, Pottee Sree Ramullu Street, Challapalli	Assistant director of agriculture, Movva	KRI/0/ADA/FR/2016/ 19749	April 29,2016	April 28,2019
16.	Door no.2-71/A, Main Road, G.Konduru	Assistant director of agriculture, Mylavaram	KRI/0/ADA/FR/2016/ 21116	December 7,2016	December 6,2019
17.	Door no.12/233, Main Road, Gudivada	Assistant director of agriculture, Gudivada	KRI/0/ADA/FR/2015/ 18493	December 18,2015	December 17,2018
18.	Door No. 9-125, Main Road, Jaggaihpeta	Assistant director of agriculture, Jaggaihpeta	KRI/01/ADA/FR/2015/ 18373	October 29,2015	October 28,2018
19.	Door no.3-157, Main Road, Mopidevi	Assistant director of agriculture, Avanigadda	KRI/33/ADA/FR/2016/ 20761	September 19,2016	September 18,2019
20.	Door no.4- 113,Nagayalanka	Assistant director of agriculture, Avanigadda	KRI/35/ADA/FR/2016/ 20356	June 17,2016	June 16,2019

Sr. No.	Premises	Issuing Authority	Reference / Registration / License No.	Date of Issue	Valid upto
21.	Door. No. 11-28, Main Road, Nuziveedu	Assistant director of agriculture, Nuziveedu	KRI/23/ADA/FR/2015/18520	December 23,2015	December 22,2018
22.	Door no.1/299A, Main Road, Pedakomera	Assistant director of agriculture, Tiruvuru	KRI/0/ADA/FR/2016/20694	September 03,2016	September 02,2019
23.	Door no.2-53D,26B & 26,Sriharipuram	Assistant director of agriculture, Mandavalli	KRI/46/ADA/FR/2016/19613	April 23,2016	April 22,2019
24.	Door no.8-308,Main Road, Vuyyuru	Assistant director of agriculture, Gannavaram	KRI/28/ADA/FR/2016/19053	March 22,2016	March 21,2019
<b>Karnataka</b>					
1.	Door no. 80, ward no.3, Hagribommanahalli, Bellary	Assistant Agricultural Director, Bellary	FER/HBH/63/2015-16	July 14, 2015	July 13, 2018
2.	Door no.3&4,Basavapattana	Assistant Agricultural Director, Gangavathi	GVT 84/2016-17	July 6,2016	July 5,2019
3.	Door no.3&4,Gabbur	Government of Karnataka	294/2015-16	December 9,2015	December 31, 2018
4.	Door no.5/935,Gajendragada	Assistant Agricultural Director, Gadag	ADA/RN/FL/20/15-16	March 14,2016	December 31, 2018
5.	Door no.7-4/16&17,Jalahalli	Assistant Director of Agriculture	293/2015-16	December 9,2015	December 31, 2018
6.	Door no.1334/3,2395/3, Kampli	Assistant Director of Agriculture	279	August 22,2015	August 21,2018
7.	MB no. 9-678-2A, Srinivas complex, Koppal	Assistant Director of Agriculture	12/14-15	July 04, 2016	July 23, 2018
8.	2nd Ward, Shop no.12-156, Kataraki Road, Koppal	Assistant Director of Agriculture	06/2015-16	August 17,2015	August 16,2018
9.	Door no.8,Kurugodu	Assistant Director of Agriculture	FRC/474/BLY/16-17	July 08, 2016	July 07, 2019
10.	Door no.537/538/54,Potnal	Assistant Director of Agriculture, Manvi	REN/ADA/TECH/FER/218/2016-17	June 27,2016	December 31, 2018
11.	Door no.291/188, Shivapur, Koppal	Assistant Director of Agriculture	8/2015-16	December 4,2015	December 3,2018
12.	Door no.1/1,Siddapur	Assistant Director of Agriculture, Gangavathi	GVT 87/2016-17	August 16,2016	August 15,2019

Sr. No.	Premises	Issuing Authority	Reference / Registration / License No.	Date of Issue	Valid upto
13.	Sri Lakshminenkateswara Complex, Adhoni Road, Siruguppa-583 121.	Assistant Director of Agriculture	372/FCO/2015-16	July 15, 2016	July 14, 2019
14.	Sy.No.108&109, Halavarthi Village Koppal	Assistant Director of Agriculture	No. 12/14-15, ADA/KPL/EST/FL-NEW/REN 2017-18	December 05, 2017	November 12, 2020

#### Warangal

1.	Door no. 3-140/2/A, Ananthasagar, Hasanparthy Mandal	Assistant director of agriculture, Warangal	WGL/10/ADA/FR/2014/14423	December 19, 2014	December 18, 2020
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#### b) Certificate of registration to carry on the business of selling fertilizers as wholesale dealer under Fertilizer (Control) Order, 1985

Premises	Issuing Authority	Reference / Registration / License No.	Applicable Act / Regulation	Date of Issue	Valid Upto
3 - 140/J, Main Road, Ananthasagar, Urban	Joint Director of Agriculture, Government of Telangana	WGLU/10/ADDL.DA/FW/2017/18800	The Fertiliser (Control) Order, 1985	May 11, 2017	May 10, 2020
D.No:3-92/1, Main Road Biccavolu, Biccavolu (M), East Godavari District, A.P.	Joint Director of Agriculture, East Godavari District	EGD/34/JDA/FW/2015/16770	The Fertiliser (Control) Order, 1985	June 12, 2015	June 11, 2018
Sy.No.108, 109 and 110, Halavarthi Village Koppal	Joint Director of Agriculture, Government of Karnataka	JDA/F&PP/BNG/WSL/41/2017-18	The Fertiliser (Control) Order, 1985	January 20, 2017	January 19, 2020
288/1&288/2, Meyyanur Limited, Vidyamandir School Backside, Salem - 636004	Deputy Director of Agriculture- State Govt Of Tamilnadu	66/S&C/DA/2016-2019	The Fertiliser (Control) Order, 1985	January 02, 2017	October 05, 2019
Sry.No.88&89A, D.No.1/384, Pudukottai Road Gundur, Trichy 620007	Joint Director of Agriculture- State Govt Of Tamilnadu	CR.NO:54/TRY /TVBR/WS/2017-20	The Fertiliser (Control) Order, 1985	November 13, 2017	November 22, 2020
At - Niladri, Bihar, 1 <sup>st</sup> Lane, Aksa Road, Berhampur, Ganjam District, Odisha	Joint Director of Agriculture, Government of Odisha	OR/D.A&F.P.(O)E/2011-12/0012	The Fertiliser (Control) Order, 1985	September 16, 2016	September 15, 2019
315, Prem Trade Center Siyaganj, Maharani Road, Indore (M.P)	Directorate of Farmer Welfare & Agriculture Development, Madhya Pradesh	270/MICRO/16	The Fertiliser (Control) Order, 1985	August 11, 2016	August 10, 2019
3-128/5, 24/2, Nallamilli Road, Biccavolu, Anaparathi, East Godavari	Additional Director of Agriculture, Commissionerate of Agriculture	EGD/34/ADDL DA/FW/2013/10206	The Fertiliser (Control) Order, 1985	July 06, 2007	July 05, 2019

Premises	Issuing Authority	Reference / Registration / License No.	Applicable Act / Regulation	Date of Issue	Valid Upto
Godown No.3 Shri Atma Vallabh Jain College,G.T.Road Hussainpur, Ludhiana	Directorate of Agriculture, State Govt Punjab	1003	The Fertiliser (Control) Order, 1985	August 13, 2016	August 12, 2019
Near Baba Mastagiri Akhara, Shivpuri Road, Old Star Solvent, Jundla Gate,Karnal, Haryana	Agriculture & Farmers Welfare Department, Haryana	272	The Fertiliser (Control) Order, 1985	December 1, 2016	November 30, 2019
Chak – 2 ML, Natavali, Hanumangadh Road, Sri Ganganagar	Joint Director of Agriculture Officer,Government of Rajasthan	1197	The Fertiliser (Control) Order, 1985	August 12, 2016	August 11, 2019
Door no. 3-140/J, Ananthasagar, Mandal Hasanparthy	Joint Director of Agriculture, Government of Telangana	WGL/10/JDA/FW/2012/2382	The Fertiliser (Control) Order, 1985	December 01, 2012	November 30, 2018

## 6. Licenses acquired under Shops and Establishment Act.

### (a) Depots

Sr. No.	Type of License/Approval	Issuing Authority	Reference / Registration / License No.	Applicable Act / Regulation	Date of Issue	Valid Upto
1.	Certificate under Shops and Establishment Act for depot situated at 146-R,new grain market, Salem Tabri, Jalandhar bypass, Ludhiana	Punjab shops & commercial establishment Act, 1958	11/4871	Punjab Shops and Establishment Act, 1958	April 06, 2017	March 31, 2018
2.	Provisional certificate of registration under Shops and Establishment Act for depot situated at 4-10-793,P.No. 19 Block 35,Autonagar, Hayathnagar, Rangareddy	Assistant Labour Officer,Government of Telangana	SER/RRD/ALO/IP/00412/2016	Telangana shops and Establishment Act-1988	November 06, 2016	December 31, 2018
3.	Certificate under Shops and Establishment Act for depot situated at Sy.No. 189,194, KodumurRoad, Peddapadu, Kallur, Kurnool	Assistant Labour Officer, Government of Andhra Pradesh	AP-13-18-003-0179086	The AP (Issuance of Integrated registration and furnishing of combined returns under various labour laws by certain Establishments) Act, 2015	March 19, 2016	March 31, 2018
4.	Certificate under Shops and Establishment Act for depot situated at 54-11-23, phase no. III,	Assistant Labour Officer, Vijaywada,Government of Andhra Pradesh	AP-06-84-2-0243678	The AP (Issuance of Integrated registration and furnishing of combined	May 04, 2016	March 31, 2019

Sr. No.	Type of License/Approval	Issuing Authority	Reference / Registration / License No.	Applicable Act / Regulation	Date of Issue	Valid Upto
	shed,no.II,SRMT backside,Autonagar, ward-2,Vijayawada (urban), Krishna			returns under various labour laws by certain Establishment s) Act, 2015		
5.	Certificate under Shops and Establishment Act for depot situated at A-327, 7 <sup>th</sup> main road, Peenya 2 <sup>nd</sup> stage, Peenya - 580058	Office of the senior labour inspector-circle 2-Karnataka	2/41/CE/0327/ 2012	Karnataka Shops and Establishment s Act,1961	August 28, 2012	December 31, 2021
6.	Certificate under Shops and Establishment Act for depot situated at MC road, Koippally, MC Road, Kurichy, Kerala	-Assistant Inspector of Labour Department,Kerala	SH050690040210	Kerala Shops and Establishment s Act, 1960	December 26, 2016	December 31, 2018
7.	Certificate under Shops and Establishment Act for depot situated at 288/1and 1-A, Meyyanur mainroad,Vidya Mandir,Scholl back side, Salem	Assistant Inspector Of labour, Salem	436/2015	TN Industrial Establishment (N&F Holidays) Act	September 15, 2015	Valid until cancelled
8.	Certificate under Shops and Establishment Act for depot situated at No. 1/384,Pudukkottai Road, Gundur, Tiruchy	Assistant Inspector for labour Trichy	165/17	Madras Industrial Companies Act 1959	November 24, 2017	Valid until cancelled
9.	Certificate under Shops and Establishment Act for depot situated at 3-140/2/A,Ananthasagar, Hasanparthy,Warungal urban	Telangana Labour department,Govt of Telangana	SER/WAU/ALO/HK/19858 /2016	Telangana Shops and stablishment Act 1988	November 8, 2017	December 31,2018

**(b) Retail Outlets**

Sr. No.	Premises	Issuing Authority	Reference / Registration / License No.	Date of Issue	Valid Upto
<b>East Godavari District, Andhra Pradesh</b>					
1.	Certificate under Shops and Establishment Act for Retailoutlet situate at 8-256, Tata Nagar, Balabhadrapuram, Biccavole Mandal, East Godavari District Andhra Pradesh, India-533344	Assistant Labour Officer, Rayavaram, Government of Andhra Pradesh, Labour Department	AP/04/34/00 6/0344276	September 30, 2016	March 31, 2019
2.	Certificate under Shops and Establishment Act for Retail outlet situate at 10-80/1,	Assistant Labour Officer, Rayavaram, Government of Andhra Pradesh, Labour	AP/04/34/00 5/0494639	November 22, 2017	March 31, 2020



Sr. No.	Premises	Issuing Authority	Reference / Registration / License No.	Date of Issue	Valid Upto
	Nallamilli road, Biccavolu, East Godavari District, Andhra Pradesh, India-533343.	Department			
3.	Certificate under Shops and Establishment Act for Retailoutlet situate at 8-23, Polamuru Road, Anaparthi Village, Anaparthi Mandal, East Godavari District in Andhra Pradesh, India-533342.	Assistant Labour Officer, Rayavaram, Government of Andhra Pradesh, Labour Department	AP/04/33/00 2/0344302	September 30, 2016	March 31, 2019
4.	Certificate under Shops and Establishment Act for Retailoutlet situate at 11-98, Main Road, G.Medapadu, Samarlakota Mandal, East Godavari District, Andhra Pradesh, India-533440.	Assistant Labour Officer, Peddapuram, Government of Andhra Pradesh, Labour Department	AP/04/25/00 2/0212931	November 20, 2017	March 31, 2020
5.	Certificate under Shops and Establishment Act for Retailoutlet situate at 10-103, Main Road, Tapeswaram, Mandapeta Mandal, East Godavari District, Andhra Pradesh, India-533340.	Assistant Labour Officer, Mandapeta, Government of Andhra Pradesh, Labour Department	AP/04/32/00 9/019756	November 20, 2017	March 31, 2020
6.	Certificate under Shops and Establishment Act for Retailoutlet situate at 3-239, Chinthalu Village, Alamuru Mandal, East Godavari District, Andhra Pradesh, India-533446.	Assistant Labour Officer, Mandapeta, Government of Andhra Pradesh, Labour Department	AP/04/42/01 5/020018	November 7, 2015	March 31, 2018
7.	Certificate under Shops and Establishment Act for Retailoutlet situate at 3-255, Kothapeta Village, Kothapeta Mandal, East Godavari District, Andhra Pradesh, India-533223.	Assistant Labour Officer, Kothapeta, Government of Andhra Pradesh, Labour Department	AP/04/46/00 3/093957	November 18, 2017	March 31, 2020
8.	Certificate under Shops and Establishment Act for Retailoutlet situate at 2-112A, Kakinada Road, Draksharamam Village, Ramachandrapuram Mandal, East Godavari District, Andhra Pradesh, India-533262.	Assistant Labour Officer, Ramachandrapuram, Government of Andhra Pradesh, Labour Department	AP/04/39/01 6/093919	December 29, 2015	March 31, 2018
9.	Certificate under Shops and Establishment Act for Retailoutlet situate at 5-188/4, K.Gangavaram Village, Pamarru, East Godavari District, Andhra Pradesh, India-533305.	Assistant Labour Officer, Ramachandrapuram, Government of Andhra Pradesh, Labour Department	AP/04/45/016/ 0212976	April 11, 2016	March 31, 2019
10.	Certificate under Shops and Establishment Act for Retailoutlet situate at 2-78, Karapa Village, Karapa Mandal, East Godavari District, Andhra Pradesh, India-533462.	Assistant Labour Officer, Kakinada, Government of Andhra Pradesh, Labour Department	AP/04/36/006/ 093965	December 29, 2015	March 31, 2018
11.	Certificate under Shops and Establishment Act for Retailoutlet situate at 4-852, Kajuluru Road, Gollapalem Village, Kajuluru Mandal, East Godavari District, Andhra Pradesh, India-533468.	Assistant Labour Officer, Kakinada, Government of Andhra Pradesh, Labour Department	AP/04/38/006/ 0154580	February 23, 2016	March 31, 2018
12.	Certificate under Shops and Establishment Act for Retailoutlet situate at 1-134, Kajuluru Village, Kajuluru Mandal, East Godavari District, Andhra Pradesh, India-533468.	Assistant Labour Officer - 3, Kakinada, Government of Andhra Pradesh, Labour Department	AP/04/38/010/ 093972	December 29, 2015	March 31, 2018

Sr. No.	Premises	Issuing Authority	Reference / Registration / License No.	Date of Issue	Valid Upto
	Pradesh, India-533468.				
13.	Certificate under Shops and Establishment Act for Retail outlet situate at 3-319, Main Road, G.Mamidada Village, Pedapudi Mandal, East Godavari District, Andhra Pradesh, India-533344.	Assistant Labour Officer, Kakinada, Government of Andhra Pradesh, Labour Department	AP/04/35/001/0344246	September 30, 2016	March 31, 2019
14.	Certificate under Shops and Establishment Act for Retail outlet situate at 123, Near Venkateshwara Theatre, Mummidivaram Village, Mummidivaram Mandal, East Godavari District, Andhra Pradesh, India-533216.	Assistant Labour Officer, Amalapuram, Government of Andhra Pradesh, Labour Department	AP/04/50/007/093949	December 29, 2015	March 31, 2018
15.	Certificate under Shops and Establishment Act for Retail outlet situate at 1-45, Pedapudi Village, Pedapudi Mandal, East Godavari District, Andhra Pradesh, India-533006.	Assistant Labour Officer - 1, Kakinada, Government of Andhra Pradesh, Labour Department	AP/04/35/003/093942	December 29, 2015	March 31, 2018
16.	Certificate under Shops and Establishment Act for Retail outlet situate at 3-28, Beside Lakshmi Ganapathi Temple, Rajanagaram Village, Rajanagaram Mandal, East Godavari District, Andhra Pradesh, India-533294	Assistant Labour Officer - 4, Rajamundry, Government of Andhra Pradesh, Labour Department	AP/04/28/004/093938	December 29, 2015	March 31, 2018
17.	Certificate under Shops and Establishment Act for Retail outlet situate at 8-4-88, Mummidivaram Road, Amalapuram (rural), Amalapuram Mandal, East Godavari District, Andhra Pradesh, India-533201.	Assistant Labour Officer, Amalapuram, Government of Andhra Pradesh, Labour Department	AP/04/54/006/093980	December 29, 2015	March 31, 2018
18.	Certificate under Shops and Establishment Act for Retail outlet situate at 4-16, Main Road, Totharamudi, Ainavilli Mandal, East Godavari District, Andhra Pradesh, India-533211	Assistant Labour Officer, Kothapeta, Government of Andhra Pradesh, Labour Department	AP/04/49/010/077257	December 16, 2015	March 31, 2018
19.	Certificate under Shops and Establishment Act for Retail outlet situate at 10-22, Beside Police Station, Machavaram (U), Ambajipeta Mandal, East Godavari District, Andhra Pradesh, India-533214.	Assistant Labour Officer, Kothapeta, Government of Andhra Pradesh, Labour Department	AP/04/48/011/077194	December 16, 2015	March 31, 2018
20.	Certificate under Shops and Establishment Act for Retail outlet situate at 2-232/1, Main Road, Kadium Village, Kadium Mandal, East Godavari District, Andhra Pradesh, India-533126.	Assistant Labour Officer -1, Rajamundry, Government of Andhra Pradesh, Labour Department	AP/04/31/002/077217	December 16, 2015	March 31, 2018
21.	1-67, Pammaru Village, Pamarru Mandal, East Godavari District, Andhra Pradesh, India-533305.	Assistant Labour Officer, Ramachandrapuram, Government of Andhra Pradesh, Labour Department	AP/04/45/002/077263	December 16, 2015	March 31, 2018
22.	Certificate under Shops and	Assistant Labour Officer, Razole,	AP/04/47/007/	November	March

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	Establishment Act for Retail outlet situate at 5-64/1, Beside SBI Bank, P.Gannavaram Village, P.Gannavaram Mandal, East Godavari District, Andhra Pradesh, India-533274.	Government of Andhra Pradesh, Labour Department	018779	6, 2015	31, 2018
23.	Certificate under Shops and Establishment Act for Retail outlet situate at 5-6-44, Muralidhara Rice Mill Road, Mandapeta Village, Mandapeta Mandal, East Godavari District, Andhra Pradesh, India-533308.	Assistant Labour Officer, Mandapeta, Government of Andhra Pradesh, Labour Department	AP/04/32/013/020001	November 7, 2015	March 31, 2018
24.	Certificate under Shops and Establishment Act for Retail outlet situate at 8-234/1, Ravulapalem Village, Ravulapalem Mandal, East Godavari District, Andhra Pradesh, India-533238.	Assistant Labour Officer, Kothapeta, Government of Andhra Pradesh, Labour Department	AP/04/44/002/093934	December 29, 2015	March 31, 2018
25.	Certificate under Shops and Establishment Act for Retail outlet situate at 6-9, Beside Government Hospital, Chinakondepudi Village, Seethanagaram Mandal, East Godavari District, Andhra Pradesh, India-533287.	Assistant Labour Officer - 2, Rajamundry, Government of Andhra Pradesh, Labour Department	AP/04/15/003/077315	December 16, 2015	March 31, 2018
26.	Certificate under Shops and Establishment Act for Retail outlet situate at 2-183, Beside Syndicate Bank, Divili Village, Peddapuram Mandal, East Godavari District, Andhra Pradesh, India-533433	Assistant Labour Officer, Peddapuram, Government of Andhra Pradesh, Labour Department	AP/04/20/005/077206	December 16, 2015	March 31, 2018
27.	Certificate under Shops and Establishment Act for Retail outlet situate at 8-98, Beside M.R.O Office, Gollaprolu Village, Gollaprolu Mandal, East Godavari District, Andhra Pradesh, India-533445.	Assistant Labour Officer, Pithapuram, Government of Andhra Pradesh, Labour Department	AP/04/08/009/0142339	February 6, 2016	March 31, 2018
28.	Certificate under Shops and Establishment Act for Retail outlet situate at 3-128, Main Road, Kathipudi Village, Sankhavaram Mandal, East Godavari District, Andhra Pradesh, India-533449.	Assistant Labour Officer, Tuni, Government of Andhra Pradesh, Labour Department	AP/04/09/043/077223	December 16, 2015	March 31, 2018
29.	Certificate under Shops and Establishment Act for Retail outlet situate at 10-175, Main Road, Machavaram Village, Rayavaram Mandal, East Godavari District, Andhra Pradesh, India-533261.	Assistant Labour Officer, Rayavaram, Government of Andhra Pradesh, Labour Department	AP/04/40/006/077240	December 16, 2015	March 31, 2018
30.	7-3-8B, Main Road, Pithapuram Village, Pithapuram Mandal, East Godavari District, Andhra Pradesh, India-533450.	Assistant Labour Officer, Pithapuram, Government of Andhra Pradesh, Labour Department	AP/04/21/017/077288	December 16, 2015	March 31, 2018
31.	Certificate under Shops and Establishment Act for Retail outlet situate at 12-9-4, Ward 12, RamachAndhrapuram (Urban), RamachAndhrapuram Mandal,	Assistant Labour Officer, Ramachandrapuram, Government of Andhra Pradesh, Labour Department	AP/04/87/012/092074	December 28, 2015	March 31, 2018

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	East Godavari District, Andhra Pradesh, India-533287.				
32.	Certificate under Shops and Establishment Act for Retailoutlet situate at 1-34/3A, Sunkarapalem Village, Tallarevu Mandal, East Godavari District, Andhra Pradesh, India-533464.	Assistant Labour Officer - 3, Kakinada, Government of Andhra Pradesh, Labour Department	AP/04/37/011/093926	December 29, 2015	March 31, 2018
33.	Certificate under Shops and Establishment Act for Retailoutlet situate at 7-5/A, Main Road, Velangi Village, Karapa Mandal, East Godavari District, Andhra Pradesh, India-533260.	Assistant Labour Officer, Kakinada, Government of Andhra Pradesh, Labour Department	AP/04/36/014/077324	December 16, 2015	March 31, 2018
34.	Certificate under Shops and Establishment Act for Retailoutlet situate at 9-158, Main Road, Prathipadu Village, Prathipadu Mandal, East Godavari District, Andhra Pradesh, India-533432.	Assistant Labour Officer, Yeleswaram, Government of Andhra Pradesh, Labour Department	AP/04/10/037/077294	December 16, 2015	March 31, 2018
35.	Certificate under Shops and Establishment Act for Retailoutlet situate at 12-78, Dasari Street, Gokavaram Village, Gokavaram Mandal, East Godavari District, Andhra Pradesh, India-533286.	Assistant Labour Officer, Rajamundry, Government of Andhra Pradesh, Labour Department	AP/04/17/003/077213	December 16, 2015	March 31, 2018
36.	Certificate under Shops and Establishment Act for Retailoutlet situate at 10-22, Beside Police Station, Koruknoda Village, Korukonda Mandal, East Godavari District, Andhra Pradesh, India-533289.	Assistant Labour Officer, Rajamundry, Government of Andhra Pradesh, Labour Department	AP/04/16/006/077233	December 16, 2015	March 31, 2018
37.	Certificate under Shops and Establishment Act for Retailoutlet situate at 7-143, Opp. KVR Hospital, Rayavaram Village, Rayavram Mandal, East Godavari District, Andhra Pradesh, India-533346.	Assistant Labour Officer, Rayavaram, Government of Andhra Pradesh, Labour Department	AP/04/40/011/0376410	December 21, 2016	March 31, 2019
38.	Certificate under Shops and Establishment Act for Retailoutlet situate at 1-3, Near Sri Kodandarama Boiled Rice Mill, Pandalapaka Village, Biccavolu Mandal, East Godavari District, Andhra Pradesh, India-533345	Assistant Labour Officer, Rayavaram, Government of Andhra Pradesh, Labour Department	AP/04/34/010/0344284	September 30, 2016	March 31, 2019
39.	Certificate under Shops and Establishment Act for Retailoutlet situate at 16-10-2, 2/1, 2/2, 2/3, Lalitha Arcade, Peddapuram, Peddapuram Mandal, East Godavari District, Andhra Pradesh, India-533437.	Assistant Labour Officer, Peddapuram, Government of Andhra Pradesh, Labour Department	AP/04/20/017/0364728	November 24, 2016	March 31, 2019
40.	7-174, Near Seetharama Rice Mill, Nagulapalle Village, Kothapalli Mandal, East Godavari District, Andhra Pradesh, India-533447.	Assistant Labour Officer, Pithapuram, Government of Andhra Pradesh, Labour Department	AP/04/22/002/064775	December 6, 2015	March 31, 2018
41.	Certificate under Shops and Establishment Act for Retailoutlet situate at 1-1/4, Main Road, Rowthulapudi Village,	Assistant Labour Officer, Tuni, Government of Andhra Pradesh, Labour Department	AP/04/60/035/0364813	November 24, 2016	March 31, 2019

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	Rowthulapudi Mandal, East Godavari District, Andhra Pradesh, India-533446				
42.	Certificate under Shops and Establishment Act for Retailoutlet situate at 19-137, Somaraju Theatre Complex, Yeleswaram Village, Yeleswaram Mandal, East Godavari District, Andhra Pradesh, India-533429.	Assistant Labour Officer, Yeleswaram, Government of Andhra Pradesh, Labour Department	AP/04/11/007/077189	December 16, 2015	March 31, 2018
43.	Certificate under Shops and Establishment Act for Retailoutlet situate at 6-77, Near Panchayati Office, Main Road, Kesavaram Village, Mandapeta Mandal, East Godavari District, Andhra Pradesh, India-534301.	Assistant Labour Officer, Mandapeta, Government of Andhra Pradesh, Labour Department	AP/04/32/001/0135580	January 30, 2016	March 31, 2018
44.	Certificate under Shops and Establishment Act for Retailoutlet situate at 6-2, Beside Panchayati Office, Jaggampeta Village, Jaggampeta Mandal, East Godavari District, Andhra Pradesh, India - 533435	Assistant Labour Officer, Peddapuram, Government of Andhra Pradesh, Labour Department	AP/04/18/015/0333679	September 8, 2016	March 31, 2019
<b>West Godavari District, Andhra Pradesh</b>					
45.	Certificate under Shops and Establishment Act for Retailoutlet situate at 26-210/1, Siddantham Road, Penugonda Village, Penugonda Mandal, West Godavari District, Andhra Pradesh, India-534320.	Assistant Labour Officer-1, Tanuku, Government of Andhra Pradesh, Labour Department	AP-05-40-008-093862	December 29, 2015	March 31, 2018
46.	Certificate under Shops and Establishment Act for Retailoutlet situate at 6-161, Beside Andhra Bank, Kamavarapukota Village, Kamavarapukota Mandal, West Godavari District, Andhra Pradesh, India-534449.	Assistant Labour Officer, Chintalapudi, Government of Andhra Pradesh, Labour Department	AP-05-11-011-090973	December 27, 2015	March 31, 2018
47.	Certificate under Shops and Establishment Act for Retailoutlet situate at 132-3-45, Beside H.P Petrol Bunk, Jangareddygudem Village, Jangareddygudem Mandal, West Godavari District, Andhra Pradesh, India-534447.	Assistant Labour Officer, Chintalapudi, Government of Andhra Pradesh, Labour Department	AP-05-07-014-090968	December 27, 2015	March 31, 2018
48.	Certificate under Shops and Establishment Act for Retailoutlet situate at 13-98, K.K Street, Near Andhra Bank, Achanta Village, Achanta Mandal, West Godavari District, Andhra Pradesh, India-534123.	Assistant Labour Officer, Palakole, Government of Andhra Pradesh, Labour Department	AP-05-41-001-090944	December 27, 2015	March 31, 2018
49.	Certificate under Shops and Establishment Act for Retailoutlet situate at 8/100, P.D.R Complex, Mogalthuru Village, Mogalthuru Mandal, West Godavari District, Andhra Pradesh, India-534281.	Assistant Labour Officer, Mogalthuru, Government of Andhra Pradesh, Labour Department	AP-05-46-002-093716	December 29, 2015	March 31, 2018
50.	Certificate under Shops and Establishment Act for Retail outlet situate at 1-1-56/3,	Assistant Labour Officer, Palakole, Government of Andhra Pradesh, Labour Department	AP-05-45-011-093740	December 29, 2015	March 31, 2018

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	Narasapuram Village, Narasapuram Mandal, West Godavari District, Andhra Pradesh, India-534275.				
51.	Certificate under Shops and Establishment Act for Retail outlet situate at 19-1-8, Near Town Police Station, Palakole Village (Rural), Palakole Mandal, West Godavari District, Andhra Pradesh, India-533346.	Assistant Labour Officer, Palakole, Government of Andhra Pradesh, Labour Department	AP-05-43-005-093758	December 29, 2015	March 31, 2018
52.	Certificate under Shops and Establishment Act for Retail outlet situate at 4-73, Near Sri Rama Hospital, Undi Village, Undi Mandal, West Godavari District, Andhra Pradesh, India-534199.	Assistant Labour Officer - 2, Bhimavaram, Government of Andhra Pradesh, Labour Department	AP-05-33-013-093804	December 29, 2015	March 31, 2018
53.	Certificate under Shops and Establishment Act for Retail outlet situate at 22-16-86, Near M & M Show Room, Bhimavaram Village, Bhimavaram Mandal, West Godavari District, Andhra Pradesh, India-534201	Assistant Labour Officer -1, Bhimavaram, Government of Andhra Pradesh, Labour Department	AP-05-36-006-090953	December 27, 2015	March 31, 2018
54.	Certificate under Shops and Establishment Act for Retail outlet situate at 9-9-9, Main Road, Tallamudunurupadu Village, Tadepalligudem Mandal, West Godavari District, Andhra Pradesh, India-534102.	Assistant Labour Officer, Tadepalligudem. Government of Andhra Pradesh, Labour Department	AP-05-18-020-093790	December 29, 2015	March 31, 2018
55.	Certificate under Shops and Establishment Act for Retail outlet situate at 5-84, Opposite R.T.C Bus Complex, T.Narasapuram Village, T.Narasapuram Mandal, West Godavari District, Andhra Pradesh, India-534467.	Assistant Labour Officer, Chintalapudi, Government of Andhra Pradesh, Labour Department	AP-05-08-007-093781	December 29, 2015	March 31, 2018
56.	Certificate under Shops and Establishment Act for Retail outlet situate at 18-7-7/1, Koppaka Vari Street, Tanuku Village, Tanuku Mandal, West Godavari District, Andhra Pradesh, India-534211	Assistant Labour Officer, Tanuku, Government of Andhra Pradesh, Labour Department	AP-05-28-008-093855	December 29, 2015	March 31, 2018
57.	Certificate under Shops and Establishment Act for Retail outlet situate at 3-131, Main Road, Nallajerla Village, Nallajerla Mandal, West Godavari District, Andhra Pradesh, India-534112.	Assistant Labour Officer, Nidadavole, Government of Andhra Pradesh, Labour Department	AP-05-13-009-093730	December 29, 2015	March 31, 2018
58.	2-1-44/3, Padmini Plaza, Nidadavolu Village, Nidadavolu Mandal, West Godavari District, Andhra Pradesh, India-534301.	Assistant Labour Officer, Nidadavole, Government of Andhra Pradesh, Labour Department	AP-05-17-011-093750	December 29, 2015	March 31, 2018
59.	Certificate under Shops and Establishment Act for Retail outlet situate at 4-63/A, Main Road, Veeravasaram Village, Veeravasaram Mandal, West Godavari District, Andhra Pradesh, India-534245.	Assistant Labour Officer - 1, Bhimavaram, Government of Andhra Pradesh, Labour Department	AP-05-38-010-093817	December 29, 2015	March 31, 2018

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60.	Certificate under Shops and Establishment Act for Retailoutlet situate at 75/5/G11, Ganapathi Complex, Appanaveedu, Pedapadu Mandal, West Godavari District, Andhra Pradesh, India-521105.	Assistant Labour Officer - 1, Eluru, Government of Andhra Pradesh, Labour Department	AP-05-22-020-090946	December 27, 2015	March 31, 2018
61.	Certificate under Shops and Establishment Act for Retailoutlet situate at 3A-21-24, Y.M.H.A Hall Road, Agraharam, Eluru (Rural), Eluru Mandal, West Godavari District, Andhra Pradesh, India-534001.	Assistant Labour Officer, Eluru, Government of Andhra Pradesh, Labour Department	AP-05-23-006-090965	December 27, 2015	March 31, 2018
62.	Certificate under Shops and Establishment Act for Retailoutlet situate at 5-103, Main Road, M.Nagulapalli Village, Dwaraka Tirumula Mandal, West Godavari District, Andhra Pradesh, India-534426.	Assistant Labour Officer - 2, Eluru, Government of Andhra Pradesh, Labour Department	AP-05-12-025-0195087	March 29, 2016	March 31, 2018
63.	Certificate under Shops and Establishment Act for Retailoutlet situate at 20-126, Main Road, Attili Village, AttiliMandal, West Godavari District, Andhra Pradesh, India-534134.	Assistant Labour Officer - 2, Tanuku, Government of Andhra Pradesh, Labour Department	AP-05-32-005-090950	December 27, 2015	March 31, 2018
64.	Certificate under Shops and Establishment Act for Retailoutlet situate at 3-195/2, Beside Gopalswamy Temple, Siddantham Village, Penugonda Mandal, West Godavari District, Andhra Pradesh -534326	Assistant Labour Officer - 1, Tanuku, Government of Andhra Pradesh, Labour Department	AP-05-40-003-093764	December 29, 2015	March 31, 2018
65.	Certificate under Shops and Establishment Act for Retailoutlet situate at 3-147, Beside Kranti Transport, Devarapalli Village, Devarapalli Mandal, West Godavari District, Andhra Pradesh - 534313.	Assistant Labour Officer, Nidadavole, Government of Andhra Pradesh, Labour Department	AP-05-14-003-090954	December 27, 2015	March 31, 2018
66.	Certificate under Shops and Establishment Act for Retailoutlet situate at 5-142, Dommeru Village, Kovvuru Mandal, West Godavari District, Andhra Pradesh, India-535350.	Assistant Labour Officer, Kovvuru, Government of Andhra Pradesh, Labour Department	AP-05-16-006-090957	December 27, 2015	March 31, 2018
67.	Certificate under Shops and Establishment Act for Retailoutlet situate at 15-21/A, Polavaram Road, Parimpudi, Koyalagudem Mandal of WestGodavari District in Andhra Pradesh, India-534312.	Assistant Labour Officer, Polavaram, Government of Andhra Pradesh, Labour Department	AP-05-06-004-090975	December 27, 2015	March 31, 2018
68.	Certificate under Shops and Establishment Act for Retailoutlet situate at 3-64, Main Road, Jeelugumilli Village, Jeelugumilli Mandal, West Godavari District, Andhra Pradesh, India-534456.	Assistant Labour Officer, Polavaram, Government of Andhra Pradesh, Labour Department	AP-05-01-016-090969	December 27, 2015	March 31, 2018
69.	Certificate under Shops and Establishment Act for Retailoutlet situate at 1-8/1, Beside D.C.B. Bank, Aakiveedu Village, Aakiveedu Mandal, West	Assistant Labour Officer - 2, Bhimavaram, Government of Andhra Pradesh, Labour Department	AP-05-34-010-090945	December 27, 2015	March 31, 2018

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	Godavari District, Andhra Pradesh, India-534235.				
70.	Certificate under Shops and Establishment Act for Retailoutlet situate at 12-69, Main Road, Dharmajigudem Village, Lingapallam Mandal, West Godavari District, Andhra Pradesh, India-534462	Assistant Labour Officer, Dharmajigudem, Government of Andhra Pradesh, Labour Department	AP-05-10-023-090955	December 27, 2015	March 31, 2018
71.	Certificate under Shops and Establishment Act for Retailoutlet situate at 7-127, Near Andhra Bank, Chagallu Village, Chagallu Mandal, West Godavari District, Andhra Pradesh, India-534342	Assistant Labour Officer, Nidadavole, Government of Andhra Pradesh, Labour Department	AP-05-15-002-0212929	April 10, 2016	March 31, 2019
72.	Certificate under Shops and Establishment Act for Retailoutlet situate at 17-19-5, Bimavarapu Complex, Chintalapudi Village, Chintalapudi Mandal, West Godavari District, Andhra Pradesh, India-534460.	Assistant Labour Officer, Chintalapudi, Government of Andhra Pradesh, Labour Department	AP-05-09-028-064800	December 6, 2015	March 31, 2018
73.	Certificate under Shops and Establishment Act for Retailoutlet situate at 7-88, Opposite Kesava Swamy Temple, Duvva Village, Tanuku Mandal, West Godavari District, Andhra Pradesh, India - 534156.	Assistant Labour Officer - 2, Tanuku, Government of Andhra Pradesh, Labour Department	AP-05-28-003-0333967	September 9, 2016	March 31, 2019
74.	Certificate under Shops and Establishment Act for Retailoutlet situate at 2-39/1, Near R.T.C Bus Stand, Neggipudi Village, Penumantra Mandal, West Godavari District, Andhra Pradesh, India - 534122.	Assistant Labour Officer - 1, Tanuku, Government Of Andhra Pradesh, Labour Department	AP-05-39-012-0333747	September 8, 2016	March 31, 2019
75.	Certificate under Shops and Establishment Act for Retailoutlet situate at 1-3, Ist Block, Near Indian Oil Petrol Bunk, Prakkilanka, Thailapudi, West Godavari District, Andhra Pradesh, India -534341	Assistant Labour Officer, Kovvuru, Government of Andhra Pradesh, Labour Department	AP-05-04-007-0335548	September 13, 2016	March 31, 2019
76.	6-36/3, Opp. Tripura Restaurant, Ganapavaram, Ganapavaram Mandal, West Godavari District, Andhra Pradesh, India - 534198	Assistant Labour Officer, Tadepalligudam, Government of Andhra Pradesh, Labour Department	AP-05-26-004-0344692	October 1, 2016	March 31, 2019
<b>Krishna District, Andhra Pradesh</b>					
77.	Certificate under Shops and Establishment Act for Retailoutlet situate at 10-257,10-258, Main Road, Vatsavai Village, Vatsavai Mandal, Krishna District, Andhra Pradesh, India-521402	Assistant Labour Officer, Jaggaiahpet, Government of Andhra Pradesh, Labour Department	AP-06-02-003-0345432	October 4, 2016	March 31, 2019
78.	Certificate under Shops and Establishment Act for Retailoutlet situate at 7-100/2, Main Road, Kuchipudi Village, Movva Mandal, Krishna District, Andhra Pradesh, India-521146.	Assistant Labour Officer, Avanigadda, Government of Andhra Pradesh, Labour Department	AP-06-30-011-0345430	October 4, 2016	March 31, 2019
79.	Certificate under Shops and	Assistant Labour Officer - 1,	AP-06-81-	December	March 31,



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	Establishment Act for Retailoutlet situate at 25/497, Port Road, Ward 25, Machilipatnam (Urban), Krishna District, Andhra Pradesh, India-521001.	Machilipatnam, Government of Andhra Pradesh, Labour Department	25-090933	27, 2015	2018
80.	17-15, Main Road, Nandi Gama (Urban), Nandi Gama Mandal, Krishna District, Andhra Pradesh, India-521185.	Assistant Labour Officer, Nandigama, Government of Andhra Pradesh, Labour Department	AP-06-04-005-0345428	October 4, 2016	March 31, 2019
81.	Certificate under Shops and Establishment Act for Retailoutlet situate at 22-112, Pamarru Village, Pamarru Mandal, Krishna District, Andhra Pradesh, India-521157.	Assistant Labour Officer, Vuyyuru, Government of Andhra Pradesh, Labour Department	AP-06-39-011-090931	December 27, 2015	March 31, 2018
82.	Certificate under Shops and Establishment Act for Retailoutlet situate at 7-104/2, Pedana Village, Pedana Mandal, Krishna District, Andhra Pradesh, India-521386	Assistant Labour Officer -2, Machilipatnam, Government of Andhra Pradesh, Labour Department	AP-06-44-029-090930	December 27, 2015	March 31, 2018
83.	Certificate under Shops and Establishment Act for Retailoutlet situate at 5-188, Main Road, Gudlavalleru Village, Gudlavalleru Mandal, Krishna District, Andhra Pradesh, India-521356.	Assistant Labour Officer - 2, Machilipatnam, Government of Andhra Pradesh, Labour Department	AP-06-43-010-0345427	October 4, 2016	March 31, 2019
84.	Certificate under Shops and Establishment Act for Retailoutlet situate at 9-125, Near Apsara Theatre, Jaggayyapeta (Urban), Jaggayyapeta Mandal, Krishna District, Andhra Pradesh, India-521175.	Assistant Labour Officer, Jaggaiapet, Government of Andhra Pradesh, Labour Department	AP-06-01-015-0345434	October 4, 2016	March 31, 2019
85.	Certificate under Shops and Establishment Act for Retailoutlet situate at 4-41B, Nuziveedu Road, Mylavaram Village, Mylavaram Mandal, Krishna District, Andhra Pradesh, India-521230	Assistant Labour Officer, Tiruvuru, Government of Andhra Pradesh, Labour Department	AP-06-10-009-064780	December 6, 2015	March 31, 2018
86.	Certificate under Shops and Establishment Act for Retailoutlet situate at 11-28, Mylavaram Road, Nuzvid Village, Nuzvid Mandal, Krishna District, Andhra Pradesh, India-521201.	Assistant Labour Officer, Nuzvid, Government of Andhra Pradesh, Labour Department	AP-06-23-012-0345429	October 4, 2016	March 31, 2019
87.	Certificate under Shops and Establishment Act for Retailoutlet situate at 6-10/1, Beside Essal Petrol Bunk, Chakkapalle, Musunuru, Krishna District, Andhra Pradesh, India - -521213	Assistant Labour Officer, Nuzvid, Government of Andhra Pradesh, Labour Department	AP-06-25-005-0335565	September 13, 2016	March 31, 2019
88.	Certificate under Shops and Establishment Act for Retailoutlet situate at 10-174/1, Potti Sreeramulu Street, Challapalli Village, Challapalli Mandal, Krishna District, Andhra Pradesh, India - 521126.	Assistant Labour Officer, Avani gadda, Government of Andhra Pradesh, Labour Department	AP-06-32-009-0333788	September 8, 2016	March 31, 2019
89.	Certificate under Shops and Establishment Act for Retail outlet situate at 2-71A, Near	Assistant Labour Officer, Tiriuvuru, Government of Andhra Pradesh, Labour Department	AP-06-09-015-0335527	September 13, 2016	March 31, 2019

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	Jayalakshmi Medical Stores, Koduru, G Konduru, Krishna District, Andhra Pradesh, India - 521229				
90.	Certificate under Shops and Establishment Act for Retailoutlet situate at 1/2 99A, Beside Andhra Bank, Gampalagudem, Gampalagudem Mandal, Krishna District, Andhra Pradesh, India - 521403	Assistant Labour Officer, Tiruvuru, Government of Andhra Pradesh, Labour Department	AP-06-12-017-0335530	September 13, 2016	March 31, 2019
91.	Certificate under Shops and Establishment Act for Retailoutlet situate at 12/233, Post Office Road, Gudivada, Gudivada Mandal, Krishna District, Andhra Pradesh, India-521301.	Assistant Labour Officer, Gudivada, Government of Andhra Pradesh, Labour Department	AP-06-42-010-064783	December 6, 2015	March 31, 2018
92.	Certificate under Shops and Establishment Act for Retailoutlet situate at 15-9/1, Main Road, Kambampadu, A Konduru Mandal, Krishna District, Andhra Pradesh, India-521227.	Assistant Labour Officer, Tiruvuru, Government of Andhra Pradesh, Labour Department	AP-06-11-005-0344695	October 1, 2016	March 31, 2019
93.	Certificate under Shops and Establishment Act for Retailoutlet situate at 3-157,Opp: Bus Stand, ,Mopidevi, Mopidevi Mandal,Krishna District, Andhra Pradesh, India - 521108	Assistant Labour Officer, Avanigadda, Government of Andhra Pradesh, Labour Department	AP-06-33-007-0335544	September 13, 2016	March 31, 2019
94.	Certificate under Shops and Establishment Act for Retailoutlet situate at 2-530,226B, 2-26 Near Andhra Bank, Singarayapalem, Mudinepalli Mandal, Krishna District, Andhra Pradesh, India - 521329.	Assistant Labour Officer, Kaikaluru, Government of Andhra Pradesh, Labour Department	AP-06-46-020-0334140	September 9, 2016	March 31, 2019
95.	Certificate under Shops and Establishment Act for Retailoutlet situate at 15-9/1, Nadimi, Tiruvuru Village, Tiruvuru Mandal, Krishna District, Andhra Pradesh, India-521235.	Assistant Labour Officer, Tiruvuru, Government of Andhra Pradesh, Labour Department	AP-06-13-007-065136	December 7, 2015	March 31, 2018
96.	Certificate under Shops and Establishment Act for Retailoutlet situate at 8-168/2, Near BusStand, Visannapeta, VisannapetaMandal, Krishna District, Andhra Pradesh, India-521215.	Assistant Labour Officer, Nuzvid, Government of Andhra Pradesh, Labour Department	AP-06-14-009-0345433	October 4, 2016	March 31, 2019
97.	Certificate under Shops and Establishment Act for Retailoutlet situate at 8-308, Opposite to Ravindra Bharathi School, Vuyyuru Village, Vuyyuru Mandal, Krishna District, Andhra Pradesh, India - 521165.	Assistant Labour Officer, Vuyyuru, Government of Andhra Pradesh, Labour Department	AP-06-28-004-0333771	September 8, 2016	March 31, 2019
<b>Warangal District, Telangana</b>					
98.	Certificate under Shops and Establishment Act for Retailoutlet situate at 3-140/ 2A,AnanthSagar, Warangal Urban, Hasanparthy, Telangana, India	Assistant Labour Officer, Government of Telangana, Labour Department	SER/WAU/ALO/HK/19 858/2016	January 1, 2017	December 31, 2018
<b>Srikakulam District, Andhra Pradesh</b>					
99.	Certificate under Shops and Establishment Act for Retail	Assistant Labour Officer, Amadalavasala, Government of	AP-01-18-032-	August 1, 2016	March 31, 2019

Sr. No.	Premises	Issuing Authority	Reference / Registration / License No.	Date of Issue	Valid Upto
	outlet situate at 9-2-69, Near Railway Station, , Amadalavalasa Village, Amadalavalasa Mandal, Srikakulam District, Andhra Pradesh, India - 532165.	Andhra Pradesh, Labour Department	0311971		
100.	Certificate under Shops and Establishment Act for Retailoutlet situate at 7-244,Opp: to Bank of Baroda,Narasannapeta, Narasannapeta Mandal, Srikakulam - 532421	Assistant Labour Officer, Government of Andhra Pradesh, Labour Department	AP-01-22-031-0335569	September 13, 2016	March 31, 2019
101.	Certificate under Shops and Establishment Act for Retailoutlet situate at 12-29B Near Shankar Lodge, Kasibugga Village, Palasa Mandal, Srikakulam District, Andhra Pradesh, India - 532222.	Assistant Labour Officer, Palasa, Government of Andhra Pradesh, Labour Department	AP-01-32-054-0320230	August 11, 2016	March 31, 2019
102.	Certificate under Shops and Establishment Act for Retailoutlet situate at 4-378, Near Canara Bank, Srikakulam Road, Saradhi Village, Rajam Mandal, Srikakulam District, Andhra Pradesh, India - 532127.	Assistant Labour Officer, Rajam, Government of Andhra Pradesh, Labour Department	AP-01-04-009-0311967	August 1, 2016	March 31, 2019
103.	Certificate under Shops and Establishment Act for Retail outlet situate at 1-106B, Venkateswarara Colony, Jagannadharajapuram,, Ranasthalam Mandal, Srikakulam District, Andhra Pradesh, India - 532407.	Assistant Labour Officer - 2, Srikakulam, Government of Andhra Pradesh, Labour Department	AP-01-07-008-0344691	October 1, 2016	March 31, 2019
104.	Certificate under Shops and Establishment Act for Retailoutlet situate at 173/1A, Narayana Mill Junction, Srikakulam Village, Srikakulam Mandal, Srikakulam District, Andhra Pradesh, India - 532222.	Assistant Labour Officer - 1, Srikakulam, Government of Andhra Pradesh, Labour Department	AP-01-19-032-0320229	August 11, 2016	March 31, 2019
105.	Certificate under Shops and Establishment Act for Retailoutlet situate at 64/9, Near R.T.C Bus Stand, Tekkali Village, Tekkali Mandal, Srikakulam District, Andhra Pradesh, India - 532201.	Assistant Labour Officer, Tekkali, Government of Andhra Pradesh, Labour Department	AP-01-27-048-0300198	July 22, 2016	March 31, 2019
106.	Certificate under Shops and Establishment Act for Retailoutlet situate at 4-340, Opposite State Bank of India, Veeraghattam Village, Veeraghattam Mandal, Srikakulam District, Andhra Pradesh, India - 535579.	Assistant Labour Officer, Palakonda, Government of Andhra Pradesh, Labour Department	AP-01-01-018-0308685	July 29, 2016	March 31, 2019
<b>Vijayanagaram District, Andhra Pradesh</b>					
107.	Certificate under Shops and Establishment Act for Retailoutlet situate at 11-66/3, Beside Karur Vysya Bank, Bobbili Village, Bobbili Mandal, Vizianagaram District, Andhra Pradesh, India - 535558.	Assistant Labour Officer, Bobbili, Government of Andhra Pradesh, Labour Department	AP-02-10-045-0301197	July 23, 2016	March 31, 2019
108.	Certificate under Shops and Establishment Act for Retail	Assistant Labour Officer - 1, Vizianagaram, Government of	AP-02-19-015-	August 11, 2016	March 31, 2019

Sr. No.	Premises	Issuing Authority	Reference / Registration / License No.	Date of Issue	Valid Upto
	outlet situate at 6-870, Near Vishaka Grameena Bank, Gajapathinagaram Village, Gajapathinagaram Mandal, Vizianagaram District, Andhra Pradesh, India - 535581.	Andhra Pradesh, Labour Department	0320232		
109.	Certificate under Shops and Establishment Act for Retailoutlet situate at 28-8, Opp.Post Office, Srirangarajapuram, Parvathipuram Mandal, Vizianagaram District, Andhra Pradesh, India - 535501.	Assistant Labour Officer - 3, Vizianagaram, Government of Andhra Pradesh, Labour Department	AP-02-06-007-0320228	August 11, 2016	March 31, 2019
110.	Certificate under Shops and Establishment Act for Retailoutlet situate at 2-203, Main Road, Ramabhadrapuram Village, Ramabhadrapuram Mandal, Vizianagaram District, Andhra Pradesh, India - 535579.	Assistant Labour Officer, Bobbili, Government of Andhra Pradesh, Labour Department	AP-02-13-006-0308588	July 29, 2016	March 31, 2019
111.	Certificate under Shops and Establishment Act for Retailoutlet situate at 3-71A, Main Road, Srungavarapukota Village, Srungavarapukota Village, Vizianagaram, Andhra Pradesh, India - 535143	Assistant Labour Officer, S.Kota, Government of Andhra Pradesh, Labour Department	AP-02-30-017-0311982	August 1, 2016	March 31, 2019
112.	Certificate under Shops and Establishment Act for Retailoutlet situate at 30-4, Near Post Office, Salur Village, Salur Mandal, Vizianagaram District, Andhra Pradesh, India - 533346.	Assistant Labour Officer, Saluru, Government of Andhra Pradesh, Labour Department	AP-02-11-088-0311975	August 1, 2016	March 31, 2019
<b>Visakhapatnam District, Andhra Pradesh</b>					
113.	Certificate under Shops and Establishment Act for Retailoutlet situate at 12-7-4, Beside Kanyaka Parameswari Temple, Anakapalli Town, Anakapalli Mandal, Visakhapatnam, Andhra Pradesh, India -531001	Assistant Labour Officer - 1, Anakapalle, Government of Andhra Pradesh, Labour Department	AP-03-33-028-0335523	September 13, 2016	March 31, 2019
114.	Certificate under Shops and Establishment Act for Retailoutlet situate at 19-700/1& 10- 700/1, Near Government U P School, Chodavaram Village, Chodavaram Mandal, Visakhapatnam, Andhra Pradesh, India -531036	Assistant Labour Officer, Chodavaram, Government of Andhra Pradesh, Labour Department	AP-03-21-016-0335557	September 13, 2016	March 31, 2019
115.	Certificate under Shops and Establishment Act for Retailoutlet situate at 8/1/247, Opp. Vinayakaswamy Temple, Narsipatnam Village, Narsipatnam Mandal, Visakhapatnam, Andhra Pradesh, India -531116	Assistant Labour Officer, Narsipatnam, Government of Andhra Pradesh, Labour Department	AP-03-17-007-0308618	July 29, 2016	March 31, 2019
<b>Karnataka</b>					
116.	Certificate under Shops and Establishment Act for Retailoutlet situate at Sri Kalyani Complex, Opp: Bus Stand, R.G.Road, Basavapattana, Gangavathi, Karnataka, India - 583235	Labour Inspector - Gangavathi, Government of Karnataka, Department of Labour	GNG/BAS/S/0003/2016	September 8, 2016	December 31, 2020

Sr. No.	Premises	Issuing Authority	Reference / Registration / License No.	Date of Issue	Valid Upto
117.	Certificate under Shops and Establishment Act for Retailoutlet situate at Plot No.03 & 04, Main Road, Gabbur Village, Gabbur, Karnataka, India - 584113	Labour Inspector - Manvi, Government of Karnataka, Department of Labour	MNV/GAB/S/0001/2016	February 9, 2016	December 31, 2020
118.	Certificate under Shops and Establishment Act for Retailoutlet situate at Door No. 5/935, Ground Floor, Rone Road, Opp. APMC 1st Gate, Gajendra Gada, Karnataka, India - 582114	Labour Inspector, Ron Circle, Ron, Government of Karnataka, Department of Labour	RON/GAN/S/0004/2016	March 11, 2016	December 31, 2020
119.	Certificate under Shops and Establishment Act for Retailoutlet situate at 80 Ground Floor, Main Road, Hagaribommanahalli, Hagaribommanahalli, Karnataka, India - 583212	Labour Inspector, Hagaribommanahalli, Government of Karnataka, Department of Labour	HAG/HAG/S/0002/2015	September 23, 2015	December 31, 2019
120.	Certificate under Shops and Establishment Act for Retailoutlet situate at 89, Ground Floor, JF Road, Hotel Malligi, Hospet, Karnataka, India -583201	Labour Inspector, Hosapet - 1, Government of Karnataka, Department of Labour	HPT1/1/S/008/2015	September 23, 2015	December 31, 2019
121.	Certificate under Shops and Establishment Act for Retailoutlet situate at 7/4/16 &17, Ground Floor, Main Road, 5th Ward, Jalahalli, Jalahalli, Karnataka, India -584116	Labour Inspector, Manvi, Government of Karnataka, Department of Labour	MNV/JAL/S/0001/2016	February 9, 2016	December 31, 2020
122.	Certificate under Shops and Establishment Act for Retailoutlet situate at 1334/3, 2395/3, Ground Floor, Main Road, Kampli , Karnataka-583132	Labour Inspector - 2, Hospet, Government of Karnataka, Department of Labour	HPT2/KAM/S/0001/2016	January 27, 2016	December 31, 2020
123.	Certificate under Shops and Establishment Act for Retailoutlet situate at 35/42, Sri Sai Complex, Raichur Road, Raichur Road, Kushtagi, Kushtagi Mandal, Karnataka, India - 584121	Labour Inspector, Kushtagi, Government of Karnataka, Department of Labour	KST/KUS/S/0002/2015	July 6, 2015	December 31, 2019
124.	Certificate under Shops and Establishment Act for Retailoutlet situate at 9-678-2A, Srinivasa Complex, Kushtagi Road, B T Patil Nagar, Koppal Village, Koppal District, Karnataka-583231	Labour Inspector, Koppal , Government of Karnataka, Department of Labour	KPL/KOP/S/0006/2015	July 6, 2015	December 31, 2019
125.	Certificate under Shops and Establishment Act for Retailoutlet situate at 2-156, Ground Floor, Kataraki Road, Koppal Village, Koppal Mandal, Koppal District, Karnataka, India - 583231	Labour Inspector , Koppal, Government of Karnataka, Department of Labour	KPL/KOP/S/0014/2015	September 22, 2015	December 31, 2019
126.	Certificate under Shops and Establishment Act for Retailoutlet situate at D.No.8, ward no.13, Kampli Road, Near Bus Stand, Kurugodu, Bellary - 583116.	Labour Inspector, Bellary-2, Government Of Karnataka, Department of Labour	BL2/KUR/S/0002/2016	September 8, 2016	December 31, 2020
127.	Certificate under Shops and Establishment Act for Retailoutlet situate at 4-4-17/A, Ground Floor, Main Road, Opp SBM	Labour Inspector, Gangavati Circle, Government of Karnataka, Department of Labour	GNG/KAR/S/0001/2015	September 23, 2015	December 31, 2019

Sr. No.	Premises	Issuing Authority	Reference / Registration / License No.	Date of Issue	Valid Upto
	Bank, Karatagi, Karnataka, India -583229				
128.	Certificate under Shops and Establishment Act for Retailoutlet situate at 537/538/54, Ward no.3&4, Aravi Complex, R.G.Road, Opp. SBI, Pothnal, Manvi, Karnataka, India - 584143.	Labour Inspector, Government of Karnataka, Department of Labour	Manvi, MNV/POT/S/0001/2016	September 8, 2016	December 31, 2020
129.	Certificate under Shops and Establishment Act for Retailoutlet situate at DOOR No. 291/188, Hulagi Road, Near Bus Stand, Shivapur, Karnataka, India - 583230	Labour Inspector, Government of Karnataka, Department of Labour	Koppal, KPL/SHI/C E/0001/2016	January 27, 2016	December 31, 2020
130.	Certificate under Shops and Establishment Act for Retailoutlet situate at H.No. 1/1, Block No.08, Nandihalli Road, Siddapur, Gangavathi, Karnataka, India - 583282	Labour Inspector, Government of Karnataka, Department of Labour	Gangavathi, GNG/SID/S /0001/2016	September 8, 2016	December 31, 2020
131.	Certificate under Shops and Establishment Act for Retailoutlet situate at Sri Laxmi Venkateshwara Complex,Opp: Govt Hospital, Adhoni Road,Siruguppa, Karnataka, India - 583121	Labour Inspector, Government of Karnataka, Department of Labour	Siruguppa, SRG/SIR/S/ 0034/2016	September 8, 2016	December 31, 2020

## 7. Environment Related Licenses

Sr. No.	Type of License/ Approval	Issuing Authority	Reference / Registration / License No.	Applicable Act / Regulation	Date of Issue	Valid upto
<b>Biccavolu Unit</b>						
1.	Consent order operate a facility for collection, reception, storage, treatment, transport and disposals of hazardous wastes	Member Secretary, APPCB	APPCB/VSP/KKD/33 5/CFO/HO/ 2016	Water Act, Air Act and Hazardous Wastes Rules	February 28, 2017	December 31, 2021
2.	Consent and authorization order to operate the industrial plant to discharge the effluents.	Member Secretary, APPCB	APPCB/VSP/KKD/10 390/CFO/HO/2014- 2108	Water Act, Air Act and Hazardous Wastes Rules	February 28, 2017	December 31, 2021
3.	Certificate of membership for managing hazardous waste	Project Head, Coastal Waste Management Project	CWMP/EGD/KAL/41 1	-	June 7, 2017	June 6, 2018
4.	Licence to procure sulphur	District Revenue Officer & Addl. District Magistrate East Godavari District	Rev- CSECOAA(ren)/48/20 17-JA(C3)-CLO-EG	Arms Act and Rules	April 26, 2017	March 5, 2020
5.	Licence to store petroleum in tanks	Petroleum and Explosives Safety Organisation, Ministry of Commerce & Industry	P/SC/AP/14/7599(P36 0332)	Petroleum Act, 1934	August 12, 2016	December 31, 2020
6.	Certificate for use of a boiler (Regn. No.AP-5019)	Andhra Pradesh Boiler	41/2017-18	Indian Boiler Act	May 5, 2017	May 1, 2018

Sr. No.	Type of License/ Approval	Issuing Authority	Reference Registration / License No.	Applicable Act / Regulation	Date of Issue	Valid upto
		Inspection Department				
7.	Certificate for use of a boiler (Regn. No.AP/S-91)	Andhra Pradesh Boiler Inspection Department	27/2017-18	Indian Boiler Act	June 9, 2017	June 1, 2018
<b>Balabhadrapuram Unit</b>						
8.	Consent and hazardous waste authorization order	Joint Chief Environmental Engineer, zonal office, Vishakhapatnam	Consent order: 5663/APPCB/ZO-VSP/CFO/2017-61	Water Act, Air Act and Hazardous Wastes Rules	April 6, 2017	April 30, 2027
<b>Koppal Unit</b>						
9.	Combined consent order for discharge of effluents and emissions	KSPCB	AW-301405	Water Act and Air Act	September 26, 2016	June 30, 2021
10.	Combined consent order for discharge of effluents and emissions	KSPCB	AW-301406	Water Act and Air Act	September 26, 2016	June 30, 2021

### 8. Quality Certifications

Sr. No	Type of License/Approval	Issuing Authority	Reference Registration / License No.	Date of Issue	Valid upto
<b>Balabhadrapuram, Biccavolu and Koppal Unit</b>					
1.	Certificate of registration for operating as Environmental Management System as per ISO 14001:2004 for manufacturing and supply of pesticides, fertilizers, chemicals APIs and animal nutrients	Standards Certification Council Private Limited	SCC/IN/EMS/1076	August 4, 2017	August 3 2018
2.	Certificate of registration for operating as occupational health and safety management system as per OHSAS 18001:2007 for manufacturing and supply of pesticides, fertilizers, chemicals APIs and animal nutrients	Standards Certification Council Private Limited	SCC/IN/OHSAS/1050	August 4, 2017	August 3, 2018
<b>Balabhadrapuram and Biccavolu Unit</b>					
3.	Certificate of registration for operating as Quality Management System as per ISO 9001:2015 for manufacturing and supply of pesticides, fertilizers, chemicals, bulk drugs and animal nutrients	Standards Certification Council Private Limited	SCC/IN/QMS/2142	October 26, 2017	October 25, 2018
<b>Biccavolu Unit</b>					
4.	Certification marks license as per IS 5470:2002 for the product Dicalcium Phosphate Animal Feed Grade	Bureau of Indian Standards	CM/L-0006950586	August 1, 2017	July 31, 2018
5.	Certification marks license as per IS 1664:2002 for the product Mineral Mixture supplementing cattle feed type I and II	Bureau of Indian Standards	CM/L-0006983504	December 1, 2017	November 30, 2018

### 9. Licenses/ Approvals applied for but yet not been approved / granted:

1. Application dated October 31, 2017 made by the Company to the Department of Factories and Boilers, Ballari for renewal of factory licence (MYKPL-69) for Unit situate at Koppal, Karnataka.
2. Application dated January 30, 2018 to the District Fire Officer, Kakinada for renewal of NOC bearing number C3/M/37/2015 for transportation of Suphur for Biccavolu plant.

3. Application dated January 2, 2018 to the Assistant Labour Officer, Government of Telangana for renewal of Labour licence for the depot located at 4-10-793, and P.No. 19 Block 35, Autonagar, Hayathnagar, Rangareddy. Pursuant to this application, Labour Department has granted a provisional registration valid from January 01, 2018 until December 31, 2018.
4. Application dated February 2, 2018 to the Telangana Labour Department, Government of Telangana for renewal of Labour licence for the depot located at 3-140/2/A, Ananthasagar, Hasanparthy, Warangal Urban.
5. Our Company has made applications to the respective agriculture departments of various state governments for renewal of licence to store and sell pesticides in depots whose details are provided hereunder:

Sr. No.	Premises	Issuing Authority	Reference Registration License No.	/ / Regulation	Applicable Act	Date of application for renewal
1.	146-R, new grain market, Salem Tabri, Jalandhar bypass, Ludhiana	Deputy Director of Agriculture Cum Licensing Authority Punjab	LCP/ADO 10/749		The Insecticides Act, 1968 & Rules, 1971	11/01/2018
2.	4-10-793, P.No. 19 Block 35, Autonagar, Hayathnagar, Rangareddy, Hyderabad	Joint Director of Agriculture Government of Telangana	126/08		The Insecticides Act, 1968 & Rules, 1971	02/12/2017
3.	Sy.No. 189,194, Kodumur Road, Peddapadu, Kallur, Kurnool	Joint Director of Agriculture Government of Andhra Pradesh	6287		The Insecticides Act, 1968 & Rules, 1971	27/12/2017
4.	54-11-23, phase no. III, shed, no. II, SRMT backside, Autonagar, ward-9, Vijayawada (urban), Krishna	Joint Director of Agriculture Government of Andhra Pradesh	73/09-10		The Insecticides Act, 1968 & Rules, 1971	23/01/2018
5.	Dr.No:IV/328A, Koippally, Buildings, Kurichy, Grama Panchayat, Kurichy P.O. Kottayam Dist, Kerala	Joint Director of Agriculture Government of Kerala	PD 6/2012		The Insecticides Act, 1968 & Rules, 1971	27/11/2017
6.	288/1, Meyyanur, Main Road, Vidyamandir School Backside, Salem – 636304	Assistant Director of Agriculture Government of Tamilnadu	11/2010-2011		The Insecticides Act, 1968 & Rules, 1971	19/12/2017
7.	288/2, Meyyanur, Main Road, Vidyamandir School Backside, Salem – 636004	Assistant Director of Agriculture Government of Tamilnadu	3/2016-2017		The Insecticides Act, 1968 & Rules, 1971	19/12/2017
8.	286, Meyyanur, Main Road, Vidyamandir School Backside, Salem – 636004	Assistant Director of Agriculture Government of Tamilnadu	4/2016-2017		The Insecticides Act, 1968 & Rules, 1971	19/12/2017
9.	3 – 140/J, Main Road, Ananthasagar, Warangal, Urban	Joint Director of Agriculture Officer Government of Telangana	8145		The Insecticides Act, 1968 & Rules, 1971	27/11/2017
10.	Near Baba Mastairi Akhara, Shivpuri Road, Old Star Solvent, Jundla Gate, Haryana	Deputy Director of Agriculture	KNL3599INSECTICI D11		The Insecticides Act, 1968 & Rules, 1971	08/01/2018
11.	Godown No-A1, Transport nagar, Hanumangarh Road, Sriganganagar, Rajasthan-335001.	Assistant Director of Agriculture	4180		The Insecticides Act, 1968 & Rules, 1971	01/02/2018



Sr. No.	Premises	Issuing Authority	Reference Registration License No.	/ /	Applicable Act / Regulation	Date of application for renewal
12.	6H/32, Bhadurpur Housing Colony, Bhoothnath Road, Patna.	Director of Agriculture, Bihar, Patna.	115		Insecticides Act, 1968 & Rules, 1971	28/12/2017
13.	Plot No: D-6/14, Phase-II, MIDC, Akola, and Maharashtra.	Commisnerate of Agriculture, Maharashtra.	LCID10010256		The Insecticides Act, 1968 & Rules, 1971	20/12/2017
14.	159/1b, Property No.108/1, Phursungi, Pune – 412 308.	Director of Agriculture, Maharashtra.	LCID10010428		The Insecticides Act, 1968 & Rules, 1971	20/12/2017
15.	D.No:3-128/6, Biccavolu, Biccavolu (M), East Godavari District, A.P – 533 343.	Joint Director of Agriculture, East Godavari.	83/2011		The Insecticides Act, 1968 & Rules, 1971	10/01/2018

6. Application dated October 5, 2017 to the Commissionerate of Agriculture, Government of Maharashtra for renewal of license to sell fertilisers under the Fertiliser (Control) Order, 1985.

7. Our Company has made the following applications to The Director of Agriculture of respective jurisdictions for renewal of licenses to sell insecticides under Insecticides Rules, 1971

#### i) East Godavari

Sr. No.	Premises	Reference/ Registration/ License No.	Valid upto	Application for renewal made on
1	Door no. 1-67, Pamarru, K. Gangavaram	26/2015	December 31,2017	19/01/2018
2	Door no. 1-34/3A, Sunkarapalem, Tallarevu	1/2015	December 31,2017	30/12/2017
3	Door no. 7-133, Rayavaram, Rayavaram	155/2014	December 31,2017	02/01/2018
4	Door no. 8-234/1, Ravulapalem	183/2014	December 31,2017	30/12/2017
5	Door no. 12-9-4, 12-9-4/C, Ramachandrapuram	162/2014	December 31,2017	22/12/2017
6	Door no. 3-28, Rajanagaram	184/2014	December 31,2017	03/01/2018
7	Door no. 7-3-8B, Pithapuram	65/2015	December 31,2017	28/12/2017
8	Door no. 1-45, Pedapudi	170/2014	December 31,2017	27/12/2017
9	Door no. 1-3, Pandalapaka, Biccavolu	148/2014	December 31,2017	05/01/2018
10	Door no. 4-136/3, Mummidivaram	2/2015	December 31,2017	29/12/2017
11	Door no. 3-319, Gollalamamidada, Pedapudi	156/2014	December 31,2017	27/12/2017
12	Door no. 5-6-44, Mandapeta	39/2015	December 31,2017	27/12/2017
13	Door no. 3-313/2A, Kothapeta	3/2015	December 31,2017	03/01/2018
14	Door no. 7-126, Korukonda	69/2015	December 31,2017	11/01/2018
15	Door no. 3-128, Kathipudi, Sankhavaram	68/2015	December 31,2017	03/01/2018
16	Door no. 2-118, Karapa	195/2014	December 31,2017	30/12/2017
17	Door no. 1-134, Kajuluru	180/2014	December 31,2017	22/12/2017
18	Door no. 2-232/1, Kadium	21/2015	December 31,2017	30/12/2017
19	Door no. 10-103, Tapeswaram, Mandapeta	186/2014	December 31,2017	26/12/2017
20	Door no. 4-85/2, Gollapalem, Kajuluru	179/2014	December 31,2017	22/12/2017
21	Door no. 5-188/4, K. Gangavaram	196/2014	December 31,2017	19/01/2018
22	Door no. 11, 11-98, G. Medapadu, Samalkot	185/2014	December 31,2017	30/12/2017
23	Door no. 2-112A, Thotapeta, Ramachandrapuram	182/2014	December 31,2017	22/12/2017
24	Door no. 3-239/1, Chintaluru, Alamuru	194/2014	December 31,2017	29/12/2017
25	Door no. 10-80/1, Balabhadrapuram, Biccavolu	149/2014	December 31,2017	28/12/2017
26	Door no. 8-256, Balabhadrapuram, Biccavolu	150/2014	December 31,2017	28/12/2017
27	Door no. 8-23, Anaparathi	154/2014	December 31,2017	28/12/2017
28	Door no. 8-4-88, Amalapuram	181/2014	December 31,2017	22/12/2017
29	Door no. 4-16, Mukteswaram, Inavilli	38/2015	December 31,2017	04/01/2018
30	Door no. 10-22, Ambajipeta	96/2015	December 31,2017	30/12/2017
31	Door no. 8-98, Gollaprolu	95/2015	December 31,2017	30/12/2017
32	Door no. 3-128/6, Biccavolu	83/2011	December 31,2017	10/01/2018
33	Door no. 6-9, Chinakondepudi, Sithanagaram	78/2015	December 31,2017	28/12/2017
34	Door no. 2-183, Divili, Peddapuram	104/2015	December 31,2017	05/01/2018
35	Door no. 12-78, Gokavaram	81/2015	December 31,2017	03/01/2018

Sr. No.	Premises	Reference/ Registration/ License No.	Valid upto	Application for renewal made on
36	Door no. 5-64/1, P. Gannavaram	80/2015	December 31,2017	30/12/2017
37	Door no. 9-158, Prathipadu	79/2015	December 31,2017	22/12/2017
38	Door no. 10-175, Someswaram, Rayavaram	144/2015	December 31,2017	22/12/2017
39	Door no. 7-5/A, Velangi, Karapa	113/2015	December 31,2017	30/12/2017
40	Door no. 7-174, Nagulapalli, U. Kothapalli	190/2015	December 31,2017	30/12/2017
41	Door no. 16-10-2, 2/1, 2/2, 2/3, 16-10-3/3, Peddapuram	151/2015	December 31,2017	18/01/2018
42	Door no. 1-1/4, Rowthulapudi	150/2015	December 31,2017	03/01/2018
43	Door no. 19-137, Yeleswaram	163/2015	December 31,2017	30/12/2017
44	Door no. 6-2, Jaggampeta	53/2016	December 31,2017	03/01/2018
45	Door no.6-77,Kesavaram	13/2016	December 31,2017	26/12/2017

## ii) West Godavari

Sr. No.	Premises	Reference/ Registration/ License No.	Valid upto	Application for renewal made on
1	Door no. 3-147, Devarapalli	C2/554/2015-16	December 31, 2017	23/12/2017
2	Door no. 5-116, Dommeru, Kovvur	C2/537/2015-16	December 31, 2017	05/01/2018
3	Door no. 12-3-45, Jangareddigudem	C2/553/2015-16	December 31, 2017	23/12/2017
4	Door no. 6-161, Kamavarapukota	C1/470/2015-16	December 31, 2017	23/12/2017
5	Door no. 15-21A, Koyyalagudem	C2/552/2015-16	December 31, 2017	09/01/2018
6	Door no. 3-195/2, Sidhantam, Penugonda	C1/473/2015-16	December 31, 2017	11/01/2018
7	Door no. 5-84, T. Narasapuram	C1/472/2015-16	December 31, 2017	12/01/2018
8	Door no. 18-7-7/1, Koppakavari Street, Tanuku	C2/550/2015-16	December 31, 2017	23/12/2017
9	Door no. 4-73, Undi	C1/479/2015-16	December 31, 2017	23/12/2017
10	Door no. 10-1-60, Tadepalligudem	C2/564/2015-16	December 31, 2017	23/12/2017
11	Door no. 4-63, Veeravasaram	C1/480/2015-16	December 31, 2017	23/12/2017
12	Door no. 26-210/1, Penugonda	C1/481/2015-16	December 31, 2017	11/01/2018
13	Door no. 19-1-8, Palakol	C1/489/2015-16	December 31, 2017	11/01/2018
14	Door no. 2-1-44/3, Main Road, Nidadavole	C2/562/2015-16	December 31, 2017	30/12/2017
15	Door no. 1-1-56/3, Narsapuram	C1/488/2015-16	December 31, 2017	07/01/2018
16	Door no. 3-131, Main Road, Nallajerla	C2/563/2015-16	December 31, 2017	23/12/2017
17	Door no. 18-100, Mogalthur	C1/483/2015-16	December 31, 2017	08/01/2018
18	Door no. 5-103, M. Nagulapalli, D. Tirumala	C2/544/2015-16	December 31, 2017	23/12/2017
19	Door no. 3-64, Jeelugumilli	C2/583/2015-16	December 31, 2017	24/01/2018
20	Door no. 3A-2-24, YMHA Hall Road, Eluru	C1/471/2015-16	December 31, 2017	23/12/2017
21	Door no. 12-69, Dharmajigudem, Lingapalem	C1/510/2015-16	December 31, 2017	19/01/2018
22	Door no. 20-126, Attili	C1/500/2015-16	December 31, 2017	23/12/2017
23	Door no. 22-16-86, Bhimavaram	C1/490/2015-16	December 31, 2017	23/12/2017
24	Door no. 1-8/1, Akividu	C1/465/2015-16	December 31, 2017	23/12/2017
25	Door No. 75/5, G-11,G-7, Appanaveedu, Pedapadu	C1/497/2015-16	December 31, 2017	23/12/2017`
26	Door no. 13-98, Achanta	C1/482/2015-16	December 31, 2017	27/01/2018
27	Door no. 17-19-5 and 17-19-3, Chintalapudi	C1/535/2015-16	December 31, 2017	18/01/2018
28	Door no. 7-127, Main Road, Chagallu	C2/490/2016-17	December 31,2017	28/12/2017
29	Door no. 7-88, Main Road, Duvva, Tanuka	C2/513/2016-17	MUW	23/12/2017
30	Door no. 6-36/3,6, Main Road, Ganapavaram	C2/555/2016-17	December 31,2017	23/12/2017
31	Door no. 2-39/1,Neggipudi, Penumantra, Maruteru	WGD/39/JDA/PD/2016/4635	December 31,2017	23/12/2017
32	Door no. 1-3,Prakkilanka, Tallapudi	C2/512/2016-17	MUW	23/12/2017

## iii) Krishna District

Sr. No.	Premises	Reference/ Registration/ License No.	Valid upto	Application for renewal made on
1	Door no. 12/233, Gudivada	PP.II/52/15-16	December 31,2017	19/01/2018
2	Door no. 1-85/4, Khambhampadu	PP.II/42/15-16	December 31,2017	22/12/2017

3	Door no. 25/497, Fort Road, Machilipatnam	76/15-16	December 31,2017	20/01/2018
4	Door no. 4-41B, Mylavaram	92/15-16	December 31, 2017	22/12/2017
5	Door no. 17-15, Nandigama	87/15-16	December 31, 2017	22/12/2017
6	Door no. 11-28, 11- 29/1, Nuzvid	PP.II/49/15-16	December 31, 2017	23/01/2018
7	Door no. 22/112, 17/134, Pamarru	PP.II/39/15-16	December 31, 2017	12/01/2018
8	Door no. 7/104-2, Pedana	89/15-16	December 31, 2017	19/01/2018
9	Door no. 15/9, Tiruvuru	PP.II/40/15-16	December 31, 2017	22/12/2017
10	Door no. 8-168/2, Vissannapeta	PP.II/45/15-16	December 31, 2017	24/01/2018
11	Door no. 10-257, 10-258, Vatsavai	84/15-16	December 31, 2017	22/12/2017
12	Door no. 5-188, Gudlavalleru	PP.II/44/15-16	December 31, 2017	22/12/2017
13	Door no. 9-125, Jaggayyapeta	85/15-16	December 31, 2017	30/12/2017
14	Door no. 7-100/2, Kuchipudi	88/15-16	December 31, 2017	30/01/2018
15	Door no. 2-22Q, Main Road, Satvalapadu	PPII/18/16-17	December 31, 2017	21/12/2017
16	Door no. 7-32/1, Chandarlapadu	25/16-17	December 31, 2017	03/01/2018
17	Door no. 2-71/A,G.Konduru	44/16-17	December 31, 2017	22/12/2017
18	Door no. 3-156 & 3-157,Mopidevi	45/16-17	December 31, 2017	20/01/2018
19	Door no. 1-299A,Pedakomira	PPII/16/16-17	December 31, 2017	30/12/2017
20	Door no. 2-53D,2-26B & 2-26,Sriharipuram	PPII/04/16-17	December 31, 2017	24/01/208
21	Door no. 8-308,Vuyyuru	PPII/03/16-17	December 31, 2017	04/01/2018

**iv) Visakhapatnam District**

Sr. No.	Premises	Reference/ Registration/ License No.	Valid upto	Application for renewal made on
1	Door no. 12-07-04, Anakapalle	10/2016-17	December 31, 2017	30/12/2017
2	Door no. 19-700/A,Chodavaram	12/2016-17	December 31, 2017	30/12/2017
3	Door no. 8-1-247, Ramarao Peta, Narsipatnam	11/2016-17	December 31, 2017	30/12/2017

**v) Vizianagarm District**

Sr. No.	Premises	Reference/ Registration/ License No.	Valid upto	Application for renewal made on
1	Door no. 28-8, Belagam, Parvathipuram	20/2016	December 31, 2017	12/01/2018
2	Door no. 11-66/3, Bobbili	19/2016	December 31, 2017	12/01/2018
3	Door no. 6-870, Puritipenta, Gajapathinagaram	21/2016	December 31, 2017	29/01/2018
4	Door no. 2-203, Ramabhadrapuram	23/2016	December 31, 2017	29/12/2017
5	Door no.8-256Salur	18/2016	December 31, 2017	12/01/2018
6	Door no. 3-71/A,Srungavarapu Kota	22/2016	December 31, 2017	12/01/2018

**vi) Srikakulam District**

Sr. No.	Premises	Reference/ Registration/ License No.	Valid upto	Application for renewal made on
1	Door no. 9-2-69, Amadalavalasa	20/2016-17	December 31, 2017	30/07/2017
2	Door no. 1-106B, J.R.Puram	41/2016-17	December 31, 2017	30/12/2017
3	Door no. 7-244, Narasannapeta	26/2016-17	December 31, 2017	30/07/2017
4	Door no. 12-29B, Kasibugga, Palasa	21/2016-17	December 31, 2017	30/07/2017
5	Door no. 4-378, Rajam	22/2016-17	December 31, 2017	30/07/2017
6	Door no. 173/1A,Srikakulam	23/2016-17	December 31, 2017	30/07/2017
7	Door no. 2-360,Tekkali	24/2016-17	December 31, 2017	30/07/2017
8	Door no. 4-340,Veeraghattam	25/2016-17	December 31, 2017	30/07/2017

**vii) Warangal district**

Sr. No.	Premises	Reference/ Registration/ License No.	Valid upto	Application for renewal made on
1.	Door no. 3-140/2/A,	8145	December 31, 2017	27/11/2017

Sr. No.	Premises	Reference/ Registration/ License No.	Valid upto	Application for renewal made on
	Ananthasagar, Hasanparthy Mandal			

**viii) Koppal district, Karnataka**

Sr. No.	Premises	Reference/ Registration/ License No.	Valid upto	Application for renewal made on
1	MB no. 9-678-2A, Srinivas complex, Koppal	KOP-591/14-15	December 31, 2017	15/12/2017
2	4-4-17/A, Opposite SBM Bank, R.G. road, Karatagi	KOP-527/14-15	December 31, 2017	15/12/2017
3	Godown in 35/42, Shop No. 11, Thurai Complex, Sindhanur Road, Kushtagi	KOP-539/15-16	December 31, 2017	15/12/2017
4	Door no. 89, Dayabhavan Niwas, opposite hotel Malligi, J.F road, Hospet	Tech-INS-Act.HOS.236	Valid until cancelled	15/12/2017
5	Door no. 3& 4, Basavapattana	KOP-603/2016-17	December 31, 2017	15/12/2017
6	Door no.3& 4,Gabbur	229-D-288:2016-17	December 31,2017	15/12/2017
7	Door no. 5/935, Gajendragada	JDAG/INL/F-61/2016-17	December 31, 2017	15/12/2017
8	Door no.7-4/16&17, Jalahalli	230-D-229:2016-17	December 31, 2017	15/12/2017
9	Door no.1334/3,2395/3,Kampli	HOS:245/ 2015-16	November 4,2017	27/11/2017
10	Door no. 8, Kampli Road, Kurugodu	Tech-INS-ACT-BEL-1378	December 31, 2017	15/12/2017
11	House no. 1/1, Block No. 8, Nandihalli Road, Siddapur	KOP:608/2016-17	December 31, 2017	15/12/2017
12	Sri Lakshmivenkateswara Complex,Adoni Road, Siruguppa-583 121.	Tech/INS-ACT.SIR-505	December 31, 2017	15/12/2017

8. Our Company has made the following applications to The Director of Agriculture of respective jurisdictions for renewal of licenses to sell Seeds under Seeds (Control) Order, 1983

Sr. No.	Premises	Reference/ Registration/ License No.	Valid upto	Application for renewal made on
1	M.B. No. 9-678-2A, Srinivas complex, Kaustagi road, Koppal	JDA/Tech/ Seedlice/ KOP – 351/ 14-15	November 9, 2017	15/12/2017
2	Door. No. 4-4-17/A, opposite SBM bank, R.G. road, Karatagi, Gangavathi	JDA/Tech-2/Seedlic/ KOP-356/14-15	December 16, 2017	15/12/2017
3	Door no.3& 4,Gabbur	203-D-201/2016-17	December 31, 2017	15/12/2017
4	Door no.7-4/16&17,Jalahalli	196-D-194/2015-16	December 31, 2017	15/12/2017
5	Door. No. 35/42, Sri Sai Complex, Raichur road, Kushtagi, Koppal	JDA/Tech/Seeds/KOP 364/ 15-16	March 4, 2018	15/02/2018
6	Door No. 938/19, survey no. 109/2/8, Halavarthi village, Koppal	KOP-218/2008-09	February 09, 2018	05/02/2018

9. Our Company has made the following applications to The Director of Agriculture of respective jurisdictions for renewal of licenses to sell Fertilizer (Control) Order, 1985

Sr. No.	Premises	Reference/ Registration/ License No.	Valid upto	Application for renewal made on
1	Retailer fertilizer license for the place of business situated at 4-4-17/A, Karatagi, Karnataka	GVT44/2014-15	December 31, 2017	15/12/2017
2	Godown in 35/42 complex, Kushtagi	F/1576	November 15, 2017	15/12/2017
3	Retailer fertilizer license for the place of business situated at door no. 5-188/4, Gangavaram, East Godavari – 533305.	FERT-R-1713132	December 11, 2017	29/11/2017
4	Door No. 4-16, Main Road, Mukteswaram, Inavilli, Amalapuram	EGD/49/ADA/FR/2015/ 16064	March 04, 2018	09/02/2018

Sr. No.	Premises	Reference/ Registration/ License No.	Valid upto	Application renewal made on	for
5	Door no. 3-239/1, R S Rice Mill, Chintalu, Alamuru	EGD/42/ADA/FR/2015/15928	February 15, 2018	14/02/2018	
6	Door no. 10-103, Main Road, Tapeswaram(V), Mandapeta, Alamuru	EGD/32/ADA/FR/2015/15929	February 15, 2018	05/02/2018	
7	Door no. 2-232/1, Kadium, Rajahmundry	EGD/31/ADA/FR/2015/15946	February 17, 2018	05/02/2018	
8	Door no. 3-255, Near Satya Chandra Theatre, Kothapeta	EGD/46/ADA/FR/2015/16022	February 24, 2018	05/02/2018	
9	Door no. 1-67, Pamarru, K. Gangavaram, R.C. Puram	EGD/12/ADA/FR/2015/15904	February 05, 2018	05/02/2018	
10	Door no. 89, Dayabhavan Niwas, opposite hotel Mallige, J.F road, Hospet	FRL No./270	February 26, 2018	12/02/2018	
11	4-10-793,P.No. 19 Block 35,Autonagar, Hayathnagar, Rangareddy	RRD/14/ADDL.DA/F W/2015/14737	February 24, 2018	16/02/2018	
12	Dr.No:IV/328A, Koippally,Buildings, Kurichy, Grama Panchayat, Kurichy P.O. Kottayam Dist	21/2014 – 15	February 10, 2018	08/02/2018	

**10. Licenses / Approvals which are required but not yet applied for:**

*NIL*

**11. Approvals in relation to our Subsidiary**

**A. Approvals obtained by our Subsidiary**

*Our Subsidiary is required to register under various tax laws and state specific tax laws such as the Income Tax Act, 1961, GST Act and professional tax. We have obtained the necessary licenses and approvals from the appropriate regulatory and governing authorities in relation to such tax laws. Further, in order to conduct our operations in India, we require various approvals and/ or licenses under various laws, rules and regulations. These approvals and/ or licenses include registration under the EPF Act, the Contract Labour Act, Air (Prevention and Control of Pollution) Act, 1981, Water (Prevention and Control of Pollution) Act, 1974 and other environmental clearances. Our Subsidiary are also required to register our offices under the state specific shops and establishment legislations. Our Subsidiary has obtained the necessary permits, licenses and approvals from the appropriate regulatory and governing authorities required in order to conduct our business operations in India.*

**B. Incorporation Details**

1. Certificate of incorporation dated February 25, 2009 (U01119AP2009PTC062869) issued by RoC upon incorporation as “SAI SWARUPA SEEDS PRIVATE LIMITED”;

**C. Regulatory Approvals**

1. Permanent Account Number (PAN) AANC95763J issued by Income Tax Department;
2. Tax Deduction and Collection Account Number (TAN) HYDS27337C issued by Income Tax Department;
3. Form 1 A – TG Profession Tax Payer Registration Certificate (36276360672) issued by Commercial Taxes Department, Hyderabad on September 02, 2015;
4. Employee provident fund registration certificate bearing number NZ/WGL/0066496/000/0-1 dated December 18, 2013 issued by Assistant Provident Fund Commissioner, S.R.O. Bellary under the provisions of Employees' Provident Fund and Miscellaneous Provisions Act, 1952.
5. Registration certificate of goods and services tax (Telangana) bearing number 36AANCS5763J3ZN issued by the Government of India on November 10, 2017 valid until cancelled.
6. Registration certificate of goods and services tax (Madhya Pradesh) bearing number 23AANCS5763J1ZW issued by the Government of India on September 27, 2017.

7. Registration certificate of goods and services tax (Bihar) bearing number 10AANCS5763J1Z3 issued by the Government of India on October 5, 2017.
8. Registration certificate of goods and services tax (Karnataka) bearing number 29AANCS5763J1ZK issued by the Government of India on September 29, 2017.
9. Registration certificate of goods and services tax (Andhra Pradesh) bearing number 37AANCS5763J1ZN issued by the Government of India on September 28, 2017.
10. Registration certificate of goods and services tax (Rajasthan) bearing number 08AANCS5763J1ZO issued by the Government of India on September 28, 2017.
11. Registration certificate of goods and services tax (Maharashtra) bearing number 27AANCS5763J1ZO issued by the Government of India on September 28, 2017.
12. Registration certificate of goods and services tax (Kerala) bearing number 32AANCS5763J1ZX issued by the Government of India on September 29, 2017.
13. Registration certificate of goods and services tax (Tamil Nadu) bearing number 33AANCS5763J1ZV issued by the Government of India on September 29, 2017.
14. Registration certificate of goods and services tax (Odisha) (21AANCS5763J2ZZ) issued by the Government of India on January 22, 2018.

#### ***D. Business Approvals***

We are required to obtain consents, licenses, registrations, permissions and approvals for carrying out our present business activities which include, approvals for operating as a cultivator and breeder of all kinds of seeds which require registrations under Factories Act, 1948, Fertilizer (Control) Order, 1985, Seeds (Control) Order, 1983, Legal Metrology Act, 2009, Petroleum Act and Rules, Food Safety and Standards Act, 2006, Contract Labour (Regulation and Abolition) Act, 1970. The requirement for such approvals may vary based on factors such as the legal requirement in the state in which the business of the Company is being undertaken.

We have obtained necessary consents, licenses, registrations, permissions and approvals from the governmental and other statutory and regulatory authorities that are required for carrying on our present business activities. In the event, that any of the approvals and licenses that are required for our business operations expire in the ordinary course of business, we apply for their renewal from time to time.

Some of the material approvals obtained by our Subsidiary to carry on its business are as under –

1. License to Work a Factory bearing registration number 26234 issued by the Inspector of Factories, Warangal, in November 2009.
2. Renewal Certificate of Seed Processing Unit located in Ananthasagar, Warangal bearing number 1034 (P), issued by Andhra Pradesh State Seed Certification Agency on January 02, 2015 until December 31, 2017
3. Renewal of the Centralized Seed License as per the clause 5(1) of the Seed control order 1983 bearing no. 813 (SR Cell (1) 340/2016) issued by Department of Agriculture, Govt. of Telangana on January 08, 2010 until January 05, 2019.
4. Renewal Certificate of recognition of M/s. Sri Sai Swarupa Seeds Pvt. Ltd. in-house R&D Unit(s) beyond March 31, 2016 bearing number TU/IV-RD/3713/2016, issued by Department of Scientific & Industrial Research, Govt. of India on April 29, 2016 until March 31, 2019
5. Acknowledgement part I for the memorandum filed for manufacturing seed processing of 15,000 ton bearing number 280091200364 part I, issued by General Manager, DIC Warangal, on April 2, 2009 until cancelled or surrendered.
6. Acknowledgement part II for the memorandum filed for manufacturing seed processing of 15,000 ton bearing number 280091200106 part II, issued by General Manager, DIC Warangal, on January 8, 2010 until cancelled or surrendered.

7. Certificate for verification of machines with model no. IND/09/08/282 WEITRAN, bearing number 0480365, issued by the Legal Metrology Officer, Warangal (Urban) District on March 15, 2017 until March 14, 2018 under the Legal Metrology Act, 2009.
8. Certificate for verification of machine ETL and ALTA bearing number 0480371 issued by Legal Metrology Officer, Warangal (Urban) District on March 16, 2017 until March 15, 2018 under the Legal Metrology Act, 2009.
9. Certificate for verification of machine make Sonic and Unitech bearing number 0480372 issued by Legal Metrology Officer, Warangal (Urban) District on March 16, 2017 until March 15, 2018 under the Legal Metrology Act, 2009.
10. Certificate for verification of machine make ETL and Sonic Unitech bearing number 0480370 issued by Legal Metrology Officer, Warangal (Urban) District on March 16, 2017 until March 15, 2018 under the Legal Metrology Act, 2009.
11. Letter approving the deration of CMD from 167 KVA to 100 KVA at door no. 3-140/K, Ananthasagar (V), Hasanparthy, Warangal bearing no. SE/OP/WGL/DE(T)/ADE(C)/AE/(C)/F.No.HT/D.No.1280/17 dated August 30, 2017, with effect from September 21, 2017, issued by the Northern Power Distribution Company of Telangana Limited.
12. Registration of Certificate of M/s Sai Swarupa Seeds Private Limited with the Department of Scientific & Industrial Research (DSIR) for the purpose of availing customs duty exemption and Central Excise Duty Exemption bearing number TU/IV-RD/3713/2016, by the Ministry of Science and Technology, Government of India issued on April 29, 2016 until March 31, 2019.
13. License to carry for sale, processing, packaging and storage of seeds under Seeds (Control) Order, 1983 for the following:

Sr. No.	Premises	Issuing Authority	Reference / Registration / License No.	Applicable Act / Regulation	Date of Issue	Valid Upto
1.	Dr.No:IV/534B, Koippally,Buildings, Kurichy,Grama Panchayat, Kurichy P.O. Kottayam District, Kerala	Principal Agricultural Officer, Government of Kerala	TA(2)2125/2017PAO 1	The Seed (Control) Order, 1983	March, 27, 2017	March 26, 2020
2.	288/1&288/2, Meyyanur Limited,Vidyamandir School Backside, Salem – 636004	Directorate of Agriculture-Government of Tamilnadu	3160/SLM/2013	The Seed (Control) Order, 1983	September 23, 2016	September 22, 2019
4.	3 – 140/K, Main Road, Ananthasagar, Hasnparthi, Warangal*	Directorate of Agriculture-Government of Telangana	813	The Seed (Control) Order, 1983	April 19, 2016	January 5, 2019
5.	Flat No-57, Phase-1, Industrial Estate Cuttuck, Odisha	Joint Director of Agriculture, Orissa	OD/2016-17/00025/DA&FP(O)	The Seed (Control) Order, 1983	May 9, 2017	May 8, 2020
6.	315, Prem Trade Center Siyaganj, Maharani Road, Indore (M.P.)	Deputy Director of Agriculture Indore, M.P.	1305	The Seed (Control) Order, 1983	January 03, 2014	January 02, 2020
7.	C/o Sri Vinayaka Trading, Tulsyan Dal Mill, Ratu Road, Ranchi, Jharkhand	Director of Agriculture, Jharkhand	DA/S-13	The Seed (Control) Order, 1983	June 01, 2017	May 31, 2020
8.	Godown No-A1, Transport nagar, Hanumangarh Road, Sriganganagar,	Additional Director Agriculture	2016-17/17223-17268	The Seed (Control) Order, 1983	January 31, 2017	January 30, 2020

Sr. No.	Premises	Issuing Authority	Reference / Registration / License No.	Applicable Act / Regulation	Date of Issue	Valid Upto
	Rajasthan-335001.					
9.	D.No 146-R New Grain market, Salem Tabri, Jalandhar By pass, Ludhiana	Directorate of Agriculture, Punjab	1001	The Seed (Control) Order, 1983	June 20, 2017	May 20, 2020
10.	D No. 3-128/6, Main Road, Biccavolu, Anaparathi, East Godavari	Joint Director of Agriculture, East Godavari	EGD/34/JDA/SD/2016/11742	The Seed (Control) Order, 1983	December 05, 2016	December 04, 2019

Some of the environment related approvals obtained by our Company to carry on its business are as under –

- Acknowledgement and Consent issued confirming the Company not covered under Schedule No. IV & II of the Rule No. 32-A of the Water Rule 1994 & Rule No. 29-A of Air-Rule – 1994 vide Lr. No. B/626/2009 issued by Department of Industries, Govt. of Andhra Pradesh on April 07, 2009.
- NOC for permission to set up factory bearing registration number 1021/A1/2010 issued by the District Fire Officer, Warangal, State Disaster Response and Fire Services Department on June 9, 2010.
- Permission to use ground water to the extent of 1500 kilo litres of water per day for industrial purposes vide memo no. Hg-II/6173/2012 dated October 25, 2012 issued by the Ground Water Department of the Government of Andhra Pradesh, based on the inspection report issued by Laxmi Consultancy Services, Consulting Geologists of Groundwater dated August 12, 2009.

**12. Approvals which have expired and for which renewal applications have been made by our Company and our Subsidiary**

- Application vide Ref – License No: MYKPL – 69 for Renewal of Factories & Boilers License made on October 31, 2017.
- Application for Renewal for NOC for Storage of HSD & Furnace Oil-Reg vide Letter No: KPR/KOP/./2017-18 Ref – License No: NO/REV/PTM/C.No.18246/01/2015-16 made by the Company on April 12, 2017.
- Application for Renewal for NOC for Storage of Sulphur for Sulphuric Acid Plant – Reg vide Letter No: KPR/KOP/07/2017-18 Ref – License No: NO/REV/EXPLC/C.No.16810/06/2014 made on April 12, 2017.
- Application for Renewal of fertilisers License vide License No. 508/11/W issued on October 05, 2017.
- Renewal Certificate of Seed Processing Unit located in Ananthasagar, Warangal bearing Reg. No. 1034 (P) expired on December 31, 2017.

**13. Approvals required for which no application has been made by our Company and Subsidiary**

- Certificate of enrolment under the AP Professional Tax Act and Karnataka Professional Tax Act.
- Certificate of registration to carry on the business of selling fertilizers as a retail dealer at the retail shops situated at door no. 12-233, Gudivada, door no. 11-28, Nuzvid, Krishna district, door no. 17-19-2 and 17-19-3, Chintalapudi, West Godavari, Andhra Pradesh and door no.1334/3 ASS No. 2395/3, Koppal, Karnataka.
- License to sell, stock or exhibit for sale and distribution of insecticides for the retail shop situated at door no. 1334/3, ASS No. 2395/3, Kampli, Bellary, Karnataka.
- License to carry on the business of a dealer in seeds for the retail shop situated at door no. 1334/3, ASS No. 2395/3, Kampli, Bellary, Karnataka.



5. Shops and establishment registration for the retail shops situated at door no. 12-233, Gudivada, door no. 1-85/A, Khambhampadu , Andhra Pradesh and plot no. 3 and 4, Gabbur, Deodurga, plot no. 7/4/16 and 17, Jalahalli, door no. 1334/3, ASS No. 2395/3, Kampli, Bellary and shop no. 12/156, Kathariki road,Karnataka.
6. Electricity sanctions, pollution control department approvals, as required for setting up of (i) crop nutrient product manufacturing facility of NPK mixtures in the state of Tamil Nadu (ii) Modernization of our existing pesticides manufacturing facility at unit 1, Biccavolu, East Godavari, Andhra Pradesh and (iii) expansion of DCP,SSP, NPK manufacturing capacity at our existing plant at Koppal Karnataka.

#### **14. Approvals in relation to intellectual property of our Company and Subsidiary**

- a) Our Company has made 120 applications for registration of trade marks. of which, one application is being withdrawn, 31 trademarks have been registered and the following are the pending applications with Trade marks registry.:

<b>Sr. No.</b>	<b>Description</b>	<b>Application No.</b>	<b>Class</b>	<b>Date of Application</b>
1.	'ACCOR'	3012363	5	July 20, 2015
2.	'Admit'	3012358	5	July 20, 2015
3.	AGNI	3012360	5	July 20, 2015
4.	AJAY 17-17-17	3012447	1	July 20, 2015
5.	AJAY 19-19-19	3012446	1	July 20, 2015
6.	AJAY 22-0-11	3012444	1	July 20, 2015
7.	AKRAMAN	3012361	5	July 20, 2015
8.	Alcon	3012362	5	July 20, 2015
9.	ANNADATA	3012443	1	July 20, 2015
10.	ANNADATA SINGLE SUPER PHOSPHATE	3012442	1	July 20, 2015
11.	ASSAULT	3012367	5	July 20, 2015
12.	Avian	3012356	5	July 20, 2015
13.	CANON	3012476	5	July 20, 2015
14.	CHAKRA TRIAZOPHOS 40% E.C. BROAD SPECTRUM INSECTICIDE	3012421	5	July 20, 2015
15.	Cocxy	3012359	5	July 20, 2015
16.	Destory	3012357	5	July 20, 2015
17.	Extra Power	3012350	5	July 20, 2015
18.	FAST	3012352	5	July 20, 2015
19.	FIGHTER	3012351	5	July 20, 2015
20.	FLORISE	3012349	5	July 20, 2015
21.	FLOWER GAIN	3012418	1	July 20, 2015
22.	FORCE CAPTAN 70% + HEXACONAZOLE 5% WP CONTACT FUNGICIDE	3012417	5	July 20, 2015
23.	Grow Rich	3012416	1	July 20, 2015
24.	HumiD	3012354	5	July 20, 2015
25.	PHOSPHAMIDON 40% S.L	3012347	5	July 20, 2015
26.	ISOLONE	3012348	5	July 20, 2015
27.	JODI 505	3012346	5	July 20, 2015
28.	'Killmite	3012345	5	July 20, 2015
29.	MEga Min Technical	3012453	1	July 20, 2015
30.	MALIK	3012343	5	July 20, 2015
31.	MALIK-DP	3012365	5	July 20, 2015
32.	MASTER Plus	3012342	5	July 20, 2015
33.	BLASTER TRICYCLAZOLE 75% W.P.	3012396	5	July 20, 2015
34.	MEGAFEN-DP	3012452	5	July 20, 2015
35.	MEGA HIT	3012457	5	July 20, 2015
36.	MEGA IMIDA	3012455	5	July 20, 2015
37.	MEGA MASTER	3012459	5	July 20, 2015
38.	MEGA MIX	3012463	1	July 20, 2015
39.	MEGA MIX	3012462	1	July 20, 2015
40.	MEGA NEEM	3012461	5	July 20, 2015
41.	MEGAFEN 20EC	3012451	5	July 20, 2015
42.	Megafuran 3G	3012450	5	July 20, 2015
43.	Megasulf	3012449	5	July 20, 2015
44.	MELUX QUINALPHOS 25% EC	3012386	5	July 20, 2015
45.	'MELUX-GR QUINALPHOS 5% Gr	3012385	5	July 20, 2015
46.	FLOWERS MORE FERTILIZERS	3012383	1	July 20, 2015

Sr. No.	Description	Application No.	Class	Date of Application
47.	Mr Bon Plus	3012381	5	July 20, 2015
48.	MU-ON	3012379	5	July 20, 2015
49.	PHOSCAL	3012392	5	July 20, 2015
50.	Power	3012377	5	July 20, 2015
51.	PRESTIGE	3012376	5	July 20, 2015
52.	PROCOL PROPINEB 70% WP	3012374	5	July 20, 2015
53.	Progent S.C	3012372	5	July 20, 2015
54.	PROGENT	3012373	5	July 20, 2015
55.	PROUD	3012371	5	July 20, 2015
56.	PushOut	3012370	5	July 20, 2015
57.	SAINIK	3012368	5	July 20, 2015
58.	Samrat Atrazine 50% WP	3012395	5	July 20, 2015
59.	Annadata SetRight	3012390	1	July 20, 2015
60.	Shourya INSECTICIDE	3012389	5	July 20, 2015
61.	THIOPHANATE METHYL 70% WP SIGMA	3012388	5	July 20, 2015
62.	SONA	3012387	5	July 20, 2015
63.	Sona PLUS	3012397	5	July 20, 2015
64.	SPEED	3012398	5	July 20, 2015
65.	STARWIN BIFENTHRIN 10% EC	3012399	5	July 20, 2015
66.	Strepto-AG	3012407	5	July 20, 2015
67.	Strike	3012408	5	July 20, 2015
68.	STUMP	3012409	5	July 20, 2015
69.	SUCKER Metribuzin 70% WP	3012410	5	July 20, 2015
70.	SULFET-G SULPHUR 80% WDG	3012406	5	July 20, 2015
71.	METALAXYL 35% W.S.	3012403	5	July 20, 2015
72.	Thiamex Thiamethoxam 25% WG	3012404	5	July 20, 2015
73.	TREX DIURON 80% WP	3012414	5	July 20, 2015
74.	VIRAT 2, 4-D SODIUM SALT 80%	3012412	5	July 20, 2015
75.	WEEDKILL 2, 4-D AMINE SALT 58% SL	3012411	5	July 20, 2015
76.	Megastin	3012460	5	July 20, 2015
77.	ABHAYA Chelated Feed Mix (DEVICE OF COW)	3017662	31	July 27, 2015
78.	Armor	3017664	5	July 27, 2015
79.	FIXER SULPHUR 55.16% SC Contact Fungicide 55	3017666	5	July 27, 2015
80.	Storm	3017667	5	July 27, 2015
81.	TRIZEB	3017668	5	July 27, 2015
82.	Laurel	3017669	5	July 27, 2015
83.	Jivan N.P.K 00:52:34	3017670	1	July 27, 2015
84.	Jivan N.P.K 20:20:20	3017672	1	July 27, 2015
85.	Jivan N.P.K 19:19:19	3017671	1	July 27, 2015
86.	Mega M-45	3017673	5	July 27, 2015
87.	MEGA NEEM	3017674	5	July 27, 2015
88.	Patriots	3017676	5	July 27, 2015

- b) Our Subsidiary has made applications for the registration of the following trademarks under the Trademarks Act, 1999:

Sr. No.	Description	Application No.	Class	Date of Application
1	Ujwala APURVA (DEVICE OF BRINJAL)	3065043	31	September 28, 2015
2	APURVA SEEDS (WITH DEVICE)	3065044	31	September 28, 2015
3	APURVA SEEDS (WITH DEVICE)	3065045	35	September 28, 2015
4	APURVA SEEDS	3065046	35	September 28, 2015
5	APURVA SEEDS	3065047	31	September 28, 2015
6	APURVA RES-PADDY SAMPADA	3065048	31	September 28, 2015
7	APURVA Pruthvi-2	3065050	31	September 28, 2015
8	APURVA SEEDS Nag-45	3065051	31	September 28, 2015
9	ASMH777	3065053	31	September 28, 2015
10	APU 2222	3065054	31	September 28, 2015
11	Soumya-96 APURVE SEEDS	3065055	31	September 28, 2015

- c) Trademark received by K.P.R. Agrochem Limited:

Sr. No.	Description	RegistrationNo.	Class
1.	AJAY 14-35-14	3012448	1
2.	AJAY 20-20-0	3012445	1

3.	BIGPON	3012355	1
4.	COUNT Difenoconazole 25% E.C. SYSTEMIC FUNGICIDE	3012420	5
5.	CROPVIT	3012366	5
6.	DILUBOR	3012419	1
7.	growgreen	3012353	5
8.	Jivan	3012415	1
9.	KOSMITE	3012344	5
10.	Mefol	3012454	5
11.	MEGAMIX	3012456	1
12.	MEGACHLOR BUTACHLOR 50% EC	3012394	5
13.	Metamil MZ 72WP	3012384	5
14.	MOTOX- 10G	3012458	5
15.	MR.GREEN	3012380	5
16.	Mr.Green	3012382	5
17.	Mr Bon INSECTICIDE	3012393	5
18.	Offender	3012378	5
19.	Prety Fit	3012375	5
20.	QUARIDE	3012369	5
21.	RUDE	3012364	5
22.	SHETHAF VALIDAMYCIN 3% L	3012391	5
23.	Sticky Universal Spreader-sticker Activator	3012400	1
24.	SuperClaim Emamectin Benzoate 5% SG	3012405	5
25.	TOP 4G	3012402	5
26.	TOP SP INSECTICIDE	3012401	5
27.	Two in One	3012413	5
28.	ABHAYA CAL MIX	3017661	31
29.	Cyperfan (WITH DEVICE)	3017665	5
30.	Megamag	3017675	1
31.	SAVE	3017677	5

d) Trademark received by Sai Swarupa Seeds Private Limited:

Sr. No.	Description	Registration No.	Class
1	APURVA SIRI (WITH DEVICE)	3065049	31
2	APURVA KAVYA	3065052	31
3	APURVA TEJA (WITH DEVICE)	3065056	31

Our Company and Subsidiary has obtained necessary consents, licenses, registrations, permissions and approvals from the government and other statutory and regulatory authorities that are required for carrying on our present business activities. In the event, that any of the approvals and licenses that are required for our business operations expire in the ordinary course of business, we apply for their renewal from time to time.

## OTHER REGULATORY AND STATUTORY DISCLOSURES

### Authority for the Issue

The Issue of Equity Shares has been authorised by a resolution of our Board of Directors at its meeting held on November 10, 2017 and by a special resolution of the Shareholders at their meeting held on January 20, 2018 under Section 62 (1)(c) of the Companies Act.

Each of the Selling Shareholders have confirmed, severally, that the Equity Shares proposed to be offered and sold by them in the Offer for Sale are eligible to be offered for sale under Regulation 26(6) of the SEBI ICDR Regulations and are free from any lien, charge, encumbrance or contractual transfer restrictions. The Selling Shareholders have also confirmed that they are the legal and beneficial owners of the Equity Shares being offered under the Offer for Sale. Each Selling Shareholder has severally and not jointly confirmed on its own behalf and not on behalf of any other Selling Shareholder that it has not been prohibited from dealing in securities market.

The Selling Shareholders have consented to transfer their respective portion of the Offered Shares to the Share Escrow Account, pursuant to the Offer for Sale as set out below:

Sr. No.	Name of Selling Shareholder	Authorisation letter dated	Number of shares held as on the date of this Draft Red Herring Prospectus	Number of shares tendered for OFS
1	Vanaja Tetala	January 18, 2018	1,929,060	Upto 1,234,500
2	Naveen Reddy Tetala	January 18, 2018	1,849,200	Upto 1,183,500
3	Venkata Dhana Reddy Karri	January 18, 2018	1,191,660	Upto 763,000
4	Venkata Dhanasekhar Reddy Karri	January 18, 2018	1,191,660	Upto 763,000
5	Mahalakshmi Kovvuri	January 18, 2018	901,380	Upto 577,000
6	Sridevi Kovvuri	January 18, 2018	992,520	Upto 635,000
7	Basivi Reddy Gudimetla	January 18, 2018	1,802,760	Upto 1,154,000
8	Vijaya Bhaskara Reddy Gudimetla	January 18, 2018	1,769,430	Upto 1,132,500
9	Sudhakar Reddy Karri	January 18, 2018	1,101,660	Upto 705,000
10	Adi Reddy Karri	January 18, 2018	1,101,660	Upto 705,000
11	Bhaskara Raghu Rama Reddy Kovvuri	January 18, 2018	1,010,520	Upto 647,000
12	Venkata Lakshmi Sathi	January 18, 2018	667,680	Upto 427,500
13	Rama Reddy Sathi	January 18, 2018	567,540	Upto 363,500
14	Vijaya Reddy Kovvuri	January 18, 2018	2,670,720	Upto 1,709,500
<b>Total</b>				<b>Upto 12,000,000</b>

The Selling Shareholders have, severally and not jointly, specifically confirmed that the Equity Shares, proposed to be offered and sold by each of the Selling Shareholders in the Offer for Sale have been held by such Selling Shareholders for a period of at least one year prior to the filing of this Draft Red Herring Prospectus, and that Equity Shares proposed to be offered and sold by it are free from any lien, charge, encumbrance or contractual transfer restrictions. Each of the Selling Shareholder has also confirmed that it is the legal and beneficial owners of the Equity Shares being offered under the Offer for Sale.

### *In-principle Listing Approvals*

Our Company has received in-principle approvals from BSE and NSE for listing of the Equity Shares pursuant to letters dated [●] and [●], respectively.

### **Prohibition by SEBI and other Government Authorities**

Our Company, our Promoters, our Directors, the members of the Promoter Group, the Group Entities, Subsidiary, the persons in control of our Company and the Selling Shareholders have not been debarred from accessing or operating in capital markets or restrained from buying or selling or dealing in securities under any order or direction passed by SEBI or any other regulatory or government authority.

The companies, with which our Promoters, Directors or persons in control of our Company are or were associated as promoter, directors or persons in control have not been debarred from accessing capital markets under any order or direction passed by SEBI or any other regulatory or government authority.

None of our Directors or the entities that our Directors are associated with are engaged in securities market related business and are registered with SEBI.

## Prohibition by RBI

Our Company, Selling Shareholders, Subsidiary, Directors, CFO, Promoters and the relatives of the promoters (as defined under the Companies Act) and Group Entities have confirmed that they have not been identified as wilful defaulters by the RBI or any other government authority and there are no violations of securities laws committed by them in the past and no prosecution or other proceedings for any such alleged violation is pending against them.

## Eligibility for this Issue

Our Company is eligible for the Issue in accordance with the eligibility criteria provided in Regulation 26(1) of the SEBI ICDR Regulations, and as calculated from the restated consolidated financial information prepared in accordance with the Companies Act and restated in accordance with the SEBI ICDR Regulations:

- our Company has net tangible assets of at least ₹ 30 million in each of the preceding three full years i.e. Fiscal 2017, 2016 and 2015 (of 12 months each) of which not more than 50% are held in monetary assets;
- our Company has a minimum average pre-tax operating profit of ₹ 150 million, during the three most profitable years out of the immediately preceding five years i.e. Fiscal 2017, 2016, 2015, 2014 and 2013;
- our Company has a pre-Issue net worth of at least ₹ 10 million in each of the three preceding full years (i.e. Fiscal 2017, 2016 and 2015);
- the aggregate of the proposed Issue size and all previous issues in the same financial year does not exceed five times the pre-Issue net worth of our Company as per the audited balance sheet of the preceding Fiscal (i.e. FY 2016-2017); and
- Our Company has not changed its name within the last one year in a manner suggesting change in activities.

Our Company's pre-tax operating profit, net worth, net tangible assets and monetary assets derived from the Restated Financial Statements included in this Draft Red Herring Prospectus as at and for the Fiscal 2017, 2016, 2015, 2014 and 2013 are set forth below:

### Standalone basis

	<i>(₹ in million except percentage values)</i>				
<b>Particulars</b>	<b>Fiscal 2017</b>	<b>Fiscal 2016</b>	<b>Fiscal 2015</b>	<b>Fiscal 2014</b>	<b>Fiscal 2013</b>
Pre-Tax Operating Profit (1)	727.73	831.75	836.57	925.97	639.94
Net Worth (2)	1,903.37	1,685.10	1,501.91	1,278.49	1,032.97
Net Tangible assets (3)	2,196.35	1,984.39	1,768.41	1,515.04	1,283.83
Monetary assets (4)	160.15	190.70	189.46	178.65	374.58
Monetary assets as a percentage of the net tangible assets (4/3) (%)	7.29	9.61	10.71	11.79	29.18

### Consolidated basis

	<i>(₹ in million except percentage values)</i>				
<b>Particulars</b>	<b>Fiscal 2017</b>	<b>Fiscal 2016</b>	<b>Fiscal 2015</b>	<b>Fiscal 2014</b>	<b>Fiscal 2013</b>
Pre-Tax Operating Profit (1)	757.51	858.41	858.52	948.75	639.94
Net Worth (2)	1,956.82	1,728.21	1,537.04	1,303.78	1,030.20
Net Tangible assets (3)	2,253.78	2,031.49	1,807.29	1,543.60	1,281.06
Monetary assets (4)	161.71	192.69	191.70	179.76	374.58
Monetary assets as a percentage of the net tangible assets (4/3) (%)	7.18	9.49	10.61	11.65	29.24

Notes:

- (1) *Pre-tax operating profits comprise of profit from operations before finance expenses, other income and exceptional items.*
- (2) *'Net worth' has been defined as the aggregate of the paid up share capital, share premium account, and reserves and surplus (excluding revaluation reserve) as reduced by the aggregate of the miscellaneous expenditure (to the extent not adjusted or written-off) and the debit balance of the profit and loss account.*
- (3) *'Net tangible assets' has been defined as the aggregate of tangible fixed assets, capital work-in progress, non-current investments, long-term and short-term loans and advances, trade receivables, inventories, cash and bank balances, other current and non-current assets (excluding deferred tax assets), long-term and short-term borrowings, trade payables (excluding deferred tax liabilities), long term and short-term provisions and other long-term and current liabilities. It excludes intangible assets as defined in Accounting Standard 26 (AS 26) issued by the Institute of Chartered Accountants of India*
- (4) *Monetary assets comprise of cash on hand, bank balances (including the deposit accounts and interest accrued thereon) and quoted investments.*

In accordance with Regulation 26(4) of the SEBI ICDR Regulations, our Company shall ensure that the number of Allottees under the Issue shall be not less than 1,000, otherwise, the entire application money will be refunded forthwith.

Pursuant to Rule 19(2)(b)(i) of the SCRR, the Issue is being made for at least 25% of the post-Issue paid-up Equity Share capital of our Company. The Issue is being made through a Book Building Process in accordance with the provisions of Regulation 26(1) of the SEBI ICDR Regulations, wherein upto 25% of the Net Issue shall be allotted on a proportionate basis to QIBs. Our Company and the Selling Shareholders, in consultation with the BRLM may allocate up to 60% of the QIB Portion to Anchor Investors at the Anchor Investor Issue Price, on a discretionary basis, out of which at least one-third will be available for allocation to domestic Mutual Funds subject to valid bids being received at or above the Anchor Investor Issue Price. Such number of Equity Shares representing 5% of the QIB Portion (excluding Anchor Investor Portion) shall be available for allocation on a proportionate basis to Mutual Funds only, and the remaining QIB Portion shall be available for allocation on a proportionate basis to all QIBs, including Mutual Funds, subject to valid Bids being received at or above Issue Price. Further, not less than 35% of the Net Issue shall be available for allocation on a proportionate basis to Non Institutional Investors and not less than 40% of the Net Issue shall be available for allocation to Retail Individual Bidders, subject to valid Bids being received from them at or above the Issue Price, subject to availability of Equity Shares, each Retail Individual Bidders shall be Allotted not less than the minimum Bid Lot, and the remaining Equity Shares, if available, shall be allotted to all Retail Individual Bidders on a proportionate basis. For further details, please refer to the chapter "*Issue Procedure*" on page 504 of this Draft Red Herring Prospectus.

Our Company is in compliance with conditions specified in Regulation 4(2) of the SEBI ICDR Regulations to the extent applicable.

#### **DISCLAIMER CLAUSE OF SEBI**

**AS REQUIRED, A COPY OF THE DRAFT RED HERRING PROSPECTUS HAS BEEN SUBMITTED TO SEBI. IT IS TO BE DISTINCTLY UNDERSTOOD THAT SUBMISSION OF THE DRAFT RED HERRING PROSPECTUS TO SEBI SHOULD NOT, IN ANY WAY, BE DEEMED OR CONSTRUED TO MEAN THAT THE SAME HAS BEEN CLEARED OR APPROVED BY SEBI. SEBI DOES NOT TAKE ANY RESPONSIBILITY EITHER FOR THE FINANCIAL SOUNDNESS OF ANY SCHEME OR THE PROJECT FOR WHICH THIS ISSUE IS PROPOSED TO BE MADE OR FOR THE CORRECTNESS OF THE STATEMENTS MADE OR OPINIONS EXPRESSED IN THE DRAFT RED HERRING PROSPECTUS. THE BOOK RUNNING LEAD MANAGER, PL CAPITAL MARKETS PRIVATE LIMITED HAS CERTIFIED THAT THE DISCLOSURES MADE IN THE DRAFT RED HERRING PROSPECTUS ARE GENERALLY ADEQUATE AND ARE IN CONFORMITY WITH THE SEBI (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2009, AS FOR THE TIME BEING IN FORCE. THIS REQUIREMENT IS TO FACILITATE INVESTORS TO TAKE AN INFORMED DECISION FOR MAKING AN INVESTMENT IN THE PROPOSED ISSUE.**

**IT SHOULD ALSO BE CLEARLY UNDERSTOOD THAT WHILE THE COMPANY IS PRIMARILY RESPONSIBLE FOR THE CORRECTNESS, ADEQUACY AND DISCLOSURE OF ALL RELEVANT INFORMATION IN THE DRAFT RED HERRING PROSPECTUS, THE BOOK RUNNING LEAD MANAGER, PL CAPITAL MARKETS 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 BOOK RUNNING LEAD**

MANAGER, PL CAPITAL MARKETS PRIVATE LIMITED HAS FURNISHED TO SEBI A DUE DILIGENCE CERTIFICATE DATED MARCH 23, 2018, WHICH READS AS FOLLOWS:

WE, THE UNDER NOTED BOOK RUNNING 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, TAX PROCEEDINGS, ETC. AND OTHER MATERIAL IN CONNECTION WITH THE FINALISATION OF THE THE DRAFT RED HERRING PROSPECTUS DATED MARCH 23, 2018 (“DRHP”) PERTAINING TO THE SAID ISSUE;
2. ON THE BASIS OF SUCH EXAMINATION AND THE DISCUSSIONS WITH THE COMPANY, ITS DIRECTORS AND OTHER OFFICERS, OTHER AGENCIES, 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 DRHP FILED WITH SEBI IS IN CONFORMITY WITH THE DOCUMENTS, MATERIALS AND PAPERS RELEVANT TO THE ISSUE;
  - B. ALL THE LEGAL REQUIREMENTS RELATING TO THE ISSUE AS ALSO THE REGULATIONS, GUIDELINES, INSTRUCTIONS, ETC. FRAMED/ ISSUED BY SEBI, THE CENTRAL GOVERNMENT AND ANY OTHER COMPETENT AUTHORITY IN THIS BEHALF HAVE BEEN DULY COMPLIED WITH; AND
  - C. THE DISCLOSURES MADE IN THE DRHP ARE TRUE, FAIR AND ADEQUATE TO ENABLE THE INVESTORS TO MAKE A WELL INFORMED DECISION AS TO THE INVESTMENT IN THE PROPOSED ISSUE AND SUCH DISCLOSURES ARE IN ACCORDANCE WITH THE REQUIREMENTS OF THE COMPANIES ACT, 1956, THE 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 DRHP ARE ALSO REGISTERED WITH SEBI AND THAT TILL DATE SUCH REGISTRATIONS ARE VALID – NOTED FOR COMPLIANCE
4. WE HAVE SATISFIED OURSELVES ABOUT THE CAPABILITY OF THE UNDERWRITERS TO FULFILL THEIR UNDERWRITING COMMITMENTS. - NOTED FOR COMPLIANCE
5. WE CERTIFY THAT WRITTEN CONSENT FROM THE PROMOTERS HAS BEEN OBTAINED FOR INCLUSION OF THEIR SPECIFIED SECURITIES AS PART OF THE PROMOTERS’ CONTRIBUTION SUBJECT TO LOCK-IN AND THE SPECIFIED SECURITIES PROPOSED TO FORM PART OF THE PROMOTERS’ CONTRIBUTION SUBJECT TO LOCK-IN, SHALL NOT BE DISPOSED/SOLD/TRANSFERRED BY THE PROMOTERS DURING THE PERIOD STARTING FROM THE DATE OF FILING THE DRHP WITH SEBI TILL THE DATE OF COMMENCEMENT OF LOCK-IN PERIOD AS STATED IN THE DRHP.
6. WE CERTIFY THAT REGULATION 33 OF THE SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS 2009, WHICH RELATES TO SPECIFIED SECURITIES INELIGIBLE FOR COMPUTATION OF PROMOTERS CONTRIBUTION, HAS BEEN DULY COMPLIED WITH AND APPROPRIATE DISCLOSURES AS TO THE COMPLIANCE WITH THE SAID REGULATION HAVE BEEN MADE IN THE DRHP.
7. WE UNDERTAKE THAT SUB-REGULATION (4) OF REGULATION 32 AND CLAUSE (C) AND (D) OF SUB-REGULATION (2) OF REGULATION 8 OF THE SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS 2009 SHALL BE COMPLIED WITH. WE CONFIRM THAT ARRANGEMENTS HAVE BEEN MADE TO ENSURE THAT PROMOTERS’ CONTRIBUTION SHALL BE RECEIVED AT LEAST ONE DAY BEFORE THE OPENING OF THE ISSUE. WE UNDERTAKE THAT AUDITORS’ CERTIFICATE TO THIS EFFECT SHALL BE DULY SUBMITTED TO SEBI. WE FURTHER

CONFIRM THAT ARRANGEMENTS HAVE BEEN MADE TO ENSURE THAT PROMOTERS' CONTRIBUTION SHALL BE KEPT IN AN ESCROW ACCOUNT WITH A SCHEDULED COMMERCIAL BANK AND SHALL BE RELEASED TO THE COMPANY ALONG WITH THE PROCEEDS OF THE PUBLIC ISSUE – NOT APPLICABLE.

8. WE CERTIFY THAT THE PROPOSED ACTIVITIES OF THE COMPANY FOR WHICH THE FUNDS ARE BEING RAISED IN THE PRESENT ISSUE FALL WITHIN THE 'MAIN OBJECTS' LISTED IN THE OBJECT CLAUSE OF THE MEMORANDUM OF ASSOCIATION 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 WITH
9. WE CONFIRM THAT THE NECESSARY ARRANGEMENTS WILL BE MADE TO ENSURE THAT THE MONEYS RECEIVED PURSUANT TO THIS 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 THE STOCK EXCHANGES MENTIONED IN THE DRHP. WE FURTHER CONFIRM THAT THE AGREEMENT TO BE 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 DRHP THAT THE INVESTORS SHALL BE GIVEN AN OPTION TO GET THE SHARES IN DEMAT OR PHYSICAL MODE. – NOT APPLICABLE. UNDER SECTION 29 OF THE COMPANIES ACT, 2013, EQUITY SHARES IN THE ISSUE HAVE TO BE ISSUED IN DEMATERIALIZED 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 THE 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 DRHP:
  - A. AN UNDERTAKING FROM THE COMPANY THAT AT ANY GIVEN TIME THERE SHALL BE ONLY ONE DENOMINATION FOR THE EQUITY SHARES OF THE COMPANY; AND
  - B. AN UNDERTAKING FROM THE COMPANY THAT IT SHALL COMPLY WITH SUCH DISCLOSURE AND ACCOUNTING NORMS AS SPECIFIED BY SEBI FROM TIME TO TIME.
13. WE UNDERTAKE TO COMPLY WITH THE REGULATIONS PERTAINING TO ADVERTISEMENT IN TERMS OF THE SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS 2009 WHILE MAKING THE ISSUE. NOTED FOR COMPLIANCE.
14. WE ENCLOSE A NOTE EXPLAINING HOW THE PROCESS OF DUE DILIGENCE HAS BEEN EXERCISED BY US IN VIEW OF THE NATURE OF CURRENT BUSINESS BACKGROUND OF THE ISSUER, SITUATION AT WHICH THE PROPOSED BUSINESS STANDS, THE RISK FACTORS, PROMOTER'S EXPERIENCE, ETC..
15. WE ENCLOSE A CHECKLIST CONFIRMING REGULATION-WISE COMPLIANCE WITH THE APPLICABLE PROVISIONS OF THE SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS 2009, CONTAINING DETAILS SUCH AS THE REGULATION NUMBER, ITS TEXT, THE STATUS OF COMPLIANCE, PAGE NUMBER OF THE DRHP WHERE THE REGULATION HAS BEEN COMPLIED WITH AND OUR COMMENTS, IF ANY.
16. WE ENCLOSE A STATEMENT ON 'PRICE INFORMATION OF PAST ISSUES HANDLED BY MERCHANT BANKERS (WHO ARE RESPONSIBLE FOR PRICING THIS ISSUE)', AS PER FORMAT SPECIFIED BY SEBI.



**17. WE CERTIFY THAT THE PROFITS FROM RELATED PARTY TRANSACTIONS HAVE ARISEN FROM LEGITIMATE BUSINESS TRANSACTIONS. - COMPLIED WITH TO THE EXTENT OF THE RELATED PARTY TRANSACTION REPORTED IN ACCORDANCE WITH ACCOUNTING STANDARD-18 AS DISCLOSED IN SECTION TITLED “FINANCIAL STATEMENTS” INCLUDED IN THE DRHP.**

**18. WE CERTIFY THAT THE ENTITY IS ELIGIBLE UNDER 106Y(1) (A) OR (B) (AS THE CASE MAY BE) TO LIST ON THE INSTITUTIONAL TRADING PLATFORM, UNDER CHAPTER XC OF THESE REGULATIONS. (IF APPLICABLE)– NOT APPLICABLE.**

The filing of this Draft Red Herring Prospectus does not, however, absolve our Company from any liabilities under Section 34 or Section 36 of the Companies Act, 2013 or from the requirement of obtaining such statutory or other clearances as may be required for the purpose of the Issue. SEBI further reserves the right to take up, at any point of time, with the BRLM any irregularities or lapses in this Draft Red Herring Prospectus.

All legal requirements pertaining to the Issue will be complied with at the time of filing of the Red Herring Prospectus with the RoC in terms of Section 32 of the Companies Act, 2013. All legal requirements pertaining to the Issue will be complied with at the time of registration of the Prospectus with the RoC in terms of Sections 26 and 30 of the Companies Act, 2013.

**Price Information of past issues handled by the BRLM**

**Summary statement of price information of past issues handled by PL Capital Markets Private Limited**

Sr. No.	Issue Name	Issue Size (₹Cr.)	Issue Price (₹)	Listing Date	Opening price on listing date (₹)	% change in Closing price, (% change in Benchmark index) as on 30th calendar day from listing	% change in Closing price, (% change in Benchmark index) as on 90th calendar day from listing	% change in Closing price, (% change in Benchmark index) as on 180th calendar day from listing
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NIL

**Track Record of past issues handled by BRLM**

For details regarding the track record of the BRLM to the Issue as specified in Circular reference CIR/MIRSD/1/2012 dated January 10, 2012 issued by the SEBI, please refer to the website of the BRLM at [www.plindia.com](http://www.plindia.com).

Financial Year	Total No. of IPOs	Total Funds Raised (₹Cr.)	Nos. of IPOs trading at discount as on 30th calendar day from listing date			Nos. of IPOs trading at premium as on 30th calendar day from listing date			Nos. of IPOs trading at discount as on 180th calendar day from listing date			Nos. of IPOs trading at premium as on 180th 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%
2015 – 16	-	-	-	-	-	-	-	-	-	-	-	-	-	-
2016 – 17	-	-	-	-	-	-	-	-	-	-	-	-	-	-
April 1, 2017 – March 23, 2018	-	-	-	-	-	-	-	-	-	-	-	-	-	-

**Disclaimer from our Company, the Selling Shareholders, our Directors and the Book Running Lead Manager**

Our Company, our Directors, the Selling Shareholders and the Book Running Lead Manager accept no responsibility for statements made otherwise than in this Draft Red Herring Prospectus or in the advertisements or any other material issued by or at instance of the abovementioned entities and anyone placing reliance on any other source of information, including our website, [www.kpragrochem.com](http://www.kpragrochem.com) would be doing so at his or her own risk. Each Selling Shareholder assumes responsibility severally only for statements and undertakings in this Draft Red Herring Prospectus specifically in relation to itself as a Selling Shareholder and the Equity Shares being offered by it through the Offer for Sale. The Selling Shareholders do not assume any responsibility for any other

statement in this Draft Red Herring Prospectus, including without limitation, any and all of the statements made by or relating to our Company or its business.

Investors/Bidders that apply in the Issue will be required to confirm and will be deemed to have represented to our Company, the Selling Shareholders, the Underwriters and the Book Running Lead Manager 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, the Selling Shareholders, the Underwriters and the Book Running 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.

The Book Running Lead Manager accept no responsibility, save to the limited extent as provided in the Issue Agreement entered into between the Book Running Lead Manager, our Company and the Selling Shareholders and the Underwriting Agreement to be entered into between the Underwriters, our Company and the Selling Shareholders.

Our Company, the Selling Shareholders and the Book Running 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 salesreports or at bidding centres or elsewhere.

### **Caution**

None among our Company, the Selling Shareholders or any member of the Syndicate is liable for any failure in downloading the Bids due to faults in any software/hardware system or otherwise.

The Book Running Lead Manager and their associates and affiliates may engage in transactions with, and perform services for, our Company, the Selling Shareholders and their respective group companies, affiliates or associates or third parties in the ordinary course of business and have engaged, or may in the future engage, in commercial banking and investment banking transactions with our Company, the Selling Shareholders and their respective group companies, affiliates or associates or third parties, for which they have received, and may in the future receive, compensation.

### **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 competent to contract under the Indian Contract Act, 1872, HUFs, companies, corporate bodies and societies registered under the applicable laws in India and authorised to invest in shares, Indian Mutual Funds registered with SEBI, VCFs, AIFs, FVCIs, Indian financial institutions, commercial banks, regional rural banks, co-operative banks (subject to RBI permission), or trusts under applicable trust law and who are authorised under their constitution to hold and invest in shares, insurance companies registered with the IRDAI, permitted provident funds and pension funds, insurance funds set up and managed by the army, navy or air force of the Union of India and insurance funds set up and managed by the Department of Posts, India) and to FIIs, Eligible NRIs, FPIs and other eligible foreign investors (viz. bilateral and multilateral development financial institution). This Draft Red Herring Prospectus does not, however, constitute an invitation to subscribe to shares offered hereby in any jurisdiction other than India to any person to whom it is unlawful to make an offer or invitation in such jurisdiction. Any person into whose possession this Draft Red Herring Prospectus comes is required to inform himself or herself about, and to observe, any such restrictions. Any dispute arising out of the Offer will be subject to the jurisdiction of appropriate court(s) in Hyderabad only.

No action has been or will be taken to permit a public offering in any jurisdiction where action would be required for that purpose, except that the Draft Red Herring Prospectus has been filed with SEBI for its observations and Stock Exchanges. Accordingly, the Equity Shares, offered in the Issue may not be offered or sold, directly or indirectly, and this Draft Red Herring Prospectus may not be distributed, in any jurisdiction, except in accordance with the legal requirements applicable in such jurisdiction.

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

**The Equity Shares offered in the Issue have not been and will not be registered under the U.S. Securities Act, 1933 (“U.S. Securities Act”) or any state securities laws in the United States, and unless so registered**

**may not be offered or sold within the United States, except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the U.S. Securities Act and applicable state securities laws. Accordingly, such Equity Shares are being offered and sold only outside of the United States in reliance on Regulation S under the U.S. Securities Act and the applicable laws of the jurisdiction where those offers and sales occur.**

Bidders are advised to ensure that any single bid from them does not exceed the investment limits or maximum number of Equity Shares that can be held by them under applicable law.

Neither the delivery of this Draft Red Herring Prospectus nor any sale hereunder shall, under any circumstances, create any implication that there has been no change in the affairs of our Company from the date hereof or that the information contained herein is correct as of any time subsequent to this date.

#### **Disclaimer Clause of the BSE**

As required, a copy of this Draft Red Herring Prospectus shall be submitted to the BSE. The disclaimer clause as intimated by the BSE to us, shall be included in the Red Herring Prospectus prior to filing with the RoC.

#### **Disclaimer Clause of the NSE**

As required, a copy of this Draft Red Herring Prospectus shall be submitted to the NSE. The disclaimer clause as intimated by the NSE to us, shall be included in the Red Herring Prospectus prior to filing with the RoC.

#### **Filing**

A copy of this Draft Red Herring Prospectus has been filed with SEBI at SEBI Southern Regional Office, Overseas Towers, 7th Floor, 756-L, Anna Salai, Chennai – 600 002, Tamil Nadu, India and shall be simultaneously filed online through SEBI Intermediary Portal at <https://siportal.sebi.gov.in>.

A copy of the Red Herring Prospectus, along with the documents required to be filed, will be delivered for registration to the RoC in accordance with Section 32 of the Companies Act, 2013, and a copy of the Prospectus required to be filed under Section 26 of the Companies Act, 2013 will be delivered for registration to the RoC at Office of the Registrar of Companies, 2nd Floor, Corporate Bhawan, GSI Post, Tatti Annaram Nagole, Bandlaguda, Hyderabad – 500 195, India.

#### **Listing**

The Equity Shares issued through the Red Herring Prospectus are proposed to be listed on BSE and NSE. Applications will be made to the BSE and the NSE for permission to list the Equity Shares and for an official quotation of the Equity Shares of our Company. [●] shall be the Designated Stock Exchange.

If the permissions to deal in and for an official quotation of the Equity Shares are not granted by any of the Stock Exchanges mentioned above, our Company and the Selling Shareholder shall forthwith repay, without interest, all moneys received from the Bidders / Applicants in pursuance of the Red Herring Prospectus. Our Company shall ensure that all steps for the completion of the necessary formalities for listing and commencement of trading at all Stock Exchanges mentioned above are taken within 6 Working Days of the Bid/Issue Closing Date. Further, the Selling Shareholders confirm that they shall provide assistance to our Company and, the BRLM, as may be reasonably required and necessary, 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 within 6 Working Days of the Bid/Issue Closing Date.

#### **Impersonation**

Attention of the Bidders 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.”

The liability prescribed under Section 447 of the Companies Act, 2013 includes imprisonment for a term of not less than six months extending up to 10 years (provided that where the fraud involves public interest, such term shall not be less than three years) and fine of an amount not less than the amount involved in the fraud, extending up to three times of such amount.

### **Consents**

Consents in writing of: (a) Each of the Selling Shareholders; our Directors; our Company Secretary and Compliance Officer; the Legal Counsel to the Issue, bankers/ lenders to our Company; (b) ICRA Limited, in relation to their report “*Indian Fertiliser and Agri – Input Sector: January 2018*” dated February 22, 2018; and (c) BRLM; Escrow Collection Bank(s)\*; Refund Bank(s)\*; Syndicate Members\*; BRLM; Monitoring Agency\*; the Registrar and the Share Escrow Agent\* to act in their respective capacities, have been obtained and will be filed along with a copy of the Red Herring Prospectus with the RoC and such consents have not been withdrawn up to the time of delivery of the Red Herring Prospectus for registration with the RoC.

\*The aforesaid will be appointed prior to filing of the Red Herring Prospectus with RoC and their consents as above would be obtained prior to the filing of the Red Herring Prospectus with RoC.

We have received written consent dated February 20, 2018 from our Statutory Auditor, M/s MM REDDY & Co., Chartered Accountants, to include their name as required under section 26(1)(a)(v) of the Companies Act in this Draft Red Herring Prospectus and as “expert” as defined under section 2(38) and Section 26 (5) of the Companies Act, in respect of the report on restated standalone and consolidated financial information and the statement of tax benefits each dated February 20, 2018, respectively included in this Draft Red Herring Prospectus and such consent have not been withdrawn as on the date of this Draft Red Herring Prospectus.

### **Expert to the Issue**

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

Our Company has received written consent on February 20, 2018 from the Statutory Auditor namely, M/s. MM REDDY & Co., Chartered Accountants to include their name as required under Section 26 of the Companies Act, 2013 in this Draft Red Herring Prospectus and as “expert” as defined under section 2(38) of the Companies Act, 2013 in respect of the reports on restated standalone and consolidated financial informations and the statement of tax benefits each dated February 20, 2018, respectively included in this Draft Red Herring Prospectus and such consent has not been withdrawn as on the date of this Draft Red Herring Prospectus. However, the term “expert” shall not be construed to mean an “expert” as defined under the U.S. Securities Act.

### **Issue Expenses**

The total expenses of the Issue are estimated to be approximately ₹ [●] million. The expenses of this Issue include, among others, underwriting and management fees, selling commissions, printing and distribution expenses, legal fees, processing fee to the SCSBs for processing ASBA Bid cum Application Forms procured by the Syndicate Members and submitted to the SCSBs and Registrar to the Issue, statutory advertisement expenses, registrar and depository fees and listing fees. For further details of Issue expenses, please refer to the chapter titled “*Objects of the Issue*” on page 86 of this Draft Red Herring Prospectus.

Any payments by our Company in relation to the Issue on behalf of the Selling Shareholders shall be reimbursed by the Selling Shareholders to our Company on a pro-rata basis in proportion to the Equity Shares being offered for sale by the Selling Shareholders in the Issue.

### **Fees Payable to the Syndicate Members**

The total fees payable to the Syndicate (including underwriting commission and selling commission and reimbursement of their out-of-pocket expense) will be as per the Issue Agreement dated March 15, 2018, Syndicate agreement and the Underwriting Agreement, copies of which shall be available for inspection at our Registered Office, from 10.00 am to 5.00 p.m. on Working Days from the date of filing the Red Herring Prospectus until the Bid/Issue Closing Date. For details, see “*Objects of the Issue*” on page 86 of this Draft Red Herring Prospectus.

### **Commission payable to SCSBs and Registered Brokers**

For details of the commission payable to the SCSBs and Registered Brokers, please refer to the chapter titled “*Objects of the Issue*” on page 86 of this Draft Red Herring Prospectus.

### **Fees Payable to the Registrar to the Issue**

The fees payable to the Registrar to the Issue, including fees for processing of Bid cum Application Forms, data entry, printing of Allotment Advice, refund order, preparation of refund data on magnetic tape and printing of bulk mailing register, will be as per the agreement dated February 23, 2018 signed among our Company, the Selling Shareholders and the Registrar to the Issue, a copy of which shall be made available for inspection at our Registered Office on Working Days.

### **Previous Rights and Public Issues during the Last Five Years**

There have been no public issues undertaken by our Company during the five years preceding the date of this Draft Red Herring Prospectus. Further, other than as disclosed in the chapter titled “*Capital Structure*” on page 68 of this Draft Red Herring Prospectus, our Company has not undertaken any previous rights issue.

### **Previous Issues of Shares otherwise than for Cash**

Except as disclosed in the chapter titled “*Capital Structure*” on page 68 of this Draft Red Herring Prospectus, our Company has not issued any securities for consideration other than cash.

### **Underwriting commission, brokerage and selling commission on previous issues**

Since this is the initial public offering of the Equity Shares, no sum has been paid or is payable as commission or brokerage for subscribing to or procuring for, or agreeing to procure subscription for any of the Equity Shares of our Company since inception.

### **Previous capital issue in the preceding three years by listed group companies, subsidiaries and associates of our Company**

Our Subsidiary is not listed on any Stock Exchange. Further, none of our Group Entities are listed on any stock exchange in India or overseas as on the date of this Draft Red Herring Prospectus.

### **Promise versus Performance – Previous Issues of our Company**

Our Company has not undertaken any public issue in the 10 years immediately preceding the date of this Draft Red Herring Prospectus.

### **Performance vis- à-vis Objects: last Issue of group companies/subsidiaries / associate companies**

None of our Group Entities/ Subsidiary have made any public issue in the 10 years immediately preceding the date of this Draft Red Herring Prospectus.

### **Outstanding debentures or bond issues or redeemable preference shares**

Our Company has no outstanding debentures or bonds or redeemable preference shares as of the date of this Draft Red Herring Prospectus.

### **Partly Paid-Up Shares**

As on the date of this Draft Red Herring Prospectus, there are no partly paid up Equity Shares of our Company.

### **Stock Market Data for our Equity Shares of our Company**

This being an initial public offering of our Company, the Equity Shares of our Company are not listed on any stock exchange as on the date of this Draft Red Herring Prospectus, and accordingly, no stock market data is available for the Equity Shares.

### **Mechanism for redressal of investor grievances**

The agreement dated February 23, 2018 between the Registrar to the Issue, the Selling Shareholders and our Company provides for retention of records with the Registrar to the Issue for a period of at least three year from the last date of dispatch of the letters of Allotment, demat credit and refund orders to enable the investors to approach the Registrar to the Issue for redressal of their grievances.

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

Further, the Bidder shall also enclose a copy of the Acknowledgment Slip received from the Designated Intermediaries in addition to the information mentioned hereinabove.

Anchor Investors are required to address all grievances in relation to the Offer to the BRLM.

The Registrar to the Issue shall obtain the required information from the SCSBs for addressing any clarifications or grievances of ASBA Bidders. Our Company, the BRLM and the Registrar to the Issue accept no responsibility for errors, omissions, commission or any acts of SCSBs including any defaults in complying with its obligations under applicable SEBI ICDR Regulations. Investors can contact the Compliance Officer or the Registrar to the Issue in case of any pre-Offer or post-issue related problems such as non-receipt of letters of Allotment, non-credit of Allotted Equity Shares in the respective beneficiary account, non-receipt of refund intimations and non- receipt of funds by electronic mode.

### **Disposal of Investor Grievances by our Company**

We estimate that the average time required by our Company or the Registrar to the Issue or the relevant designated intermediary, for the redressal of routine investor grievances shall be 10 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.

Our Company has appointed a Stakeholders' Relationship Committee comprising of Ms. Madhavi Vakalaas the chairman and Venkata Mukunda Reddy Karri and Rajasekhar Reddy Kovvurias members. For details, please refer to the chapter titled "*Our Management - Committees of the Board- Stakeholder Relationship Committee*" on page 191 of this Draft Red Herring Prospectus.

Our Company has appointed Narayana Rao Poluri, Company Secretary of our Company as Compliance Officer for the Issue and he may be contacted in case of any pre- Issue or post- Issue related problems at the following address:

**K.P.R Agrochem Limited**  
Door No. 8 – 256  
Tata Nagar, Balabhadrapuram  
East Godavari – 533 343  
Andhra Pradesh, India  
**Telephone:** +91 8857 237 367/236 767  
**Fax:** +91 8857 237 333  
**E-mail:** ipo@kprgroup.net

### **Disposal of investor grievances by listed companies under same management as our Company**

There is no listed company under the same management as our Company.

### **Changes in Auditors during the last three financial years and reasons thereof**

Pursuant to the resolution passed at the annual general meeting held on September 24, 2016, M/s. MM REDDY & Co., Chartered Accountants was appointed as the Auditors of our Company having peer review certification issued by the ICAI. Prior to that, M/s. Tukaram & Co., Chartered Accountants was the auditors of our Company

from August 14, 2015 to September 23, 2016 and M/s. Kumar & Giri, Chartered Accountants was the auditors of our Company since September 28, 2009.

**Capitalisation of Reserves or Profits**

Our Company has not revalued its assets since inception and has not issued any Equity Shares by capitalizing any revaluation reserves.

**Revaluation of Assets**

Our Company has not re-valued its assets since incorporation.

## SECTION VIII – ISSUE RELATED INFORMATION

### TERMS OF THE ISSUE

The Equity Shares being issued and transferred pursuant to this Issue are subject to the provisions of the Companies Act, the SEBI ICDR Regulations, SCRA, SCRR, the SEBI Listing Regulations, the Memorandum of Association and Articles of Association of our Company, the abridged prospectus, the terms of the Red Herring Prospectus, the Prospectus, Bid-cum-Application Form, the Revision Form, the CAN, the Allotment Advice and other terms and conditions as may be incorporated in the Allotment Advice, 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, Government of India, Stock Exchanges, ROC, RBI and / or other authorities, as in force on the date of the Issue and to the extent applicable.

#### Ranking of Equity Shares

The Equity Shares being issued and transferred shall be subject to the provisions of the Companies Act, Memorandum and Articles of Association, and shall rank pari passu in all respects with the other existing shares of our Company including in respect of the rights to receive dividends, if any. The Allottees of the Equity Shares in the Issue shall be entitled to dividends and other corporate benefits, if any, declared by our Company after the date of Allotment. For further details, see the section titled “*Main Provisions of the Articles of Association*” on page 556 of this Draft Red Herring Prospectus.

#### Mode of payment of dividend

Our Company shall pay dividends, if declared, to the shareholders of our Company in accordance with the Dividend policy of our Company, provisions of the Companies Act, the Memorandum of Association and Articles of Association and the SEBI Listing Regulations. The declaration and payment of dividends will be recommended by our Board of Directors and our shareholders, in their discretion, and will depend on a number of factors, including but not limited to our earnings, capital requirements and overall financial condition. For further details, see the chapter titled “*Dividend Policy*” on page 222 and section titled “*Main provisions of the Articles of Association*” on page 556 respectively, of this Draft Red Herring Prospectus.

#### Face Value and Issue Price

The face value of each Equity Share is ₹ 10. The Issue Price of Equity Shares is ₹ [●] per Equity Share. The Anchor Investor Issue Price is ₹ [●] per Equity Share. The Issue Price shall be determined by our Company and the Selling Shareholders in consultation with the BRLM.

At any given point of time there shall be only one denomination of Equity Shares, subject to applicable law.

The Price Band, the minimum bid lot and the discount, if any, to the Retail Individual Bidders and Eligible Employees, will be decided by our Company in consultation with the BRLM. The Price Band, the minimum bid lot and discount, if any, to the Retail Individual Bidders and Eligible Employees, will be published by our Company at least five Working Days prior to the Bid/Issue Opening Date, in [●] edition of [●] (a widely circulated English national newspaper), in [●] edition of [●] (a widely circulated Hindi national newspaper) and [●] edition of [●] (a widely circulated Telugu newspaper, Telugu being the regional language in the place where our Registered Office is located), and shall be made available to the Stock Exchanges for the purpose of uploading on their websites. The Price Band, along with the relevant financial ratios calculated at the floor Price and at the Cap Price shall be pre-filled in the Bid-cum-Application Form available at the website of the Stock Exchanges.

#### Compliance with SEBI rules and regulations

Our Company shall comply with the applicable disclosure and accounting norms as specified by SEBI from time to time.

#### Rights of the Equity Shareholder

Subject to the applicable laws, rules, regulations and guidelines and the Articles of Association of our Company, the equity shareholders of our Company shall have the following rights:

- the right to receive dividend, if declared;
- the right to attend general meetings and exercise voting powers, unless prohibited by law;



- the right to vote on a poll either in person or by proxy;
- the right to receive offers for rights shares and be allotted bonus shares, if announced;
- the right to receive surplus on liquidation subject to any statutory and other preferential claims being satisfied;
- the right of free transferability of Equity Shares, subject to applicable law, including RBI rules and regulations, if any; and
- such other rights, as may be available to a shareholder of a listed public company under the Companies Act, the terms of the SEBI Listing Regulations, and the Memorandum of Association and Articles of Association of our Company.

For a detailed description of the main provisions of the Articles of Association such as those dealing with voting rights, dividend, forfeiture and lien, transfer and transmission and / or consolidation / splitting, please refer to the section titled “*Main Provisions of the Articles of Association*” on page 556 of this Draft Red Herring Prospectus.

### **Market Lot and Trading Lot**

Pursuant to Section 29 of the Companies Act, 2013, the Equity Shares shall be Allotted only in dematerialised form. As per the SEBI ICDR Regulations, the trading of the Equity Shares shall only be in dematerialised form. In this context, two agreements have been signed amongst our Company, the respective Depositories and the Registrar to the Issue:

- Agreement dated September 21, 2015 among CDSL, our Company and the Registrar to the Issue; and
- Agreement dated October 19, 2012 among NSDL, our Company and the Registrar to the Issue

Since trading of the Equity Shares is in dematerialized mode, the tradable lot is one Equity Share. Allocation and allotment of Equity Shares through the Issue will be done only in electronic form, in multiple of one Equity Share, subject to a minimum allotment of [●] Equity Shares. For details of allocation and allotment, please refer to the chapter titled “*Issue Procedure*” on page 504 of this Draft Red Herring Prospectus.

### **Joint Holders**

Subject to our Articles, 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.

### **Jurisdiction**

Exclusive jurisdiction for the purpose of the Issue is with the competent courts/authorities at Hyderabad, India.

The Equity Shares have not been and will not be registered under the United States Securities Act of 1933, as amended (the “**U.S. Securities Act**”) or any state securities laws in the United States, and unless so registered, and may not be offered or sold within the United States, except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the U.S. Securities Act and in accordance with any applicable U.S. state securities laws. The Equity Shares are being offered and sold outside the United States in offshore transactions in reliance on Regulation S and the applicable laws of each jurisdiction where such offers and sales are made.

### **Nomination Facility to the Investor**

In accordance with Section 72 of the Companies Act, 2013 read with Companies (Share Capital and Debentures) Rules, 2014, the sole or First Bidder, along with other joint Bidder, may nominate any one person in whom, in the event of the death of sole bidder or in case of joint Bidders, death of all the Bidders, as the case may be, the Equity Shares allotted, if any, shall vest. A person, being a nominee, entitled to the Equity Shares by reason of the death of the original holder(s), shall in accordance with Section 72 of the Companies Act, be entitled to the same advantages to which he or she would be entitled if he or she were the registered holder of the Equity Share(s). Where the nominee is a minor, the holder(s) may make a nomination to appoint, in the prescribed manner, any person to become entitled to equity share(s) in the event of his or her death during the minority. A nomination shall stand rescinded upon a sale/ transfer/ alienation of equity share(s) by the person nominating. A buyer will be entitled to make a fresh nomination in the manner prescribed. Fresh nomination can be made only on the prescribed form available on request at our Company’s Registered Office or to the Registrar and transfer agent 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:

1. to register himself or herself as the holder of the Equity Shares; or
2. 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 monies payable in respect of the Equity Shares, if any, 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 register a separate nomination with our Company. Nominations registered with respective depository participant of the applicant would prevail. If the investors require changing the nomination, they are requested to inform their respective depository participant.

### **Bidding Period**

Bidders may submit their Bids only during the Bidding Period. The Bid/Issue Opening Date is [●] and the Bid/Issue Closing Date is [●]. Our Company and the Selling Shareholders, in consultation with the BRLM, may consider closing the Bid/Issue Period for QIBs one Working Day prior to the Bid/Issue Closing Date in accordance with SEBI ICDR Regulations

### **Minimum Subscription**

In the event our Company does not receive (i) a minimum subscription of 90% of the Fresh Issue, and (ii) a subscription in the Fresh Issue equivalent to minimum number of securities as specified in Rule 19(2)(b)(i) of the SCRR, including through devolvement of the Underwriters, as applicable, our Company shall forthwith refund the entire subscription amount received no later than 15 days from the Bid/Issue Closing Date, failing which, the directors of our Company who would be officers in default, shall jointly and severally be liable to repay that money with interest at the rate of 15% per annum.

The requirement for minimum subscription is not applicable to the Offer for Sale. In case of under subscription in the Issue, the Equity Shares in the Fresh Issue will be issued prior to the sale of Equity Shares in the Offer for Sale. Further, our Company and the Selling Shareholders, in consultation with the BRLM, reserve the right to not proceed with the Issue, for any reason, at any time, after the Bid/Issue Opening Date, but before the Allotment of the Equity Shares.

In case of non-receipt of minimum subscription, application money of Anchor Investors to be refunded shall be credited only to the bank account from which the subscription was remitted. Further, in accordance with Regulation 26(4) of the SEBI ICDR Regulations, our Company shall ensure that the number of prospective allottees to whom the Equity Shares will be Allotted will not be less than 1,000.

### **Arrangement for disposal of odd lot**

Since our Equity Shares will be traded in dematerialised form only and the market lot for our Equity Shares will be one Equity Share, no arrangements for disposal of odd lots are required.

### **Retail Discount**

The Retail Discount, if any, will be offered to Retail Individual Bidders at the time of making a Bid. Retail Individual Bidders bidding at a price within the Price Band can make the payment at the Bid Amount (which will be less Retail Discount) at the time of making a Bid. Retail Individual Bidders bidding at the Cut-Off Price have to ensure payment at the Cap Price, less Retail Discount, at the time of making a Bid. Retail Individual Bidders must ensure that the Bid Amount does not exceed ₹ 2,00,000. Retail Individual Bidders must mention the Bid Amount while filling the Bid cum Application Form.

### **Employee Discount**

The Employee Discount, if any, will be offered to Eligible Employees at the time of making a Bid. Eligible Employees bidding at a price within the Price Band can make the payment at the Bid Amount (which will be less Employee Discount), at the time of making a Bid. Eligible Employees bidding at the Cut-Off Price have to ensure payment at the Cap Price, less Employee Discount, at the time of making a Bid.

### **Restriction on Transfer of Equity Shares**

Except for lock-in of pre-Issue equity shareholding, Promoters' minimum contribution, as detailed in the chapter "*Capital Structure*" on page 68 of this Draft Red Herring Prospectus, and lock-in of Equity Shares Allotted to Anchor Investor for a period of 30 days from the date of Allotment and except as provided in the Articles of Association, there are no restrictions on transfers of Equity Shares. Further, there are no restrictions on transmission of Equity Shares and on their consolidation/splitting except as provided in the Articles of Association. Please refer to the section "*Main Provisions of the Articles of Association*" on page 556 of this Draft Red Herring Prospectus.

### **Issue of Equity Shares in dematerialized form in the Issue**

In accordance with the SEBI ICDR Regulations and Section 29 of the Companies Act, 2013, Equity Shares will be issued, transferred and Allotment shall be made only in the dematerialized form to the Allottees. Allottees will have the option to re-materialize the Equity Shares, if they so desire, as per the provisions of the Companies Act and the Depositories Act.

### **New Financial Instruments**

As on the date of this Draft Red Herring Prospectus, there are no outstanding warrants, new financial instruments or any rights, which would entitle the shareholders of our Company, including our Promoters, to acquire or receive any Equity Shares after the Issue.

### **Withdrawal of the Issue**

Our Company and the Selling Shareholders, in consultation with the BRLM, reserves the right not to proceed with the Issue anytime after the Bid/Issue Opening Date but before the Allotment. In such an event, our Company would issue a public notice in the same newspapers, in which the pre-Issue advertisements were published, within two days of the Bid/Issue Closing Date, providing reasons for not proceeding with the Issue and the Stock Exchanges shall be informed promptly in this regard. The BRLM, through the Registrar to the Issue, shall notify the SCSBs to unblock the Bank Accounts of the ASBA Bidders within one Working Day from the date of receipt of such notification.

If our Company and the Selling Shareholders withdraw the Issue after the Bid/Issue Closing Date and thereafter determine that they will proceed with an initial public offering of the Company's Equity Shares, the Company shall file a fresh draft red herring prospectus with SEBI. Notwithstanding the foregoing, the Issue is also subject to obtaining (i) the final listing and trading approvals of the Stock Exchanges, which the Company shall apply for after the Allotment, and (ii) the final RoC approval of the Prospectus after it is filed with the RoC.

## ISSUE STRUCTURE

Public Issue is of [●] Equity Shares of ₹ 10 each for cash at a price of ₹ [●] per Equity Share (including a share premium of ₹ [●] per Equity Share) aggregating up to ₹ [●] million (the “Issue”). The Issue consists of a Fresh Issue of [●] Equity Share aggregating up to ₹ 2,100.00 million and an Offer for Sale of up to 12,000,000 Equity Shares aggregating up to ₹ [●] million. The Issue comprises of a Net Issue of [●] Equity Shares to the Public and a reservation of [●] Equity Shares aggregating up to ₹ [●] million for subscription by Eligible Employees, not exceeding 5% of our post-Issue paid-up Equity Share capital. The Issue and the Net Issue will constitute [●] % and [●] % respectively, of the post-Issue paid-up Equity Share capital of our Company.

The Issue is being made through the Book Building Process:

Particulars	Eligible Employees	QIBs <sup>(1)</sup>	Non-Institutional Bidders	Retail Bidders	Individual Bidders
Number of Equity Shares available for allocation <sup>(2)</sup>	Not more than [●] Equity Shares available for allocation	Upto [●] Equity Shares.	Not less than [●] Equity Shares or Net Issue less allocation to QIB Bidders and Retail Individual Bidders	Not less than [●] Equity Shares or Net Issue less allocation to QIB Bidders and Non Institutional Bidders	
Percentage of Issue Size available for Allotment/ Allocation	Approximately [●] % of the Net Issue	Upto 25% of the Net Issue shall be available for allocation to QIBs.  However, 5% of the QIB category (excluding Anchor Investor Portion) shall be available for allocation proportionately to Mutual Funds only. Mutual Funds participating in the 5% Mutual Fund Portion will also be eligible for allocation in the remaining QIB Category. The unsubscribed portion in the Mutual Fund reservation will be available to other QIBs.	Not less than 35% of the Net Issue or the Issue less allocation to the QIB Bidders and Retail Individual Bidders	Not less than 40% of the Net Issue or the Issue less allocation to the QIB Bidders and Non Institutional Bidders	
Basis of Allotment/Allocation if respective category is oversubscribed	Proportionate	Proportionate as follows: (excluding Anchor Investor Portion) (a) [●] Equity Shares shall be available for allocation on a proportionate basis to Mutual Funds; and  (b) [●] Equity Shares shall be allotted on a proportionate basis to all QIBs including Mutual Funds receiving allocation as per (a) above. [●] Equity Shares may be allocated on a <u>discretionary basis to</u>	Proportionate	Not less than the minimum Bid Lot (subject to availability of Equity Shares in the Retail Category), and the remaining available Equity Shares, if any, shall be allotted on a proportionate basis. For more details refer to the chapter “ <i>Issue Procedure</i> ” on page 504 of this Draft Red Herring Prospectus	

Particulars	Eligible Employees	QIBs <sup>(1)</sup>	Non-Institutional Bidders	Retail Bidders	Individual
		Anchor Investors			
Minimum Bid	[●] Equity Shares and in multiples of [●] Equity Share thereafter.	Such number of Equity Shares that the Bid Amount exceeds ₹ 2,00,000 and in multiples of [●] Equity Shares thereafter	Such number of Equity Shares that the Bid Amount exceeds ₹ 2,00,000 and in multiples of [●] Equity Shares thereafter.	[●] Equity Shares and in multiples of [●] Equity Shares thereafter	
Maximum Bid	Such number of Equity Shares so that the Bid Amount does not exceed ₹ 500,000 <sup>(4) (5)</sup>	Such number of Equity Shares in multiples of [●] Equity Shares so that the Bid does not exceed the Issue size, subject to applicable limits.	Such number of Equity Shares in multiples of [●] Equity Shares so that the Bid does not exceed the Issue size, subject to applicable limits.	Such number of Equity Shares in multiples of [●] so as to ensure that the payment amount does not exceed ₹ 200,000. <sup>(5)</sup>	
Mode of Bidding	Through ASBA process	Through ASBA process	Through ASBA process	Through ASBA process	
Mode of Allotment	Compulsorily in dematerialised form.	Compulsorily in dematerialized form	Compulsorily in dematerialized form	Compulsorily in dematerialized form	
Bid Lot	[●] Equity Shares and in multiples of [●] Equity Shares thereafter.	[●] Equity Shares and in multiples of [●] Equity Shares thereafter	[●] Equity Shares and in multiples of [●] Equity Shares thereafter	[●] Equity Shares and in multiples of [●] Equity Shares thereafter	
Allotment Lot	[●] Equity Shares and in multiples of one Equity Share thereafter.	[●] Equity Shares and in multiples of one thereafter	[●] Equity Shares and in multiples of one thereafter	[●] Equity Shares and in multiples of one thereafter	
Trading Lot/ Market Lot	One Equity Share	One Equity Share	One Equity Share	One Equity Share	
Who can Bid <sup>(2)</sup>	Eligible Employees	A mutual fund, venture capital fund and foreign venture capital investor registered with SEBI; a foreign institutional investor and sub-account (other than a sub-account which is a foreign corporate or foreign individual), registered with SEBI; FPIs other than Category III FPIs, FVCIs, AIFs, a public financial institution as defined in Section 2 (72) of the Companies Act, 2013; a scheduled commercial bank; a multilateral and bilateral development financial institution; a state industrial development corporation; an insurance company registered with the Insurance Regulatory and Development Authority (IRDA); provident funds with minimum corpus of ₹ 250 million; and pension funds with minimum corpus of ₹ 250 million; and	Resident Indian individuals, HUFs (in the name of Karta), companies, corporate bodies, Eligible NRIs, Eligible QFIs, scientific institutions societies and trusts and any Category III FPIs registered with SEBI, which is a foreign corporate or foreign individual for Equity Shares such that the Bid Amount exceeds ₹ 200,000 in value	Resident Indian individuals (including HUF, applying through their Karta, minors applying through their natural guardian) and Eligible NRIs applying for Equity Shares such that the Bid Amount does not exceed ₹ 2,00,000 in value	

Particulars	Eligible Employees	QIBs <sup>(1)</sup>	Non-Institutional Bidders	Retail Bidders	Individual
		National Investment Fund set up by resolution no. F.No. 2/3/2005-DDII dated November 23, 2005 of the Government of India published in the Gazette of India, 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 and systemically important non – banking financial companies.			
Terms of Payment <sup>#</sup>	Full Bid Amount shall be blocked by the SCSBs in the bank account of the ASBA Bidder that is specified in the ASBA Form at the time of submission of the ASBA Form. <sup>(3)</sup>				

1. *The Company and the Selling Shareholders in consultation with the BRLM, may allocate up to 60% of the QIB Category to Anchor Investors at the Anchor Investor Issue Price, on a discretionary basis. One-third of the Anchor Investor Portion will be reserved for domestic Mutual Funds, subject to valid Bids being received at or above Anchor Investor Issue Price. For details, please refer to the chapter titled “Issue Procedure” on page 504 of this Draft Red Herring Prospectus.*
2. *This Issue is being made through the Book Building Process wherein upto 25% of the Net Issue will be available for allocation to QIBs on a proportionate basis, provided that the Anchor Investor Portion may be allocated on a discretionary basis. Further, not less than 35% of the Net Issue will be available for allocation on a proportionate basis to Non-Institutional Investors subject to valid Bids being received at or above the Issue Price. Further, not less than 40% of the Net Issue will be available for allocation to Retail Individual Bidders in accordance with SEBI ICDR Regulations, subject to valid Bids being received at or above the Issue Price. Further, [●] Equity Shares aggregating to ₹ [●] million will be available for allocation on a proportionate basis to Eligible Employees subject to valid Bids being received at or above the Issue Price.*
3. *Full Bid Amount shall be payable by the Anchor Investors at the time of submission of the Bid cum Application Form. Any balance amount payable by the Anchor Investors, due to a difference between the Anchor Investor Issue Price and the Bid Amount paid by the Anchor Investors, shall be payable by the Anchor Investors within two Working Days of the Bid/Issue Closing Date.*
4. *Eligible Employees Bidding in the Employee Reservation portion (if any) can Bid up to a Bid Amount of ₹ 500,000. However, a Bid by an Eligible Employee in the Employee Reservation Portion will be considered for allocation, in the first instance, for a Bid Amount of up to ₹ 200,000. In the event of under-subscription in the Employee Reservation Portion, the unsubscribed portion will be available for allocation and Allotment, proportionately to all Eligible Employees who have Bid in excess of ₹ 200,000, subject to the maximum value of Allotment made to such Eligible Employee not exceeding ₹ 500,000. Further, an Eligible Employee Bidding in the Employee Reservation Portion (if any) can also Bid under the Net Issue and such Bids will not be treated as multiple Bids. In the event of under-subscription in the Employee Reservation Portion (if any), the unsubscribed portion will be available for allocation and Allotment, proportionately to all Eligible Employees who have Bid in excess of ₹ 200,000, subject to the maximum value of Allotment made to such Eligible Employee not exceeding ₹ 500,000. The unsubscribed portion, if any, in the Employee Reservation Portion (after allocation over ₹ 200,000), shall be added to the Net Issue. In the event of undersubscription in the Net Issue, spill over to the extent of under-subscription shall be allowed from the Employee Reservation Portion. Subject to valid Bids being received at or above the Issue Price, under-subscription (if any) in the Non-Institutional Portion or the Retail Portion would be allowed to be met with spill-over from other categories or a combination of categories at the discretion of our Company, in consultation with the BRLM and the Designated Stock Exchange, on a proportionate basis.*
5. *The Company and the Selling Shareholders in consultation with the BRLM, may, offer a discount to Retail Individual Bidders and Eligible Employees.*

<sup>#</sup> *The SCSB shall be authorized to block such funds in the ASBA Account of the Bidder that are specified in the Bid cum Application Form.*

Under- subscription, if any, in any category, except QIB Portion, would be met with spill-over from the other categories or a contribution of categories (including the Employee Reservation Portion) at the discretion of our Company in consultation with the BRLM and the Designated Stock Exchange. Our Company and the Selling Shareholders may in consultation with the BRLM offer a discount to Retail Individual Bidders (“**Retail Discount**”) and Eligible Employees (“**Employee Discount**”) in accordance with the SEBI ICDR Regulations.

## Withdrawal of the Issue

Our Company and the Selling Shareholders, in consultation with the BRLM, reserve the right not to proceed with the Issue at any time after the Bid/Issue Opening Date but before Allotment. If our Company and the Selling Shareholders withdraw the Issue, our Company will issue a public notice within two days from the Bid/ Issue Closing Date or such time as may be prescribed by SEBI, providing reasons for not proceeding with the Issue. The BRLM, through the Registrar to the Issue, will instruct the SCSBs to unblock the ASBA Accounts within one Working Day from the day of receipt of such instruction. The notice of withdrawal will be issued in the same newspapers where the pre-Issue advertisements have appeared and the Stock Exchanges will also be informed promptly.

If our Company and the Selling Shareholders withdraw the Issue after the Bid/ Issue Closing Date and thereafter determine that they will proceed with a public offering of Equity Shares, they will file a fresh draft red herring prospectus with SEBI and the Stock Exchanges.

Notwithstanding the foregoing, the Issue is also subject to obtaining (i) the final listing and trading approvals of the Stock Exchanges, which our Company will apply for only after Allotment and within six Working Days of the Bid Closing Date or such time period in accordance with SEBI ICDR Regulations; and (ii) the final RoC approval of the Prospectus.

## Bid/Issue Period

<b>BID/ISSUE OPENS ON*</b>	[●]
<b>BID/ ISSUE CLOSES ON**</b>	
<b>(FOR QIBS)**</b>	[●]
<b>(FOR ALL OTHER BIDDERS)</b>	[●]
<b>FINALISATION OF BASIS OF ALLOTMENT</b>	[●]
<b>INITIATION OF REFUNDS</b>	[●]
<b>CREDIT OF EQUITY SHARES TO DEPOSITORY ACCOUNTS</b>	[●]
<b>COMMENCEMENT OF TRADING</b>	[●]

\* Our Company and the Selling Shareholders, in consultation with the BRLM, may consider participation by Anchor Investors. The Anchor Investor Bidding Date shall be one Working Day prior to the Bid/Issue Opening Date.

\*\* Our Company and the Selling Shareholders, in consultation with the BRLM, may decide to close the Bid/Issue Period for QIBs one Working Day prior to the Bid/Issue Closing Date, in accordance with the SEBI ICDR Regulations.

This timetable, other than Bid/Issue Opening and Closing Dates, is indicative in nature and does not constitute any obligation or liability on our Company, the Selling Shareholders or the members of the Syndicate. While we will use best efforts to ensure that listing and trading of our Equity Shares on the Stock Exchanges commences within six Working Days of the Bid/ Issue Closing Date, the timetable may be subject to change for various reasons, including extension of the Bid/ Issue Period by our Company and the Selling Shareholders in consultation with the BRLM, due to the revision of the Price Band or any delays in receipt of final listing and trading approvals from the Stock Exchanges. The commencement of trading of the Equity Shares will be entirely at the discretion of the Stock Exchanges in accordance with applicable laws.

Except in relation to the Bids received from the Anchor Investors, Bids and any revision in Bids shall be accepted only between 10.00 a.m. and 5.00 p.m. (Indian Standard Time (“IST”)) during the Bid/ Issue Period (except the Bid/ Issue Closing Date) at the bidding centres and the Designated Branches mentioned on the Bid cum Application Form or by members of the Syndicate at the specified location or by the Designated Intermediaries at the Broker Centre.

On the Bid/ Issue Closing Date, the Bids and any revision in the Bids shall be accepted only between 10.00 a.m. (IST) and 4.00 p.m. (IST) or such extended time as permitted by the Stock Exchanges, and as reported by the BRLM to the Stock Exchanges. On the Bid/ Issue Closing Date, extension of time may be granted by the Stock Exchanges only for uploading Bids received from Retail Individual Investors after taking into account the total number of Bids received up to closure of timings for acceptance of Bid cum Application Forms as stated herein and reported by the BRLM to the Stock Exchanges. Due to the limitation of time available for uploading the Bids on the Bid/ Issue Closing Date, the Bidders are advised to submit the Bids one day prior to the Bid/ Issue Closing Date and, no later than 1.00 p.m. (Indian Standard Time) on the Bid/ Issue Closing Date. If a large number of Bids are received on the Bid/ Issue Closing Date, as is typically experienced in public issues, which may lead to some Bids not being uploaded due to lack of sufficient time to upload, such Bids that cannot be uploaded on the electronic bidding system will not be considered for allocation in the Issue. Our Company, the Selling Shareholders, the members of the Syndicate, the SCSBs and the Registered Brokers will not be responsible for

any failure in uploading Bids due to faults in any hardware/software system or otherwise. Bids will be accepted only on the Working Days of the BID/ Issue Period.

Our Company and the Selling Shareholders in consultation with the BRLM, reserve the right to revise the Price Band during the Bid/Issue Period, in accordance with the SEBI ICDR Regulations, provided that the Cap Price will be less than or equal to 120% of the Floor Price and the Floor Price will not be less than the face value of the Equity Shares. The revision in price band shall not exceed 20% on either side i.e., the Floor Price can move up or down to the extent of 20% of the Floor Price and the Cap Price will be revised accordingly, but the floor price will not be less than the face value of the Equity Shares.

**In case of revision in the Price Band, the Bid/Issue Period will be extended for at least three additional Working Days after revision of Price Band subject to the Bid/Issue Period not exceeding 10 Working Days. Any revision in the Price Band and the revised Bid/Issue Period, if applicable, will be widely disseminated by notification to the Stock Exchanges, by issuing a press release and by indicating the change on the website of the members of the Syndicate and by intimation to SCSBs and the Designated Intermediaries.**

In case of discrepancy in data entered in the electronic book vis-à-vis data contained in the Bid cum Application Form for a particular Bidder, the details as per the Bid file received from the Stock Exchanges shall be taken as the final data for the purpose of Allotment.



## ISSUE PROCEDURE

*All Bidders 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 this chapter“- Part B – General Information Document”, which highlights the key rules, processes and procedures applicable to public issues in general in accordance with the provisions of the Companies Act, the Securities Contracts (Regulation) Act, 1956, the Securities Contracts (Regulation) Rules, 1957 and the SEBI ICDR Regulations. The General Information Document has been updated to include reference to the Securities and Exchange Board of India (Foreign Portfolio Investors) Regulations, 2014 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 Exchanges and the BRLM. Please refer to the relevant portions of the General Information Document which are applicable to the Issue.*

*All Designated Intermediaries in relation to the Issue should ensure compliance with the SEBI circular (CIR/CFD/POLICYCELL/11/2015) dated November 10, 2015, as amended and modified by the SEBI circular (SEBI/HO/CFD/DIL/CIR/P/2016/26) dated January 21, 2016, in relation to clarifications on streamlining the process of public issue of equity shares and convertibles.*

*Pursuant to the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) (Fifth Amendment) Regulations, 2015, there have been certain changes in the issue procedure for initial public offerings including making ASBA process mandatory for all Bidders (except Anchor Investors), allowing registrar, share transfer agents, collecting depository participants and stock brokers to accept application forms. Further, SEBI, by its circular (CIR/CFD/POLICYCELL/11/2015) dated November 10, 2015, reduced the time taken for listing after the closure of an issue to six working days.*

*Please note that the information stated/covered in this chapter may not be complete and/or accurate and as such would be subject to modification/change. Our Company, the Selling Shareholders and the Syndicate would not be liable for any amendment, modification or change in applicable law, which may occur after the date of this Draft Red Herring Prospectus. Bidders are advised to make their independent investigations and ensure that their Bids 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 Red Herring Prospectus and the Prospectus.*

### Part – A

#### Book Building Procedure

Pursuant to Rule 19(2)(b)(i) of the Securities Contracts (Regulation) Rules, 1957, as amended (the “SCRR”), the Issue is being made for at least 25% of the post-Issue paid-up Equity Share capital of our Company. This Issue is being made through the Book Building Process, wherein upto 25% of the Net Issue shall be allocated to QIBs on a proportionate basis, provided that our Company and the Selling Shareholders in consultation with the BRLM, may allocate upto 60% of the QIB portion to Anchor Investors at the Anchor Investor Issue Price, on a discretionary basis, of which at least one third will be available for allocation to domestic Mutual Funds. Further, 5% of the QIB Portion (excluding the Anchor Investor Portion) will be available for allocation on a proportionate basis to Mutual Funds only. The remainder will be available for allocation on a proportionate basis to all QIBs including Mutual Funds, subject to valid Bids being received at or above the Issue Price.

Further, not less than 35% of the Net Issue will be available for allocation on a proportionate basis to Non-Institutional Investors and not less than 40% of the Net Issue will be available for allocation on a proportionate basis to Retail Individual Bidders, in accordance with SEBI ICDR Regulations, subject to valid Bids being received at or above the Issue Price such that, subject to availability of Equity Shares, each Retail Individual Bidder shall be Allotted not less than the minimum Bid Lot, and the remaining Equity Shares, if available, shall be allotted to all Retail Individual Bidders on a proportionate basis. [●] Equity Shares aggregating up to ₹ [●] million shall be made available for allocation on a proportionate basis to the Eligible Employees bidding in the Employee Reservation Portion, subject to valid Bids being received at or above the Issue Price, net of Employee Discount, if any. However, the value of Allotment to any Eligible Employee shall not exceed ₹ 500,000. Allotment to an Eligible Employee in the Employee Reservation Portion may exceed ₹ 200,000 only in the event of an undersubscription in the Employee Reservation Portion and such unsubscribed portion may be Allotted on a proportionate basis to Eligible Employees Bidding in the Employee Reservation Portion, subject to the total Allotment to an Eligible Employee not exceeding ₹ 500,000.

Under subscription if any, in any category, except QIB Portion, would be allowed to be met with spill over from any other category or a combination of categories (including the Employee Reservation Portion) at the discretion of our Company in consultation with the BRLM and the Designated Stock Exchange. Under subscription, if any,

in the Employee Reservation Portion will be added back to the Net Issue. Under subscription, if any, in the Net Issue would be allowed to be met with the Employee Reservation Portion.

The Equity Shares, on Allotment, shall be traded only in the dematerialized segment of the Stock Exchanges.

### **Bid-cum-Application Form**

**All Bidders (other than Anchor Investors) are required to mandatorily participate in the Issue only through the ASBA process. Anchor Investors are not permitted to participate in the Issue through the ASBA process.**

Copies of the ASBA Forms and the Abridged Prospectus will be available with the Designated Intermediaries at the Bidding Centres and the Registered Office of our Company. An electronic copy of the Bid-cum-Application Form will also be available on the websites of the SCSBs, the NSE (www.nseindia.com) and the BSE (www.bseindia.com) at least one day prior to the Bid/Issue Opening Date. Anchor Investor Application Forms shall be available at the office of the BRLM at least one day prior to the Anchor Investor Bid/Issue Period.

All Bidders (other than Anchor Investors) shall ensure that their Bids are made on ASBA Forms bearing the stamp of a Designated Intermediary and submitted at the Bidding Centres only (except in case of electronic ASBA Forms) and the ASBA Forms not bearing such specified stamp are liable to be rejected. Additionally, ASBA Bidders must provide bank account details and authorization to block funds in the relevant space provided in the ASBA Form and ASBA Forms that do not contain such details are liable to be rejected. ASBA Bidders are also required to ensure that the ASBA Account has sufficient credit balance as an amount equivalent to the full Bid Amount can be blocked by the SCSB at the time of submitting the Bid.

The prescribed colour of the Bid-cum-Application Form for the various categories is as follows:

<b>Category</b>	<b>Colour of Bid-cum Application Form *</b>
Resident Indians including resident QIBs, Non- Institutional Investors, Retail Individual Bidders and Eligible NRIs applying on a non-repatriation basis	White
Non-Residents including FPIs and Eligible NRIs, applying on a repatriation basis	Blue
Anchor Investors**	White
Eligible Employees bidding in the Employee Reservation Portion	Pink

*\*Excluding electronic Bid-cum-Application Form*

*\*\*Bid-cum-Application Forms for Anchor Investors shall be available at the office of the BRLM*

### **Who can Bid**

In addition to the category of Bidders set forth under “Part B - 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 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;
- Eligible Employees bidding in the Employee Reservation Portion; and
- Scientific and/or industrial research organisations authorised in India to invest in the Equity Shares.

Any other person eligible to Bid in this Issue, under the laws, rules, regulations, guidelines and polices applicable to them.

**The Equity Shares have not been and will not be registered under the U.S. Securities Act of 1933, as amended (the “U.S. Securities Act”) or 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 state securities laws in the United States.**

**Accordingly, the Equity Shares are being offered and sold outside the United States in offshore transactions in compliance with 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 Bids may not be made by persons in any such jurisdiction, except in compliance with the applicable laws of such jurisdiction.**

#### **Participation by associates/ affiliates of Book Running Lead Manager and Syndicate Members**

The BRLM and the Syndicate Members shall not be allowed to participate by subscription in this Issue in any manner, except towards fulfilling their underwriting obligations. However, the associates and affiliates of the BRLM and the Syndicate Members may subscribe to or purchase the Equity Shares in the Issue, including in the QIB Portion or in the Non-Institutional Category as may be applicable to such Bidders, where the allocation is on a proportionate basis and such subscription may be on their own account or on behalf of their clients. All categories of investors, including associates or affiliates of the BRLM and Syndicate Members, shall be treated equally for the purpose of allocation to be made on a proportionate basis.

The BRLM and any persons related to the BRLM (other than the Mutual Fund sponsored by entities related to BRLM), or the Promoters and the Promoter Group cannot apply in the Issue under the Anchor Investor Portion.

#### **Bids by eligible NRIs**

Eligible NRIs may obtain copies of Bid cum Application Form from the Designated Intermediaries. Eligible NRI Bidders bidding on a repatriation basis by using the Non-Resident Forms should authorize their SCSB to block their Non-Resident External (“NRE”) accounts, or Foreign Currency Non-Resident (“FCNR”) ASBA Accounts, and eligible NRI Bidders bidding on a non-repatriation basis by using Resident Forms should authorize their SCSB to block their Non-Resident Ordinary (“NRO”) accounts for the full Bid Amount, at the time of the submission of the Bid cum Application Form.

Eligible NRIs Bidding on a repatriation basis are advised to use the Bid cum Application Form meant for Non-Residents (blue in colour).

Eligible NRIs Bidding on non-repatriation basis are advised to use the Bid cum Application Form for residents. (white in colour).

Pursuant to the provisions of the FEMA regulations, investments by NRIs under the Portfolio Investment Scheme (“PIS”) is subject to certain limits, i.e., 10.00% of the paid-up equity share capital of the company. Such limit for NRI investment under the PIS route can be increased by passing a board resolution, followed by passing a special resolution by the shareholders, subject to prior intimation to the RBI. Our Company has not passed any such resolution to increase this limit.

#### **Bids by FPIs and FIIs**

In terms of the SEBI FPI Regulations, an FII which holds a valid certificate of registration from SEBI shall be deemed to be a registered FPI until the expiry of the block of three years for which fees have been paid as per the SEBI FII Regulations. Accordingly, such FIIs can participate in this Issue in accordance with Schedule 2 of the FEMA Regulations. An FII shall not be eligible to invest as an FII after registering as an FPI under the SEBI FPI Regulations. However, existing FIIs and their sub accounts may continue to buy, sell or deal in securities till the expiry of their existing SEBI registration. Further, a QFI who had not obtained a certificate of registration as an FPI could only continue to buy, sell or otherwise deal in securities until January 6, 2015. Hence, such QFIs who have not registered as FPIs under the SEBI FPI Regulations shall not be eligible to participate in this Issue.

In terms of the SEBI FPI Regulations, the purchase of Equity Shares and total holding by a single FPI or an investor group (which means the same set of ultimate beneficial owner(s) investing through multiple entities) must be below 10% of our post-Issue Equity Share capital. Further, in terms of the FEMA Regulations, the total holding by each FPI shall be below 10% of the total paid-up Equity Share capital of our Company and the total holdings of all FPIs put together shall not exceed 24% of the paid-up Equity Share capital of our Company. The aggregate limit of 24% may be increased up to the sectoral cap by way of a resolution passed by the Board of Directors followed by a special resolution passed by the Shareholders of our Company and subject to prior intimation to RBI. In terms of the FEMA Regulations, for calculating the aggregate holding of FPIs in a company, holding of all registered FPIs as well as holding of FIIs (being deemed FPIs) shall be included. The existing

individual and aggregate investment limits an FII or sub account in our Company is 10% and 24% of the total paid-up Equity Share capital of our Company, respectively.

As per the circular issued by SEBI on November 24, 2014, these investment restrictions shall also apply to subscribers of offshore derivative instruments (“ODIs”). Two or more subscribers of ODIs having a common beneficial owner shall be considered together as a single subscriber of the ODI. In the event an investor has investments as a FPI and as a subscriber of ODIs, these investment restrictions shall apply on the aggregate of the FPI and ODI investments held in the underlying company.

FPIs are permitted to participate in the Issue subject to compliance with conditions and restrictions which may be specified by the Government from time to time. FPIs who wish to participate in the Issue are advised to use the Bid cum Application Form for non-residents. FPIs are required to Bid through the ASBA process to participate in the Issue.

Subject to compliance with all applicable Indian laws, rules, regulations, guidelines and approvals in terms of Regulation 22 of the SEBI FPI Regulations, an FPI, other than Category III Foreign Portfolio Investors and unregulated broad based funds, which are classified as Category II Foreign Portfolio Investors by virtue of their investment manager being appropriately regulated, may issue or otherwise deal in offshore derivative instruments (as defined under the SEBI FPI Regulations as any instrument, by whatever name called, which is issued overseas by a FPI against securities held by it that are listed or proposed to be listed on any recognised stock exchange in India, as its underlying security) directly or indirectly, only if (i) such offshore derivative instruments are issued only to persons who are regulated by an appropriate regulatory authority; and (ii) such offshore derivative instruments are issued after compliance with ‘know your client’ norms. An FPI is also required to ensure that no further issue or transfer of any offshore derivative instrument is made by or on behalf of it to any persons that are not regulated by an appropriate foreign regulatory authority. Further, pursuant to a circular dated November 24, 2014 issued by the SEBI, FPIs are permitted to issue offshore derivative instruments only to subscribers that (i) meet the eligibility conditions set forth in regulation 4 of the SEBI FPI Regulations; and (ii) do not have “opaque structures”, as defined under the SEBI FPI Regulations.

In case of bids made by FPIs, a verified true copy of the certificate of registration issued under the FPI Regulations is required to be attached along with the Bid cum Application form.

#### **Bids by SEBI registered VCFs, AIFs and FVCIs**

The SEBI VCF Regulations and the SEBI FVCI Regulations inter alia prescribe the investment restrictions on the VCFs and FVCIs registered with SEBI. Further, the SEBI AIF Regulations prescribe, among others, the investment restrictions on AIFs.

Accordingly, the holding by any individual VCF registered with SEBI in one venture capital undertaking should not exceed 25% of the corpus of the VCF. Further, VCFs and FVCIs can invest only up to 33.33% of the investible funds by way of subscription to an initial public offering.

Category I and II AIFs cannot invest more than 25% of the corpus in one investee company. A category III AIF cannot invest more than 10% of the investible funds in one investee company. A venture capital fund registered as a category I AIF, as defined in the SEBI AIF Regulations, cannot invest more than 1/3rd of its corpus by way of subscription to an initial public offering of a venture capital undertaking. Additionally, the VCFs which have not re-registered as an AIF under the SEBI AIF Regulations shall continue to be regulated by the SEBI VCF Regulations until the existing fund or scheme managed by the fund is wound up and such funds shall not launch any new scheme after the notification of the SEBI AIF Regulations.

All non-resident investors should note that refunds (in case of Anchor Investors), dividends and other distributions, if any, will be payable in Indian Rupees only and net of bank charges and commission, if any.

#### **Bids by provident funds/ pension funds**

In case of Bids made by provident funds/pension funds, subject to applicable laws, with minimum corpus of ₹ 250 million, a certified copy of certificate from a chartered accountant certifying the corpus of the provident fund/pension fund must be attached to the Bid cum Application Form. Failing this, our Company and Selling Shareholders reserves the right to reject any Bid, without assigning any reason thereof.

#### **Bids by limited liability partnerships**

In case of Bids 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 Bid cum Application Form. Failing this, our Company and the Selling Shareholders reserves the right to reject any Bid without assigning any reason thereof.

### **Bids by Eligible Employees applying under the Employee Reservation Portion**

The Bid must be for a minimum of [●] Equity Shares and in multiples of [●] Equity Shares thereafter so as to ensure that the Bid Amount payable by the Eligible Employee does not exceed ₹ 500,000 on a net (of Employee Discount, if any) basis. The Allotment in the Employee Reservation Portion will be on a proportionate basis. Eligible Employees under the Employee Reservation Portion may Bid at the Cut-off Price.

Bids under Employee Reservation Portion by Eligible Employees shall be:

- a. Made only in the prescribed Bid cum Application Form or Revision Form (i.e. pink colour form).
- b. The Bid must be for a minimum of [●] Equity Shares and in multiples of [●] Equity Shares thereafter so as to ensure that the Bid Amount payable by the Eligible Employee does not exceed ₹ 500,000 on a net (of Employee Discount, if any) basis. The maximum Bid in this category by an Eligible Employee cannot exceed ₹ 500,000 on a net (of Employee Discount, if any) basis.
- c. Allotment to an Eligible Employee in the Employee Reservation Portion will exceed ₹ 200,000 (which will be less Employee Discount) only in the event of an under-subscription in the Employee Reservation Portion and such unsubscribed portion may be Allotted on a proportionate basis to Eligible Employees Bidding in the Employee Reservation Portion, subject to the total Allotment to an Eligible Employee not exceeding ₹ 500,000 (which will be less Employee Discount).
- d. Eligible Employees should mention their employee number at the relevant place in the Bid cum Application Form.
- e. The Bidder should be an Eligible Employee as defined above. In case of joint bids, the first Bidder shall be an Eligible Employee.
- f. Only Eligible Employees would be eligible to apply in this Issue under the Employee Reservation Portion
- g. Bids by Eligible Employees will have to Bid like any other Bidder. Only those Bids, which are received at or above the Issue Price, would be considered for Allotment under this category.
- h. Eligible Employees can apply at Cut-off Price.
- i. Bid by Eligible Employees can be made also in the “Net Issue to the Public” and such Bids shall not be treated as multiple Bids.
- j. If the aggregate demand in this category is less than or equal to [●] Equity Shares at or above the Issue Price, full allocation shall be made to the Eligible Employees to the extent of their demand.
- k. Under-subscription, if any, in the Employee Reservation Portion will be added back to the Net Issue. In case of under-subscription in the Net Issue, spill over to the extent of under-subscription shall be permitted from the Employee Reservation Portion subject.

If the aggregate demand in this category is greater than [●] Equity Shares at or above the Issue Price, the allocation shall be made on a proportionate basis. For the method of proportionate basis of allocation, refer to “*Issue Procedure- Allotment Procedure and “Basis of Allotment”*” on 504 of this Draft Red Herring Prospectus.

### **Bids under Power of Attorney**

In case of Bids made pursuant to a power of attorney or by limited companies, corporate bodies, registered societies, FIIs, FPIs, Mutual Funds, Eligible QFIs, insurance companies, insurance funds set up by the army, navy or air force of the Union of India, insurance funds set up by the Department of Posts, India or the National Investment Fund, provident funds with a minimum corpus of ₹ 250 million and pension funds with a minimum corpus of ₹ 250 million (in each case, subject to applicable laws and in accordance with their respective constitutional documents), a certified copy of the power of attorney or the relevant resolution or authority, as the case may be, along with a certified copy of the memorandum of association and articles of association and/or bye laws, as applicable must be lodged along with the Bid cum Application Form. Failing this, our Company and the Selling Shareholders reserves the right to accept or reject any Bid in whole or in part, in either case, without assigning any reasons thereof.

### **Bids by SCSBs**

SCSBs participating in the Issue are required to comply with the terms of the SEBI circulars dated September 13, 2012 and January 2, 2013. Such SCSBs are required to ensure that for making applications on their own account using ASBA, they should have a separate account in their own name with any other SEBI registered SCSBs.

Further, such account shall be used solely for the purpose of making application in public issues and clear demarcated funds should be available in such account for ASBA applications.

### **Bids by banking companies**

In case of Bids made by banking companies registered with the RBI, certified copies of: (i) the certificate of registration issued by the RBI, and (ii) the approval of such banking company's investment committee are required to be attached to the Bid cum Application Form, failing which our Company and the Selling Shareholders reserves the right to reject any Bid by a banking company, without assigning any reason thereof.

The investment limit for banking companies in non-financial services companies as per the Banking Regulation Act, 1949, as amended (the "Banking Regulation Act"), and the Master Direction – Reserve Bank of India (Financial Services provided by Banks) Directions, 2016, is 10% of the paid-up share capital of the investee company or 10% of the banks' own paid-up share capital and reserves, whichever is less. Further, the aggregate investment by a banking company in subsidiaries and other entities engaged in financial and non-financial services company cannot exceed 20.00% of the bank's paid-up share capital and reserves. A banking company may hold up to 30% of the paid-up share capital of the investee company with the prior approval of the RBI provided that the investee company is engaged in non-financial activities in which banking companies are permitted to engage under the Banking Regulation Act.

### **Bids by insurance companies**

In case of Bids made by insurance companies registered with the IRDA, a certified copy of certificate of registration issued by IRDA must be attached to the Bid cum Application Form. Failing this, our Company and the Selling Shareholders reserves the right to reject any Bid without assigning any reason thereof.

Insurance companies participating in this Issue, shall comply with all applicable regulations, guidelines and circulars issued by IRDA from time to time including the Insurance Regulatory and Development Authority (Investment) Regulations, 2016 ("IRDA Investment Regulations").

### **Bids by OCBs**

In accordance with RBI regulations, OCBs cannot participate in the Issue.

### **Bids by Mutual Funds**

Bids made by asset management companies or custodians of Mutual Funds shall specifically state names of the concerned schemes for which such Bids are made. In case of a Mutual Fund, a separate Bid can be made in respect of each scheme of the Mutual Fund registered with SEBI and such Bids in respect of more than one scheme of the Mutual Fund will not be treated as multiple Bids provided that the Bids clearly indicate the scheme concerned for which the Bid has been made.

With respect to Bids by Mutual Funds, a certified copy of their SEBI registration certificate must be lodged with the Bid cum Application Form. Failing this, our Company and the Selling Shareholders reserves the right to reject any Bid in whole or in part, in either case, without assigning any reason thereof.

No Mutual Fund scheme shall invest more than 10.00% of its net asset value in the equity shares or equity related instruments of any single company provided that the limit of 10.00% 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 10.00% of any company's paid-up share capital carrying voting rights.

### **Bids by Anchor Investors**

In accordance with the SEBI ICDR Regulations, the key terms for participation by Anchor Investors are provided below.

(i) Anchor Investor Application Forms will be made available for the Anchor Investor Portion at the office of the BRLM.

(ii) The Bid must be for a minimum of such number of Equity Shares so that the Bid Amount exceeds ₹ 100.00 million. A Bid cannot be submitted for over 60.00% of the QIB Portion. In case of a Mutual Fund, separate Bids by individual schemes of a Mutual Fund will be aggregated to determine the minimum application size of ₹ 100.00 million.

(iii) One-third of the Anchor Investor Portion will be reserved for allocation to domestic Mutual Funds, subject to valid Bids being received from domestic Mutual Funds at or above the Anchor Investor Allocation Price.

(iv) Bidding for Anchor Investors will open one (1) Working Day before the Bid/Issue Opening Date, i.e., the Anchor Investor Bid/Issue Period, and will be completed on the same day.

(v) Our Company and the Selling Shareholders, in consultation with the BRLM, will finalize allocation to the Anchor Investors on a discretionary basis, provided that the minimum number of Allottees in the Anchor Investor Portion will not be less than:

(a) maximum of two Anchor Investors, where allocation under the Anchor Investor Portion is up to ₹100.00 million;

(b) minimum of two and maximum of 15 Anchor Investors, where the allocation under the Anchor Investor Portion is more than ₹ 100.00 million but up to ₹ 2,500.00 million, subject to a minimum Allotment of ₹ 50.00million per Anchor Investor; and

(c) in case of allocation above ₹ 2,500.00million under the Anchor Investor Portion, a minimum of five such investors and a maximum of 15 Anchor Investors for allocation up to ₹ 2,500.00 million, and an additional 10 Anchor Investors for every additional ₹ 250.00 million, subject to minimum allotment of ₹ 50.00million per Anchor Investor.

(vi) Allocation to Anchor Investors will be completed within the Anchor Investor Bid/Issue Period. The number of Equity Shares allocated to Anchor Investors and the price at which the allocation is made will be made available in the public domain by the BRLM before the Bid/Issue Opening Date, through intimation to the Stock Exchanges.

(vii) Anchor Investors cannot withdraw or lower the size of their Bids at any stage after submission of the Bid.

(viii) If the Issue Price is greater than the Anchor Investor Allocation Price, the additional amount being the difference between the Issue Price and the Anchor Investor Allocation Price will be payable by the Anchor Investors on the Anchor Investor Pay-in Date specified in the CAN. If the Issue Price is lower than the Anchor Investor Allocation Price, Allotment to successful Anchor Investors will be at the higher price, i.e., the Anchor Investor Issue Price.

(ix) Equity Shares Allotted in the Anchor Investor Portion will be locked in for a period of 30 days from the date of Allotment.

(x) The BRLM, our Promoter, members of the Promoter Group or any person related to them (except for Mutual Funds sponsored by entities related to the BRLM) will not participate in the Anchor Investor Portion. The parameters for selection of Anchor Investors will be clearly identified by the BRLM, and made available as part of the records of the BRLM for inspection by SEBI.

(xi) Bids made by QIBs under both the Anchor Investor Portion and the Net QIB Portion will not be considered multiple Bids.

(xii) For more information, please refer “*Issue Procedure - Part B: General Information Document for Investing in Public Issues - Section 7: Allotment Procedure and Basis of Allotment – Allotment to Anchor Investor*” on page 504 of this Draft Red Herring Prospectus.

#### ***Payment by Anchor Investors into the Escrow Account***

Anchor Investors are not permitted to Bid in the Issue through the ASBA process. Instead, Anchor Investors should transfer their Bid Amount (through direct credit, RTGS or NEFT) in the Escrow Account in favour of:

- a. In case of resident Anchor Investors: “[●]”
- b. In case of Non-Resident Anchor Investors: “[●]”

Bidders should note that the escrow mechanism is not prescribed by SEBI and has been established as an arrangement between our Company, the Selling Shareholders, the Syndicate, the Escrow Collection Banks and the Registrar to the Issue to facilitate collections from the Bidders.

***The above information is given for the benefit of Bidders. Our Company, our Directors, the officers of our Company, the Selling Shareholders and the members of the Syndicate are not liable for any amendments or modification or changes in applicable laws or regulations, which may occur after the date of this Draft Red Herring Prospectus. Bidders are advised to make their independent investigations and ensure that the number of Equity Shares Bid for do not exceed the number of Equity Shares that can be held by them under applicable limits under laws or regulations.***

Public announcement upon filing of the DRHP

The Company shall on the day of, or the day following the date of, filing this Draft Red Herring Prospectus with SEBI, make a public announcement in [●] edition of English national newspaper [●], [●] edition of Hindi national newspaper [●], and [●] edition of a Telugu newspaper, each with wide circulation, disclosing that the DRHP has been filed with SEBI and inviting the public to give their comments to SEBI in respect of disclosures made in this Draft Red Herring Prospectus.

Pre- Issue Advertisement

Subject to Section 30 of the Companies Act, 2013, our Company shall, after registering the Red Herring Prospectus with the RoC, publish a pre-Issue advertisement, in the form prescribed by the SEBI ICDR Regulations, in [●] edition of English national newspaper [●], [●] edition of Hindi national newspaper [●], and [●] edition of a Telugu newspaper, each with wide circulation. In the pre-Issue advertisement, we shall state the Bid/Issue Opening Date, the Bid/Issue Closing Date and the QIB Bid/Issue Closing Date. This advertisement, subject to the provisions of Section 30 of the Companies Act, shall be in the format prescribed in Part A of Schedule XIII of the SEBI ICDR Regulations.

### **Information for Bidders**

In addition to the instructions provided to Bidders set forth in the sub-section “*Issue Procedure – Part B – General Information Document for Investing in Public Issues*” on page 518 of this Draft Red Herring Prospectus, Bidders are requested to note the following additional information in relation to the Issue.

1. The relevant Designated Intermediary will enter each Bid option into the electronic Bidding system as a separate Bid and generate an acknowledgement slip (“Acknowledgement Slip”), for each price and demand option and give the same to the Bidder. Therefore, a Bidder can receive up to three Acknowledgement Slips for each Bid cum Application Form. It is the Bidder’s responsibility to obtain the Acknowledgment Slip from the relevant Designated Intermediary. The registration of the Bid by the Designated Intermediary does not guarantee that the Equity Shares shall be allocated/Allotted. Such Acknowledgement will be non-negotiable and by itself will not create any obligation of any kind. When a Bidder revises his or her Bid, he /she shall surrender the earlier Acknowledgement Slip and may request for a revised Acknowledgment Slip from the relevant Designated Intermediary as proof of his or her having revised the previous Bid.

2. In relation to electronic registration of Bids, the permission given by the Stock Exchanges to use their network and software of the electronic bidding system should not in any way be deemed or construed to mean that the compliance with various statutory and other requirements by our Company, the Selling Shareholders and/or the BRLM are cleared or approved by the Stock Exchanges; nor does it in any manner warrant, certify or endorse the correctness or completeness of compliance with the statutory and other requirements, nor does it take any responsibility for the financial or other soundness of our Company, the 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 the Draft Red Herring Prospectus or the Red Herring Prospectus; nor does it warrant that the Equity Shares will be listed or will continue to be listed on the Stock Exchanges.

3. In the event of an upward revision in the Price Band, Retail Individual Bidders who had Bid at Cut-off Price could either (i) revise their Bid or (ii) shall make additional payment based on the cap of the revised Price Band (such that the total amount i.e., original Bid Amount plus additional payment does not exceed ₹ 200,000 if the Bidder wants to continue to Bid at Cut-off Price). The revised Bids must be submitted to the same Designated Intermediary to whom the original Bid was submitted. If the total amount (i.e., the original Bid Amount plus additional payment) exceeds ₹ 200,000, the Bid will be considered for allocation under the Non-Institutional Portion. If, however, the Retail Individual Bidder does not either revise the Bid or make additional payment and the Issue Price is higher than the cap of the Price Band prior to revision, the number of Equity Shares Bid for shall be adjusted downwards for the purpose of allocation, such that no additional payment would be required from the Retail Individual Bidder and the Retail Individual Bidder is deemed to have approved such revised Bid at Cut-off Price.



4. In the event of a downward revision in the Price Band, Retail Individual Bidders who have bid at Cutoff Price may revise their Bid; otherwise, the excess amount paid at the time of Bidding would be unblocked after Allotment is finalised.

5. Any revision of the Bid shall be accompanied by instructions to block the incremental amount, if any, to be paid on account of the upward revision of the Bid.

### **Signing of the Underwriting Agreement and the RoC Filing**

1. Our Company, the Selling Shareholders and the Syndicate intend to enter into an Underwriting Agreement after the finalisation of the Issue Price.
2. After signing the Underwriting Agreement, an updated Red Herring Prospectus will be filed with the RoC in accordance with applicable law, which then would be termed as the 'Prospectus'. The Prospectus will contain details of the Issue Price, the Anchor Investor Issue Price, Issue size, and underwriting arrangements and will be complete in all material respects.

### **General Instructions**

In addition to the general instructions provided in the sub-section titled "*Part B – General Information Document for Investing in Public Issues*" on page 518 of this Draft Red Herring Prospectus, Bidders are requested to note the additional instructions provided below.

#### **Do's:**

1. Check if you are eligible to apply as per the terms of the Red Herring Prospectus and under applicable law;
2. Ensure that you have Bid within the Price Band;
3. Read all the instructions carefully and complete the Bid cum Application Form in the prescribed form;
4. **Ensure that the details about the PAN, DP ID and Client ID are correct and the Bidders depository account is active, as Allotment of the Equity Shares will be in the dematerialised form only;**
5. Ensure that your Bid cum Application Form, bearing the stamp of a Designated Intermediary is submitted to the Designated Intermediary at the Bidding Centre within the prescribed time, except in case of electronic forms.;
6. With respect to the ASBA Bids, ensure that the Bid cum Application Form is signed by the account holder in case the applicant is not the account holder. Ensure that you have mentioned the correct ASBA Account number in the ASBA Form;
7. **All Bidders (other than Anchor Investors) should Bid through the ASBA process only;**
8. With respect to Bids by SCSBs, ensure that you have a separate account in your own name with any other SCSB having clear demarcated funds for applying under the ASBA process and that such separate account (with any other SCSB) is used as the ASBA Account with respect to your Bid;
9. Ensure that you request for and receive a stamped Acknowledgement Slip of the Bid cum Application Form for all your Bid options from the concerned Designated Intermediary as proof of registration of the Bid cum Application Form;
10. Ensure that you have funds equal to the Bid Amount in the ASBA Account maintained with the SCSB before submitting the ASBA Form to any of the Designated Intermediaries;
11. With respect to non-ASBA Bids, ensure that the full Bid Amount is paid for the Bids and with respect to ASBA Bids, ensure funds equivalent to the Bid Amount are blocked;
12. Instruct your respective banks to not release the funds blocked in the ASBA Account under the ASBA process;
13. Submit revised Bids to the same Designated Intermediary, as applicable, through whom the original Bid was placed and obtain a revised Acknowledgement Slip;
14. Except for Bids (i) on behalf of the Central or State Governments and the officials appointed by the courts, who, in terms of the SEBI circular dated June 30, 2008, may be exempt from specifying their PAN for transacting in the securities market and (ii) Bids by persons resident in the state of Sikkim, who, in terms of the SEBI circular dated July 20, 2006, may be exempted from specifying their PAN for transacting in the securities market, all Bidders should mention their PAN allotted under the Income Tax Act, 1961. The exemption for the Central or the State Government and officials appointed by the courts and for Bidders residing in the State of Sikkim 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;

15. Ensure that the Demographic Details (as defined herein below) are updated, true and correct in all respects;
16. Ensure that thumb impressions and signatures other than in the languages specified in the Eighth Schedule to the Constitution of India are attested by a Magistrate or a Notary Public or a Special Executive Magistrate under official seal;
17. Ensure that the signature of the First Bidder in case of joint Bids, is included in the Bid cum Application Forms;
18. Ensure that the name(s) given in the Bid cum Application Form is/are exactly the same as the name(s) in which the beneficiary account is held with the Depository Participant. In case of joint Bids, the Bid cum Application Form should contain only the name of the First Bidder whose name should also appear as the first holder of the beneficiary account held in joint names;
19. Ensure that the category and sub-category under which the Bid is being submitted is clearly specified in the Bid cum Application Form;
20. Ensure that in case of Bids under power of attorney or by limited companies, corporate, trust etc., relevant documents are submitted;
21. If you are residing outside India, ensure that Bids by you are in compliance with applicable foreign and Indian laws;
22. Ensure that the DP ID, the Client ID and the PAN mentioned in the Bid cum Application Form and entered into the electronic bidding of the Stock Exchanges by the relevant Designated Intermediary, match with the DP ID, Client ID and PAN available in the Depository database;
23. **Bidders should note that in case the DP ID, Client ID and the PAN mentioned in their Bid cum Application Form and entered into the online system of the Stock Exchanges by the relevant Designated Intermediary, do not match with the DP ID, Client ID and PAN available in the Depository database, then such Bids are liable to be rejected.** Where the Bid cum Application Form is submitted in joint names, ensure that the beneficiary account is also held in the same joint names and such names are in the same sequence in which they appear in the Bid cum Application Form.
24. In relation to the ASBA Bids, ensure that you use the ASBA Form bearing the stamp of the relevant Designated Intermediary (in the Specified Locations) (except in case of electronic forms);
25. Ensure that you tick the correct Bidder category, as applicable, in the Bid cum Application Form to ensure proper upload of your Bid in the online IPO system of the Stock Exchanges;
26. Ensure that the Bid cum Application Forms are delivered by the Bidders within the time prescribed as per the Bid cum Application Form and the Red Herring Prospectus;
27. Ensure that while Bidding through a Designated Intermediary, the ASBA Form is submitted to a Designated Intermediary in a Bidding Centre and that the SCSB where the ASBA Account, as specified in the ASBA Form, is maintained has named at least one branch at that location for the Designated Intermediary to deposit ASBA Forms (a list of such branches is available on the website of SEBI at <http://www.sebi.gov.in>). Ensure that you have mentioned the correct ASBA Account number in the Bid cum Application Form;
28. Ensure that the entire Bid Amount is paid at the time of submission of the Bid or in relation to the ASBA Bids, ensure that you have correctly signed the authorisation/undertaking box in the Bid cum Application Form, or have otherwise provided an authorisation to the SCSB via the electronic mode, for blocking funds in the ASBA Account equivalent to the Bid Amount mentioned in the Bid cum Application Form; and
29. In relation to the ASBA Bids, ensure that you receive an acknowledgement from the Designated Branch of the Designated Intermediary, for the submission of your ASBA Form.

The Bid cum Application Form is liable to be rejected if the above instructions, as applicable, are not complied with.

Don'ts:

1. Do not Bid for lower than the minimum Bid size;
2. Do not Bid/revise Bid Amount to less than the Floor Price or higher than the Cap Price;
3. Do not Bid on another Bid cum Application Form after you have submitted a Bid to a Designated Intermediary;
4. Do not pay the Bid Amount in cash, cheque, by money order or by postal order or by stockinvest or any mode other than stated herein;
5. Do not send ASBA Forms by post; instead submit the same to the Designated Intermediary only;
6. Do not submit the Bid cum Application Forms to the Escrow Collection Bank(s) (assuming that such bank is not a SCSB), our Company, the Selling Shareholders or the Registrar to the Issue (assuming that the Registrar to the Issue is not one of the RTAs);
7. Do not Bid on a physical ASBA Form that does not have the stamp of the Designated Intermediary;
8. Anchor Investors should not Bid through the ASBA process;

9. If you are a QIB or Non-Institutional Bidder, do not Bid at Cut-off Price;
10. If you are a Retail Individual Bidders, do not Bid for a Bid Amount exceeding ₹ 200,000;
11. Do not fill up the Bid cum Application Form such that the Equity Shares Bid for exceeds the Issue size and/or investment limit or maximum number of the Equity Shares that can be held under the applicable laws or regulations or maximum amount permissible under the applicable regulations or under the terms of the Red Herring Prospectus;
12. Do not submit the GIR number instead of the PAN;
13. As an ASBA Bidder, do not submit the Bid without ensuring that funds equivalent to the entire Bid Amount are blocked in the relevant ASBA Account;
14. As an ASBA Bidder, do not instruct your respective banks to release the funds blocked in the ASBA Account;
15. Do not submit incorrect details of the DP ID, Client ID 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;
16. Do not submit Bids on plain paper or on incomplete or illegible Bid cum Application Forms or on Bid cum Application Forms in a colour prescribed for another category of Bidder;
17. If you are a QIB, do not submit your Bid after 3.00 pm on the Bid/Issue Closing Date for QIBs;
18. If you are a Non-Institutional Bidder or Retail Individual Bidder, do not submit your Bid after 3.00 pm on the Bid/Issue Closing Date;
19. Do not Bid if you are not competent to contract under the Indian Contract Act, 1872, (other than minors having valid depository accounts as per Demographic Details provided by the Depositories);
20. If you are a QIB or a Non-Institutional Bidder, do not withdraw your Bid or lower the size of your Bid (in terms of quantity of the Equity Shares or the Bid Amount) at any stage;
21. Do not submit more than five ASBA Forms per ASBA Account;
22. Do not submit ASBA Bids to a member of the Syndicate at a location other than the Specified Locations or to the brokers other than the Registered Brokers at a location other than the Broker Centres; and
23. Do not submit ASBA Bids to a Designated Intermediary at a Bidding Centre unless the SCSB where the ASBA Account is maintained, as specified in the ASBA Form, has named at least one branch in the relevant Bidding Centre, for the Designated Intermediary to deposit ASBA Forms (a list of such branches is available on the website of SEBI at <http://www.sebi.gov.in>).

The Bid cum Application Form is liable to be rejected if the above instructions, as applicable, are not complied with.

### **Instructions for completing the Bid Cum Application Form**

In addition to the instructions for completing the Bid cum Application Form provided in the sub-section “Part B – General Information Document for Investing in Public Issues – Applying in the Issue – Instructions for filing the Bid cum Application Form/ Application Form” on page 517 of this Draft Red Herring Prospectus, Bidders are requested to note the additional instructions provided below:

1. Thumb impressions and signatures other than in the languages specified in the Eighth Schedule in the Constitution of India must be attested by a Magistrate or a Notary Public or a Special Executive Magistrate under official seal. Bids must be in single name or in joint names (not more than three, and in the same order as their Depository Participant details).
2. ASBA Bids must be made in a single name or in joint names (not more than three, and in the same order as their details appear with the Depository Participant), and completed in full, in BLOCK LETTERS in ENGLISH and in accordance with the instructions contained in the Red Herring Prospectus and in the ASBA Form.
3. Bids on a repatriation basis shall be in the names of FIIs or FPIs but not in the names of minors, OCBs, firms or partnerships and foreign nationals.

### **Designated Date and Allotment**

(a) Our Company will ensure that the Allotment and credit to the successful Bidder’s depository account will be completed within six Working Days, of the Bid/Issue Closing Date, or such period as may be prescribed by SEBI.

(b) Equity Shares will be issued and Allotment shall be made only in the dematerialised form to the Allottees.

(c) Allottees will have the option to re-materialise the Equity Shares so Allotted as per the provisions of the Companies Act, 2013 and the Depositories Act.

### **Grounds for Technical Rejections**

In addition to the grounds for rejection of Bids on technical grounds as provided in the sub-section “Part B – General Information Document for Investing in Public Issues – Issue Procedure in Book Built Issue – Rejection and Responsibility for Upload of Bids – Grounds for Technical Rejections” on page 518 of this Draft Red Herring Prospectus, Bidders are requested to note that Bids may be rejected on the following additional technical grounds:

1. Bid submitted without payment of the entire Bid Amount;
2. Bids submitted by Bidders which do not contain details of the Bid Amount and the bank account details in the ASBA Form;
3. Bids submitted on a plain paper;
4. Bids by HUFs not mentioned correctly as given in the sub-section “Who can Bid?” on page 505 of this Draft Red Herring Prospectus;
5. ASBA Form submitted to a Designated Intermediary does not bear the stamp of the Designated Intermediary;
6. Bids submitted without the signature of the First Bidder or sole Bidder;
7. With respect to ASBA Bids, the ASBA Form not being signed by the account holders, if the account holder is different from the Bidder;
8. Bids by persons for whom PAN details have not been verified and whose beneficiary accounts are ‘suspended for credit’ in terms of SEBI circular (reference number: CIR/MRD/DP/ 22 /2010) dated July 29, 2010;
9. GIR number furnished instead of PAN;
10. Bids by Retail Individual Bidders with Bid Amount for a value of more than ₹ 200,000;
11. Bids by persons who are not eligible to acquire Equity Shares in terms of all applicable laws, rules, regulations, guidelines and approvals;
12. Bids by Bidders (who are not Anchor Investors) accompanied by cheques or demand drafts;
13. Bids accompanied by stockinvest, money order, postal order or cash;
14. Bids uploaded by QIBs after 4.00 pm on the QIB Bid/Issue Closing Date and by Non-Institutional Bidders uploaded after 4.00 p.m. on the Bid/Issue Closing Date, and Bids by Retail Individual Bidders uploaded after 5.00 p.m. on the Bid/Issue Closing Date, unless extended by the Stock Exchanges.

### **Depository Arrangements**

The Allotment of the Equity Shares in the Issue shall be only in a de-materialised form, (i.e., not in the form of physical certificates but be fungible and be represented by the statement issued through the electronic mode). In this context, two agreements had been signed amongst our Company, the respective Depositories and the Registrar to the Issue:

1. Agreement dated October 19, 2012 among NSDL, our Company and the Registrar to the Issue.
2. Agreement dated September 21, 2015 among CDSL, our Company and Registrar to the Issue.

### **Undertakings by our Company**

We undertake as follows:

1. That if our Company and/or the Selling Shareholders do not proceed with the Issue after the Bid/Issue Closing Date, the reason thereof shall be given as a public notice to be issued by our Company within two days of the Bid/Issue Closing Date. The public notice shall be issued in the same newspapers where the pre-Issue advertisements were published. The Stock Exchanges on which the Equity Shares are proposed to be listed shall also be informed promptly;
2. That if our Company and/or the Selling Shareholders withdraw the Issue after the Bid/Issue Closing Date, our Company shall be required to file a fresh offer document with the RoC/ SEBI, in the event our Company subsequently decides to proceed with the Issue;
3. all steps for 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 are taken within six Working Days of the Bid/Issue Closing Date will be taken;

4. The Equity Shares proposed to be sold by it in the Issue shall be transferred to the successful bidders within the specified time in accordance with the instruction of the Registrar to the Issue;
5. That the complaints received in respect of the Issue shall be attended to by our Company expeditiously and satisfactorily;
6. If the Allotment is not made, application monies will be refunded/unblocked in the ASBA Accounts within 15 days from the Bid/Issue Closing Date or such lesser time as specified by SEBI, failing which interest will be due to be paid to the Bidders at the rate of 15.00% per annum for the delayed period;
7. That where refunds (wherever applicable) are made through electronic transfer of funds, a suitable communication shall be sent to the Bidders within 15 days from the Bid/Issue Closing Date or at such lesser time as may be specified by SEBI, giving details of the bank where refunds shall be credited along with the amount and expected date of electronic credit of refund;
8. That the allotment of Equity Shares/ unblocking orders confirmation to the Eligible NRIs shall be despatched within specified time;
9. That funds required for making refunds to unsuccessful Bidders as per the mode(s) disclosed shall be made available to the Registrar to the Issue by our Company;
10. That our Company shall not have recourse to the Issue Proceeds until the final approval for listing and trading of the Equity Shares from all the Stock Exchanges where listing is sought has been received.
11. That no further issue of Equity Shares shall be made until the Equity Shares offered through the Red Herring Prospectus are listed or until the Bid monies are refunded/ unblocked on account of non-listing, under-subscription etc.
12. That, adequate arrangements shall be made to collect all Applications Supported by Blocked Amount and to consider them similar to non-ASBA applications while finalizing the Basis of Allotment; and
13. That it shall comply with such disclosure and accounting norms as specified by SEBI from time to time.
14. No further issue of the Equity Shares shall be made till the Equity Shares offered through the Red Herring Prospectus are listed or until the Bid monies are unblocked in ASBA Account/refunded on account of non-listing, under-subscription, etc.

#### **Undertakings by the Selling Shareholders**

##### **Each of the Selling Shareholders undertake that:**

1. The Equity Shares offered by it through the Offer for Sale are eligible to be offered through the Offer for Sale in terms of Regulation 26(6) of the SEBI ICDR Regulations, and are free and clear of any liens or encumbrances;
2. They are the legal and beneficial owner of, and have full title to, the Equity Shares being sold in the Issue and the Equity Shares are free and clear of any liens or encumbrances and shall be transferred to the investors within the time specified under applicable law;
3. Selling Shareholders shall deliver the Equity Shares being offered by it in the Offer for Sale into an escrow account at least two days prior to the filing of the Red Herring Prospectus with the RoC;
4. They shall provide such reasonable support and extend such reasonable co-operation as may be required by our Company and the BRLM 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 within six Working Days from the Bid/Issue Closing Date and in sending a suitable communication, where refunds are made through electronic transfer of funds, to the applicant within six Working Days from the Bid/Issue Closing Date, giving details of the bank where refunds shall be credited along with amount and expected date of electronic credit of refund. In case of delay, interest as per applicable law shall be paid by them to the extent of the offered shares;

5. if the Selling Shareholders do not proceed with the Issue after the Bid/ Issue Closing Date, the reason thereof shall be given by our Company as a public notice within two days of the Bid/ Issue Closing Date. The public notice shall be issued in the same newspapers where the pre- Issue advertisements were published. The stock exchanges on which the Equity Shares are proposed to be listed shall also be informed promptly. They shall extend all reasonable cooperation requested by our Company and the BRLM in this regard;
6. they shall not further transfer the Equity Shares offered in the Offer for Sale except in the Issue during the period commencing from submission of the Draft Red Herring Prospectus with SEBI until the final trading approvals from all the Stock Exchanges have been obtained for the Equity Shares Allotted/ to be Allotted pursuant to the Issue and shall not sell, dispose of in any manner or create any lien, charge or encumbrance on the Equity Shares offered by them in the Issue;
7. they shall take all such steps as may be required to ensure that the Equity Shares being sold by them pursuant to the Issue are available for transfer in the Issue within the time specified under applicable law.
8. they shall not have recourse to the proceeds of the Issue until final approval for trading of the Equity Shares from all Stock Exchanges where listing is sought has been received. All monies received out of the Offer shall be credited/transferred to a separate bank account other than the bank account referred to in sub-section (3) of Section 40 of the Companies Act, 2013

#### **Utilization of Net Proceeds of the Issue**

The Board of Directors of our Company certify 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 utilised out of the Issue referred in sub-item 1, shall be disclosed, and continue to be disclosed till the time any part of the Issue proceeds remains unutilised, under an appropriate head in the balance sheet of our Company indicating the purpose for which such monies have been utilised;
3. details of all unutilised monies out of the Issue referred in sub-item 1, if any shall be disclosed under an appropriate separate head in the balance sheet indicating the form in which such unutilised monies have been invested

Our Company alongwith the Selling Shareholders declare that all the monies received out of the Issue shall be credited/ transferred to a separate bank account other than the bank account referred to in sub-section (3) of Section 40 of the Companies Act, 2013.

## **PART B - General Information Document for Investing In Public Issues**

*All Bidders 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 “Part B – General Information Document”, which highlights the key rules, processes and procedures applicable to public issues in general in accordance with the provisions of the Companies Act, the SCRA, the SCRR and the SEBI ICDR Regulations. The General Information Document has been updated to reflect amendments to the SEBI ICDR Regulations including reference to the SEBI FPI 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 Exchanges and the BRLM. Please refer to the relevant provisions of the General Information Document, which are applicable to the Issue.*

*Our Company, Selling Shareholders and the BRLM do not accept any responsibility for the completeness and accuracy of the information stated in this section and are not liable for any amendment, modification or change in the applicable law which may occur after the date of the Red Herring Prospectus. Bidders are advised to make their independent investigations and ensure that their Bids are submitted in accordance with applicable laws and do not exceed the investment limits or maximum number of the Equity Shares that can be held by them under applicable law or as specified in the Red Herring Prospectus.*

### **SECTION 1: PURPOSE OF THE GENERAL INFORMATION DOCUMENT (GID)**

This document is applicable to the public issues undertaken through the Book-Building Process as well as to the Fixed Price Offers. The purpose of the “General Information Document for Investing in Public Issues” is to provide general guidance to potential Bidders/Applicants in IPOs and FPOs, on the processes and procedures governing IPOs and FPOs, undertaken in accordance with the provisions of the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009 (“**SEBIICDR Regulations**”) Bidders/Applicants should note that investment in equity and equity related securities involves risk and Bidder/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 will be set out in the Red Herring Prospectus (“**RHP**”)/Prospectus that will be filed by the Issuer with the Registrar of Companies (“**RoC**”).

Bidders/Applicants should carefully read the entire RHP/Prospectus and the Bid cum Application Form/ 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 RHP/Prospectus, the disclosures in the RHP/Prospectus shall prevail. The RHP/Prospectus of the Issuer is available on the websites of stock exchanges, on the website(s) of the **BRLM** 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 Bidders/Applicants may see “Glossary and Abbreviations.”

### **SECTION 2: BRIEF INTRODUCTION TO IPOs/ FPOs**

#### **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 either Regulation 26(1) or Regulation 26(2) of the SEBI ICDR Regulations. For details of compliance with the eligibility requirements by the Issuer, Bidders/Applicants may refer to the RHP/Prospectus.

#### **2.2. Further public offer (FPO)**

An FPO means an offer of specified securities by a listed Issuer to the public for subscription and may include Offer for Sale of specified securities to the public by any existing holder of such securities in a listed Issuer.

For undertaking an FPO, the Issuer is inter-alia required to comply with the eligibility requirements in terms of Regulation 26/ Regulation 27 of the SEBI ICDR Regulations. For details of compliance with the eligibility requirements by the Issuer, Bidders/Applicants may refer to the RHP/Prospectus.

### **2.3. Other Eligibility Requirements**

In addition to the eligibility requirements specified in paragraphs 2.1 and 2.2, an Issuer proposing to undertake an IPO or an FPO is required to comply with various other requirements as specified in the SEBI ICDR Regulations, the Companies Act, 2013, the Companies Act, 1956 (to the extent applicable), the Securities Contracts (Regulation) Rules, 1957 (the “SCRR”), industry-specific regulations, if any, and other applicable laws for the time being in force.

For details in relation to the above Bidders/ Applicants may refer to the RHP/Prospectus.

### **2.4. 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 Bid/ Issue Opening Date, in case of an IPO and at least one Working Day before the Bid/Issue Opening Date, in case of an FPO.

The Floor Price or the Issue price cannot be lesser than the face value of the securities. Bidders/Applicants should refer to the RHP/ Prospectus or Issue advertisements to check whether the Issue is a Book Built Issue or a Fixed Price Issue.

### **2.5. ISSUE PERIOD**

The Issue may be kept open for a minimum of three Working Days (for all category of Bidders/ Applicants) and not more than ten Working Days. Bidders/Applicants are advised to refer to the Bid cum Application Form and Abridged Prospectus or RHP/Prospectus for details of the Bid/ Issue Period. Details of Bid/ Issue Period are also available on the website of the Stock Exchange(s).

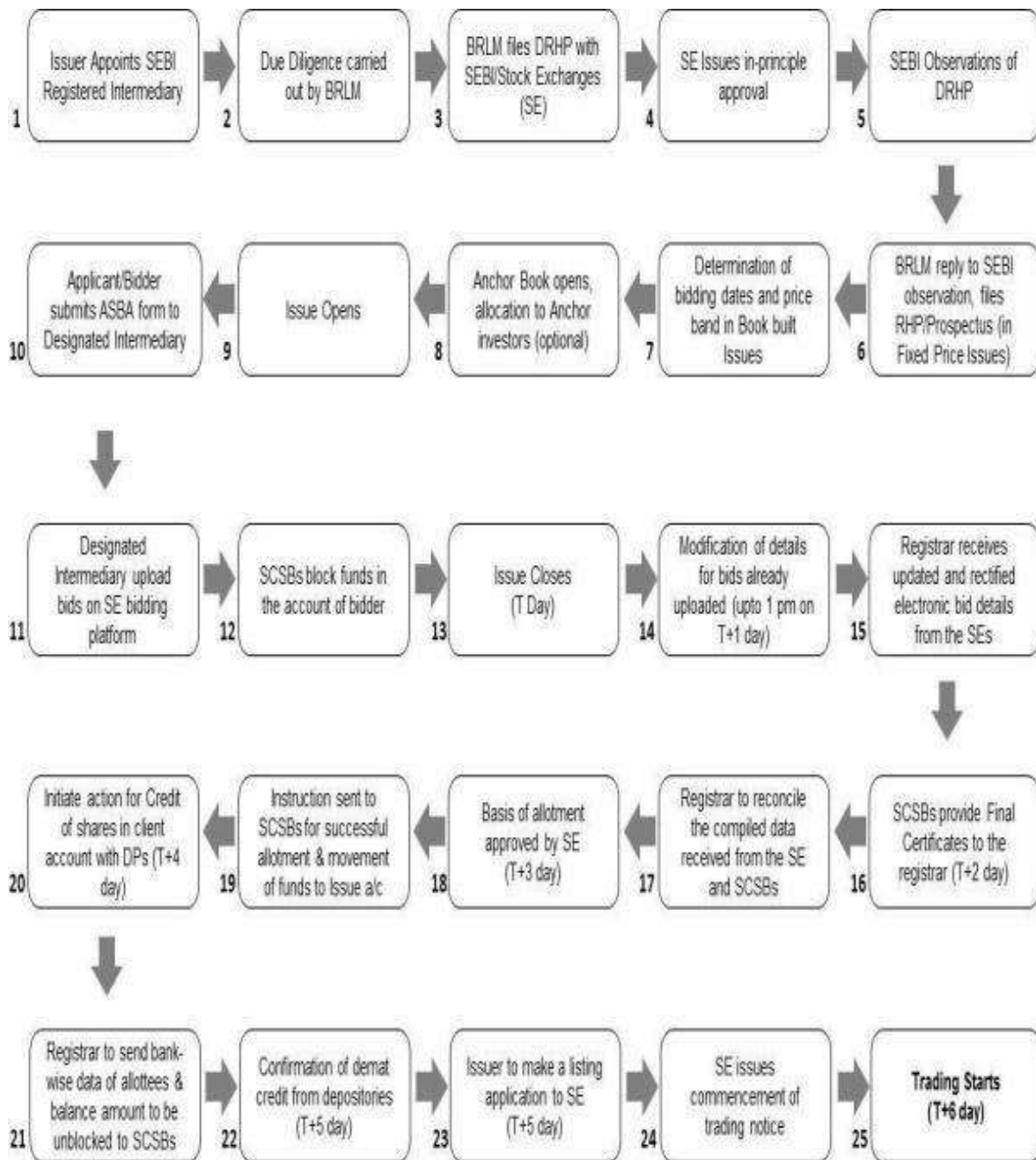
In case of a Book Built Issue, the Issuer may close the Bid/ Issue Period for QIBs one Working Day prior to the Bid/ Issue Closing Date if disclosures to that effect are made in the RHP. In case of revision of the Floor Price or Price Band in Book Built Issues the Bid/Issue Period may be extended by at least three Working Days, subject to the total Bid/ Issue Period not exceeding 10 Working Days. For details of any revision of the Floor Price or Price Band, Bidders/Applicants may check the announcements made by the Issuer on the websites of the StockExchanges, and the advertisement in the newspaper(s) issued in this regard.

### **2.6. FLOWCHART OF TIMELINES**

A flow chart of process flow in Fixed Price and Book Built Issues is as follows. Bidders/ Applicants may note that this is not applicable for Fast Track FPOs

- In case of Issue other than Book Built Issue (Fixed Price Issue) the process at the following of the below mentioned steps shall be read as
  - i. Step 7: Determination of Issue Date and Price
  - ii. Step 10: Applicant submits ASBA Form with any of the Designated Intermediaries





### SECTION 3: CATEGORY OF INVESTORS ELIGIBLE TO PARTICIPATE IN AN ISSUE

Each Bidder/Applicant should check whether it is eligible to apply under applicable law. Furthermore, certain categories of Bidders/Applicants, such as NRIs, FIIs, FPIs and FVCIs may not be allowed to Bid/Apply in the Issue or to hold Equity Shares, in excess of certain limits specified under applicable law. Bidders/ Applicants are requested to refer to the RHP/Prospectus for more details.

Subject to the above, an illustrative list of Bidders/ Applicants is as follows:

- Indian nationals resident in India who are competent to contract under the Indian Contract Act, 1872, in single or joint names (not more than three);

- Bids/Applications belonging to an account for the benefit of a minor (under guardianship);
- Hindu Undivided Families or HUFs, in the individual name of the Karta. The Bidder/ Applicant should specify that the Bid is being made in the name of the HUF in the Bid cum Application Form/Application Form as follows: “Name of sole or first Bidder/Applicant: XYZ Hindu Undivided Family applying through XYZ, where XYZ is the name of the Karta”. Bids/Applications by HUFs may be considered at par with Bids/Applications from individuals;
- Companies, corporate bodies and societies registered under applicable law in India and authorised to invest in equity shares;
- QIBs;
- NRIs on a repatriation basis or on a non-repatriation basis subject to applicable law;
- Indian Financial Institutions, regional rural banks, co-operative banks (subject to RBI regulations and the SEBI ICDR Regulations, 2009 and other laws, as applicable);
- FIIs and sub-accounts registered with SEBI, other than a sub-account which is a foreign corporate or foreign individual, bidding under the QIBs category;
- Sub-accounts of FIIs registered with SEBI, which are foreign corporates or foreign individuals only under the Non Institutional Bidder (“NIBs”) category;
- FPIs other than Category III foreign portfolio investors Bidding under the QIBs category;
- FPIs which are Category III foreign portfolio investors, Bidding under the NIBs category;
- Scientific and/or industrial research organisations authorised in India to invest in the Equity Shares;
- Trusts/societies registered under the Societies Registration Act, 1860, or under any other law relating to trusts/societies and who are authorised under their respective constitutions to hold and invest in equity shares;
- Limited liability partnerships registered under the Limited Liability Partnership Act, 2008;
- Any other person eligible to Bid/Apply in the Issue, under the laws, rules, regulations, guidelines and policies applicable to them and under Indian laws; and
- As per the existing regulations, OCBs are not allowed to participate in an Offer.

#### **SECTION 4: APPLYING IN THE ISSUE**

**Book Built Issue:** Bidders should only use the specified ASBA Form (or in case of Anchor Investors, the Anchor Investor Application Form) bearing the stamp of a Designated Intermediary, as available or downloaded from the websites of the Stock Exchanges. Bid cum Application Forms are available with the book running lead managers, the Designated Intermediaries at the Bidding Centres and at the registered office of the Issuer. Electronic Bid cum Application Forms will be available on the websites of the Stock Exchanges at least one day prior to the Bid/ Issue Opening Date. For further details, regarding availability of Bid cum Application Forms, Bidders may refer to the RHP/Prospectus.

**Fixed Price Issue:** Applicants should only use the specified Bid cum Application Form bearing the stamp of the relevant Designated Intermediaries, as available or downloaded from the websites of the Stock Exchanges. Application Forms are available with the Designated Branches of the SCSBs and at the Registered and Corporate Office of the Issuer. For further details, regarding availability of Application Forms, Applicants may refer to the Prospectus.

Bidders/Applicants should ensure that they apply in the appropriate category. The prescribed colour of the Bid cum Application Form for various categories of Bidders/Applicants is as follows:

<b>Category</b>	<b>Colour of the Bid cum Application Form</b>
Resident Indian, Eligible NRIs applying on a non repatriation basis	White
NRIs, FVCIs, FIIs, their sub-accounts other than sub-accounts which are foreign corporate(s) or foreign individuals bidding under the QIB), FPIs, on a repatriation basis	Blue
Anchor Investors (where applicable) & Bidders Bidding/applying in the reserved category	As specified by the Issuer
Eligible Employees Bidding in the Employee Reservation Portion	Pink

Securities issued in an IPO can only be in dematerialized form in compliance with Section 29 of the Companies Act, 2013. Bidders/ Applicants will not have the option of getting the Allotment of specified securities in physical form. However, they may get the specified securities rematerialized subsequent to Allotment.

#### **4.1 INSTRUCTIONS FOR FILLING THE BID CUM APPLICATION FORM/APPLICATION FORM**

Bidders/Applicants may note that forms not filled completely or correctly as per instructions provided in this GID, the RHP and the Bid cum Application Form/Application Form are liable to be rejected.

Instructions to fill each field of the Bid cum Application Form can be found on the reverse side of the Bid cum Application Form. Specific instructions for filling various fields of the Resident Bid cum Application Form and Non- Resident Bid cum Application Form and samples are provided below.

The samples of the Bid cum Application Form for resident Bidders and the Bid cum Application Form for non-resident Bidders are reproduced below:

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<b>COMMON BID CUM APPLICATION FORM</b>	<b>XYZ LIMITED - INITIAL PUBLIC ISSUE - R</b>	<b>FOR RESIDENT INDIANS, INCLUDING RESIDENT QIBs AND ELIGIBLE NRI's APPLYING ON A NON-REPATRIATION BASIS</b>
	Address : _____ Contract Details: _____ CIN No _____	

<b>LOGO</b> TO, THE BOARD OF DIRECTORS XYZ LIMITED	<b>BOOK BUILT ISSUE</b> ISEN : _____	Bid cum Application Form No. _____
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SYNDICATE MEMBER'S STAMP & CODE	BROKER/SCSB/DP/RTA STAMP & CODE	1. NAME & CONTACT DETAILS OF SOLE / FIRST BIDDER
		Mr / Ms. _____
SUB-BROKER'S / SUB-AGENT'S STAMP & CODE	BROKER'S BRANCH/SCSB BRANCH STAMP & CODE	Address _____
		Email _____
BANK BRANCH SERIAL NO.	SCSB SERIAL NO.	Tel. No (with STD code) / Mobile _____
		2. PAN OF SOLE / FIRST BIDDER _____

<b>3. BIDDER'S DEPOSITOR/ACCOUNT DETAILS</b> <input type="checkbox"/> NSDL <input type="checkbox"/> CDSL	<b>6. INVESTOR STATUS</b>
For NSDL, enter 8 digit DP ID followed by 8 digit Client ID / For CDSL, enter 16 digit Client ID	<input type="checkbox"/> Individual (Resident) - IND <input type="checkbox"/> India Unincorporated Family - IUF <input type="checkbox"/> Bodies Corporate - CB <input type="checkbox"/> Banks & Financial Institutions - FI <input type="checkbox"/> Mutual Funds - MF <input type="checkbox"/> Non-Resident Indians - NRI (Non-Repatriation basis) <input type="checkbox"/> National Investment Fund - 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

<b>4. BID OPTIONS (ONLY RETAIL INDIVIDUAL BIDDERS CAN BID AT "CUT-OFF")</b>					<b>5. CATEGORY</b>	
Bid Options	No. of Equity Shares Bid (In Figures) <small>(Bids must be in multiples of Bid Lot as advertised)</small>	Price per Equity Share (To "Cut-off") <small>(Price in multiples of ₹ 1/- only) (In Figures)</small>			"Cut-off" (Please tick)	<input type="checkbox"/> Retail Individual Bidder <input type="checkbox"/> Non-Institutional Bidder <input type="checkbox"/> QIB
		Bid Price	Retail Discount	Net Price		
Option 1	8   7   6   5   4   3   2   1	8   7   6   5   4   3   2   1	8   7   6   5   4   3   2   1	8   7   6   5   4   3   2   1	<input type="checkbox"/>	<input type="checkbox"/>
(OR) Option 2					<input type="checkbox"/>	<input type="checkbox"/>
(OR) Option 3					<input type="checkbox"/>	<input type="checkbox"/>

<b>7. PAYMENT DETAILS</b>	<b>PAYMENT OPTION: FULL PAYMENT</b> <input type="checkbox"/> <b>PART PAYMENT</b> <input type="checkbox"/>
Amount paid (₹ in figures) _____	(₹ in words) _____

ASBA Bank A/c No. _____	Bank Name & Branch _____
-------------------------	--------------------------

I/WE (ON BEHALF OF / ON BEHALF OF ANY) APPLICANT(S) HEREBY CONFIRM THAT I/WE HAVE READ AND UNDERSTOOD THE TERMS AND CONDITIONS OF THIS BID CUM APPLICATION FORM AND THE ATTACHED ANNEXURE PROSPECTUS AND THE GENERAL INFORMATION DOCUMENT FOR INVESTING IN PUBLIC ISSUE (GIDPI) AND HAVE BY AGREE AND CONFIRM THE BIDDERS UNDERTAKING AS GIVEN OVERLEAF. I/WE (ON BEHALF OF / ON BEHALF OF ANY) APPLICANT(S) HEREBY CONFIRM THAT I/WE HAVE READ THE INSTRUCTIONS FOR FILLING UP THE BID CUM APPLICATION FORM GIVEN OVERLEAF.

<b>8A. SIGNATURE OF SOLE / FIRST BIDDER</b>	<b>8B. SIGNATURE OF ASBA BANK/ACCOUNT HOLDER(S)</b> <small>(AS PER BANK RECORDS)</small>	<b>BROKER / SCSB / DP / RTA SEAMP</b> (A clear legible copy of Bid in Stock Exchange system)
	I/We authorize the SCSB to do all such as necessary to enable the Application in this line 1) _____ 2) _____ 3) _____ Date: _____	

PLEASE FILL IN BLOCK LETTERS

<b>LOGO</b>	<b>XYZ LIMITED</b> <b>INITIAL PUBLIC ISSUE - R</b>	<b>Acknowledgment Slip for Broker/SCSB/DP/RTA</b>	Bid cum Application Form No. _____
-------------	---	---	------------------------------------

DPID / CLID _____	PAN of Sole / First Bidder _____
-------------------	----------------------------------

Amount paid (₹ in figures) _____	Bank & Branch _____	Stamp & Signature of SCSB Branch
ASBA Bank A/c No. _____		
Received from Mr./Ms. _____		
Telephone / Mobile _____	Email _____	

<b>XYZ LIMITED - INITIAL PUBLIC ISSUE - R</b>	Option 1    Option 2    Option 3	Stamp & Signature of Broker / SCSB / DP / RTA	Name of Sole / First Bidder _____
No. of Equity Shares			
Bid Price			
Amount Paid (₹)			
ASBA Bank A/c No. _____		<b>Acknowledgment Slip for Bidder</b>	
Bank & Branch _____		Bid cum Application Form No. _____	

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<b>COMMON BID CUM APPLICATION FORM</b>	<b>XYZ LIMITED - INITIAL PUBLIC ISSUE - NR</b>	<b>FOR NON-RESIDENTS, INCLUDING ELIGIBLE NRIS, FPIS OR FVICIS, ETC APPLYING ON A REPATRIATION BASIS</b>
	Address : _____ Contact Details: _____ CIN No _____	

LOGO TO, THE BOARD OF DIRECTORS XYZ LIMITED	BOOK BUILT ISSUE ISIN : _____	Bid cum Application Form No. _____
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SYNDICATE MEMBER'S STAMP & CODE	BROKER/SCSB/DP/RTA STAMP & CODE	<b>1. NAME &amp; CONTACT DETAILS OF SOLE / FIRST BIDDER</b> Mr. / Ms. _____ Address _____ Email _____ Tel. No (with STD code) / Mobile _____
SUB-BROKER'S / SUB-AGENT'S STAMP & CODE	ESCROW BANK/SCSB BRANCH STAMP & CODE	
BANK BRANCH SERIAL NO.	SCSB SERIAL NO.	

<b>3. BIDDER'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	<b>6. INVESTOR STATUS</b> <input type="checkbox"/> NRI Non-Resident Indian(s) (Repatriation basis) <input type="checkbox"/> FII FII or Sub-account of a Corporate/Foreign Individual <input type="checkbox"/> FIIIA FII Sub-account Corporate/Individual <input type="checkbox"/> FVCI Foreign Venture Capital Investor <input type="checkbox"/> FPI Foreign Portfolio Investors <input type="checkbox"/> OTH Others (Please Specify) _____
---	---

<b>4. BID OPTIONS (ONLY RETAIL INDIVIDUAL BIDDERS CAN BID AT "CUT-OFF")</b>				<b>5. CATEGORY</b>						
Bid Options	No. of Equity Shares Bid (In Figures) (Bids must be in multiples of Bid Lot as advertised)	Price per Equity Share (₹) "Cut-off" (Price in multiples of ₹ 1/- only) (In Figures)						Retail Individual Bidder	Non-Institutional Bidder	QIB
		Bid Price		Retail Discount		Net Price				
Option 1	8   7   6   5   4   3   2   1	3   2   1	3   2   1	3   2   1	3   2   1	3   2   1	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
OR) Option 2							<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
OR) Option 3							<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

<b>7. PAYMENT DETAILS</b>	<b>PAYMENT OPTION : FULL PAYMENT</b> <input type="checkbox"/> <b>PART PAYMENT</b> <input type="checkbox"/>
Amount paid (₹ in figures) _____ (₹ in words) _____	

<b>ASBA</b>	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 BID CUM APPLICATION FORM AND THE ATTACHED AGREED PROSPECTUS AND THE CENTRAL INFORMATION DOCUMENT FOR INVESTORS IN PUBLIC ISSUES (CIDI) AND HEREBY AGREE AND CONFIRM THE "BIDDERS 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 BID CUM APPLICATION FORM GIVEN OVERLEAF.

<b>8A. SIGNATURE OF SOLE / FIRST BIDDER</b>	<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 time	<b>BROKER / SCSB / DP / RTA STAMP</b> (Acknowledging upload of Bid in Stock Exchange system)
Date : _____	1) _____ 2) _____ 3) _____	

PLEASE FILL IN BLOCK LETTERS

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LOGO	<b>XYZ LIMITED</b> <b>INITIAL PUBLIC ISSUE - NR</b>	<b>Acknowledgement Slip for Broker/SCSB/DP/RTA</b>	Bid cum Application Form No. _____
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DPID / CLID	PAN of Sole / First Bidder
-------------	----------------------------

Amount paid (₹ in figures) _____	Bank & Branch _____	Stamp & Signature of SCSB Branch
ASBA Bank A/c No. _____		
Received from Mr./Ms. _____		
Telephone / Mobile _____	Email _____	

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<b>XYZ LIMITED - INITIAL PUBLIC ISSUE - NR</b>	<table border="1" style="width:100%; border-collapse: collapse;"> <tr> <th></th> <th>Option 1</th> <th>Option 2</th> <th>Option 3</th> </tr> <tr> <td>No. of Equity Shares</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Bid Price</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Amount Paid (₹)</td> <td></td> <td></td> <td></td> </tr> </table>		Option 1	Option 2	Option 3	No. of Equity Shares				Bid Price				Amount Paid (₹)				Stamp & Signature of Broker / SCSB / DP / RTA	Name of Sole / First Bidder _____
	Option 1	Option 2	Option 3																
No. of Equity Shares																			
Bid Price																			
Amount Paid (₹)																			
ASBA Bank A/c No. _____																			
Bank & Branch _____																			
			<b>Acknowledgement Slip for Bidder</b>																
			Bid cum Application Form No. _____																

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#### **4.1.1. FIELD NUMBER 1: NAME AND CONTACT DETAILS OF THE SOLE/FIRST BIDDER/APPLICANT**

- (a) Bidders/Applicants should ensure that the name provided in this field is exactly the same as the name in which the Depository Account is held.
- (b) **Mandatory Fields:** Bidders/Applicants should note that the name and address fields are compulsory and e-mail and/or telephone number/mobile number fields are optional. Bidders/Applicants should note that the contact details mentioned in the Bid cum Application Form/Application Form may be used to dispatch communications in case the communication sent to the address available with the Depositories are returned undelivered or are not available. The contact details provided in the Bid cum Application Form may be used by the Issuer, the Designated Intermediaries and the Registrar to the Issue only for correspondence(s) related to an Issue and for no other purposes.
- (c) **Joint Bids/Applications:** In the case of Joint Bids/Applications, the Bids/Applications should be made in the name of the Bidder/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 Bidder/Applicant would be required in the Bid cum Application Form/Application Form and such first Bidder/Applicant would be deemed to have signed on behalf of the joint holders.
- (d) **Impersonation:** Attention of the Bidders/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.”*

The liability prescribed under Section 447 of the Companies Act, 2013 includes imprisonment for a term which shall not be less than six months extending up to 10 years (provided that where the fraud involves public interest, such term shall not be less than three years) and fine of an amount not less than the amount involved in the fraud, extending up to three times of such amount.

- (e) **Nomination Facility to Bidder/Applicant:**

Nomination facility is available in accordance with the provisions of Section 72 of the Companies Act, 2013. In case of Allotment of the Equity Shares in dematerialized form, there is no need to make a separate nomination as the nomination registered with the Depository may prevail. For changing nominations, the Bidders/Applicants should inform their respective DP.

#### **4.1.2. FIELD NUMBER 2: PAN OF SOLE/FIRST BIDDER/APPLICANT**

- a. PAN (of the sole/first Bidder/Applicant) provided in the Bid cum Application Form/Application Form should be exactly the same as the PAN of the person in whose sole or first 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 Bids/Applications on behalf of the Central or State Government, Bids/Applications by officials appointed by the courts and Bids/Applications by Bidders/Applicants residing in Sikkim (“PAN Exempted Bidders/Applicants”). Consequently, all Bidders/Applicants, other than the PAN Exempted Bidders/Applicants, are required to disclose their PAN in the Bid cum Application Form/Application Form, irrespective of the Bid/ Application Amount. Bids/Applications by the Bidders/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 Bidders/ 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. Bid cum Application Forms which provide the GIR Number instead of PAN may be rejected.
- e. Bids/Applications by Bidders/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: BIDDERS/APPLICANTS DEPOSITORY ACCOUNT DETAILS**

(a) Bidders/Applicants should ensure that DP ID and the Client ID are correctly filled in the Bid cum Application Form/Application Form. The DP ID and Client ID provided in the Bid cum Application Form/Application Form should match with the DP ID and Client ID available in the Depository database, **otherwise, the Bid cum Application Form is liable to be rejected.**

(b) Bidders/Applicants should ensure that the beneficiary account provided in the Bid cum Application Form/Application Form is active.

(c) Bidders/Applicants should note that on the basis of the DP ID and Client ID as provided in the Bid cum Application Form/Application Form, the Bidder/Applicant may be deemed to have authorized the Depositories to provide to the Registrar to the Issue, any requested Demographic Details of the Bidder/Applicant as available on the records of the depositories. These Demographic Details may be used, among other things, for other correspondence(s) related to an Offer.

(d) Bidders/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 Bidders/Applicants’ sole risk.

#### **4.1.4. FIELD NUMBER 4: BID OPTIONS**

(a) Price or Floor Price or Price Band, minimum Bid Lot and Discount (if applicable) may be disclosed in the Prospectus/RHP by the Issuer. The Issuer is required to announce the Floor Price or Price Band, minimum Bid Lot and Discount (if applicable) by way of an advertisement in at least one English, one Hindi and one regional newspaper, with wide circulation, at least five Working Days before Bid/ Issue Opening Date in case of an IPO, and at least one Working Day before Bid/ Issue Opening Date in case of an FPO.



(b) The Bidders may Bid at or above Floor Price or within the Price Band for IPOs/FPOs undertaken through the Book Building Process. In the case of Alternate Book Building Process for an FPO, the Bidders may Bid at Floor Price or any price above the Floor Price (for further details Bidders may refer to Section 5.6 (e)).

(c) **Cut-Off Price:** Retail Individual Bidders or Employees or Retail Individual Shareholders can Bid at the Cut-off Price indicating their agreement to Bid for and purchase the Equity Shares at the Issue Price as determined at the end of the Book Building Process. Bidding at the Cut-off Price is prohibited for QIBs and NIBs and such Bids from QIBs and NIBs may be rejected.

(d) **Minimum Application Value and Bid Lot:** The Issuer in consultation with the BRLM may decide the minimum number of Equity Shares for each Bid to ensure that the minimum application value is within the range of ₹10,000 to ₹15,000. The minimum Bid Lot is accordingly determined by an Issuer on basis of such minimum application value.

(e) **Allotment:** The Allotment of specified securities to each RIB shall not be less than the minimum Bid Lot, subject to availability of shares in the RIB category, and the remaining available shares, if any, shall be Allotted on a proportionate basis. For details of the Bid Lot, Bidders may refer to the RHP/Prospectus or the advertisement regarding the Price Band published by the Issuer.

#### 4.1.4.1 Maximum and Minimum Bid Size

(a) The Bidder may Bid for the desired number of Equity Shares at a specific price. Bids by Retail Individual Bidders, Employees and Retail Individual Shareholders must be for such number of shares so as to ensure that the Bid Amount less Discount (as applicable), payable by the Bidder does not exceed ₹ 200,000. Bids by Employees must be for such number of equity shares to as to ensure that the Bid Amount less Discount (if applicable), payable by the Bidder does not exceed ₹ 500,000.

(b) In case the Bid Amount exceeds ₹ 200,000 due to revision of the Bid or any other reason, the Bid may be considered for allocation under the Non-Institutional Category, with it not being eligible for Discount then such Bid may be rejected if it is at the Cut-off Price.

(c) In case of a Bid by an Eligible Employee Bidding under the Employee Reservation Portion which exceeds ₹ 200,000 but does not exceed ₹ 500,000, may not be considered for allocation under the Non-Institutional Category. However, in case the Bid Amount exceeds ₹ 500,000 due to revision in the Bid or any other reason, the Bid may be considered for allocation under the Non-Institutional Category, with it not being eligible for Discount, then such Bid may be rejected if it is at the Cut-off Price.

(d) For NRIs, a Bid Amount of up to ₹ 200,000 may be considered under the Retail Category for the purposes of allocation and a Bid Amount exceeding ₹ 200,000 may be considered under the Non- Institutional Category for the purposes of allocation.

(e) Bids by QIBs and NIBs must be for such minimum number of shares such that the Bid Amount exceeds ₹ 200,000 and in multiples of such number of Equity Shares thereafter, as may be disclosed in the Bid cum Application Form and the RHP/Prospectus, or as advertised by the Issuer, as the case may be. NIBs and QIBs are not allowed to Bid at Cut-off Price.

(f) RIBs may revise their Bids or withdraw their bids until the Bid/Issue Closing Date. QIBs and NIBs cannot withdraw or lower their Bids (in terms of quantity of Equity Share or the Bid Amount) at any stage after Bidding.



(g) In case the Bid Amount reduces to ₹ 200,000 or less due to a revision of the Price Band, Bids by the NIBs who are eligible for allocation in the Retail Category would be considered for allocation under the Retail Category.

(h) For Anchor Investors, if applicable, the Bid Amount shall be least ₹ 10 crores. One-third of the Anchor Investor Portion shall be 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 other Anchor Investors. Bids by various schemes of a Mutual Fund shall be aggregated to determine the Bid Amount. A Bid cannot be submitted for more than 60% of the QIB Category under the Anchor Investor Portion. Anchor Investors cannot withdraw their Bids or lower the size of their Bids (in terms of quantity of Equity Shares or the Bid Amount) at any stage after the Anchor Investor Bid/ Issue Period and are required to pay the Bid Amount at the time of submission of the Bid. In case the Anchor Investor Issue Price is lower than the Issue Price, the balance amount shall be payable as per the pay-in-date mentioned in the revised CAN. In case the Issue Price is lower than the Anchor Investor Issue Price, the amount in excess of the Issue Price paid by the Anchor Investors shall not be refunded to them.

(i) A Bid cannot be submitted for more than the Issue size.

(j) The maximum Bid by any Bidder including QIB Bidder should not exceed the investment limits prescribed for them under the applicable laws.

(k) The price and quantity options submitted by the Bidder in the Bid cum Application Form may be treated as optional bids from the Bidder and may not be cumulated. After determination of the Issue Price, the highest number of Equity Shares Bid for by a Bidder at or above the Issue Price may be considered for Allotment and the rest of the Bid(s), irrespective of the Bid Amount may automatically become invalid. This is not applicable in case of FPOs undertaken through Alternate Book Building Process (For details of Bidders may refer to (Section 5.6 (e)).

#### **4.1.4.2 Multiple Bids**

(a) Bidder should submit only one Bid cum Application Form. Bidder shall have the option to make a maximum of three Bids at different price levels in the Bid cum Application Form and such options are not considered as multiple Bids.

(b) Submission of a second Bid cum Application Form to either the same or to another Designated Intermediary and duplicate copies of Bid cum Application Forms bearing the same application number shall be treated as multiple Bids and are liable to be rejected.

(c) Bidders are requested to note the following procedures may be followed by the Registrar to the Issue to detect multiple Bids:

i. All Bids may be checked for common PAN as per the records of the Depository. For Bidders other than Mutual Funds and FII sub-accounts, Bids bearing the same PAN may be treated as multiple Bids by a Bidder and may be rejected.

ii. For Bids from Mutual Funds and FII sub-accounts, submitted under the same PAN, as well as Bids on behalf of the PAN Exempted Bidders, the Bid cum Application Forms may be checked for common DP ID and Client ID. Such Bids which have the same DP ID and Client ID may be treated as multiple Bids and are liable to be rejected.

(d) The following Bids may not be treated as multiple Bids:

i. Bids by Reserved Categories Bidding in their respective Reservation Portion as well as bids made by them in the Issue portion in public category.

- ii. Separate Bids by Mutual Funds in respect of more than one scheme of the Mutual Fund provided that the Bids clearly indicate the scheme for which the Bid has been made.
- iii. Bids by Mutual Funds, and sub-accounts of FIIs (or FIIs and its sub-accounts) submitted with the same PAN but with different beneficiary account numbers, Client IDs and DP IDs.
- iv. Bids by Anchor Investors under the Anchor Investor Portion and the QIB Category.

#### **4.1.5. FIELDNUMBER 5: CATEGORY OF BIDDERS**

- (a) The categories of Bidders identified as per the SEBI ICDR Regulations, 2009 for the purpose of Bidding, allocation and Allotment in the Issue are RIBs, NIBs and QIBs.
- (b) Up to 60% of the QIB Category can be allocated by the Issuer, on a discretionary basis subject to the criteria of minimum and maximum number of Anchor Investors based on allocation size, to the Anchor Investors, in accordance with SEBI ICDR Regulations, 2009, with one-third of the Anchor Investor Portion reserved for domestic Mutual Funds subject to valid Bids being received at or above the Issue Price. For details regarding allocation to Anchor Investors, Bidders may refer to the RHP/Prospectus.
- (c) An Issuer can make reservation for certain categories of Bidders/Applicants as permitted under the SEBI ICDR Regulations, 2009. For details of any reservations made in the Issue, Bidders/Applicants may refer to the RHP/ Prospectus.
- (d) The SEBI ICDR Regulations, 2009, specify the allocation or Allotment that may be made to various categories of Bidders in an Issue depending upon compliance with the eligibility conditions. Details pertaining to allocation are disclosed on reverse side of the Revision Form.

For Issue specific details in relation to allocation Bidder/Applicant may refer to the RHP/ Prospectus.

#### **4.1.6. FIELD NUMBER 6: INVESTOR STATUS**

- (a) Each Bidder/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 Bidders/Applicants, such as NRIs, FPIs and FVCIs may not be allowed to Bid/Apply in the Issue or hold Equity Shares exceeding certain limits specified under applicable law. Bidders/Applicants are requested to refer to the RHP/Prospectus for more details.
- (c) Bidders/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 Bid cum Application Form and Non-Resident Bid cum Application Form.
- (d) Bidders/Applicants should ensure that their investor status is updated in the Depository records.

#### **4.1.7. FIELD NUMBER 7: PAYMENT DETAILS**

- (a) The full Bid Amount (net of any Discount, as applicable) shall be blocked in the ASBA Account based on the authorisation provided in the ASBA Form. If Discount is applicable in the Issue, RIBs should indicate the full Bid Amount in the Bid cum Application Form and funds shall be blocked for the Bid Amount net of Discount. Only in cases where the RHP/Prospectus indicates that part payment may be made, such an option can be exercised by the

Bidder. In case of Bidders specifying more than one Bid Option in the Bid cum Application Form, the total Bid Amount may be calculated for the highest of three options at net price, i.e. Bid price less Discount offered, if any.

- (b) RIBs who Bid at Cut-off Price shall arrange to block the Bid Amount based on the Cap Price.
- (c) All Bidders (except Anchor Investors) have to participate in the Issue only through the ASBA mechanism.
- (d) Bid Amount cannot be paid in cash, cheque, demand drafts, through money order or through postal order.

#### **4.1.7.1 Instructions for Anchor Investors:**

- (a) Anchor Investors may submit their Bids with a Book Running Lead Manager.
- (b) Payments should be made either by direct credit, RTGS or NEFT.
- (c) The Escrow Collection Banks shall maintain the monies in the Escrow Account for and on behalf of the Anchor Investors until the Designated Date.

#### **4.1.7.2 Payment instructions for ASBA Bidders**

- (a) Bidders may submit the ASBA Form either
  - i. in electronic mode through the internet banking facility offered by an SCSB authorizing blocking of funds that are available in the ASBA account specified in the Bid cum Application Form, or
  - ii. in physical mode to any Designated Intermediary.
- (b) Bidders must specify the Bank Account number in the Bid cum Application Form. The Bid cum Application Form submitted by Bidder and which is accompanied by cash, demand draft, cheque, money order, postal order or any mode of payment other than blocked amounts in the ASBA Account maintained with an SCSB, will not be accepted.
- (c) Bidders should ensure that the Bid cum Application Form is also signed by the ASBA Account holder(s) if the Bidder is not the ASBA Account holder.
- (d) Bidders shall note that for the purpose of blocking funds under ASBA facility clearly demarcated funds shall be available in the account.
- (e) From one ASBA Account, a maximum of five Bids cum Application Forms can be submitted.
- (f) Bidders should submit the Bid cum Application Form only at the Bidding Centers, i.e. to the respective member of the Syndicate at the Specified Locations, the SCSBs, the Registered Broker at the Broker Centres, the RTA at the Designated RTA Locations or CDP at the Designated CDP Locations.
- (g) Bidders bidding through a Designated Intermediary, other than a SCSB, should note that ASBA Forms submitted to such Designated Intermediary may not be accepted, if the SCSB where the ASBA Account, as specified in the Bid cum Application Form, is maintained has not named at least one branch at that location for such Designated Intermediary, to deposit ASBA Forms.
- (h) Bidders bidding directly through the SCSBs should ensure that the ASBA Form is submitted to a Designated Branch of a SCSB where the ASBA Account is maintained.

- (i) Upon receipt of the ASBA Form, the Designated Branch of the SCSB may verify if sufficient funds equal to the Bid Amount are available in the ASBA Account, as mentioned in the Bid cum Application Form.
- (j) If sufficient funds are available in the ASBA Account, the SCSB may block an amount equivalent to the Bid Amount mentioned in the ASBA Form and for application directly submitted to SCSB by investor, may enter each Bid option into the electronic bidding system as a separate Bid.
- (k) If sufficient funds are not available in the ASBA Account, the Designated Branch of the SCSB may not accept such Bids and such bids are liable to be rejected.
- (l) Upon submission of a completed ASBA Form each Bidder may be deemed to have agreed to block the entire Bid Amount and authorized the Designated Branch of the SCSB to block the Bid Amount specified in the ASBA Form in the ASBA Account maintained with the SCSBs.
- (m) The Bid Amount may remain blocked in the aforesaid ASBA Account until finalisation of the Basis of Allotment and consequent transfer of the Bid Amount against the Allotted Equity Shares to the Public Issue Account, or until withdrawal or failure of the Issue, or until withdrawal or rejection of the Bid, as the case may be.
- (n) SCSBs bidding in the Issue must apply through an Account maintained with any other SCSB; else their Bids are liable to be rejected.

#### **4.1.7.2.1 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 Bid, (ii) the amount to be transferred from the relevant bank account to the Public Issue Account, for each Bid, (iii) the date by which funds referred to in (ii) above may be transferred to the Public Issue Account, and (iv) details of rejected Bids, 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 Bidder 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 ASBA Form and for unsuccessful Bids, the Registrar to the Issue may give instructions to the SCSB to unblock the Bid Amount in the relevant ASBA Account within six Working Days of the Bid/ Issue Closing Date.

#### **4.1.7.3 Discount (if applicable)**

- (a) The Discount is stated in absolute rupee terms.
- (b) Bidders applying under RIB category, Retail Individual Shareholder and employees are only eligible for discount. For Discounts offered in the Issue, Bidders may refer to the RHP/Prospectus.
- (c) The Bidders entitled to the applicable Discount in the Issue may block the Bid Amount less Discount.

Bidder may note that in case the net amount blocked (post Discount) is more than two lakh Rupees, the Bidding system automatically considers such applications for allocation under Non-Institutional Category. These applications are neither eligible for Discount nor fall under RIB category.

#### **4.1.8 FIELD NUMBER 8: SIGNATURES AND OTHER AUTHORISATIONS**

- (a) Only the First Bidder/Applicant is required to sign the Bid cum Application Form/ Application Form. Bidders/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 Bidder/Applicant, then the Signature of the ASBA Account holder(s) is also required.
- (c) The signature has to be correctly affixed in the authorisation/undertaking box in the Bid cum Application Form/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 Bid Amount mentioned in the Bid cum Application Form/ Application Form.
- (d) Bidders/Applicants must note that Bid cum Application Form/Application Form without signature of Bidder/Applicant and/or ASBA Account holder is liable to be rejected.

#### **4.1.9 ACKNOWLEDGEMENT AND FUTURE COMMUNICATION**

- (a) Bidders should ensure that they receive the Acknowledgment Slip duly signed and stamped by the Designated Intermediary, as applicable, for submission of the ASBA Form.
- (b) All communications in connection with Bids made in the Issue may be addressed to the Registrar to the Issue with a copy to the relevant Designated Intermediary to whom the Bid cum Application Form was submitted. The Bidder should give full details such as name of the sole or first Bidder/ Applicant, Bid cum Application Form number, Bidders'/Applicants' DP ID, Client ID, PAN, date of the submission of Bid cum Application Form, address of the Bidder, number of the Equity Shares applied for and the name and address of the Designated Intermediary where the Bid cum Application Form was submitted by the Bidder.

Further, the investor shall also enclose a copy of the Acknowledgment Slip duly received from the Designated Intermediaries in addition to the information mentioned hereinabove.

For further details, Bidder/Applicant may refer to the RHP/Prospectus and the Bid cum Application Form.

#### **4.2 INSTRUCTIONS FOR FILING THE REVISION FORM**

- (a) During the Bid/ Issue Period, any Bidder/Applicant (other than QIBs and NIBs, who can only revise their bid upwards) who has registered his or her interest in the Equity Shares at a particular price level is free to revise his or her Bid within the Price Band using the Revision Form, which is a part of the Bid cum Application Form.
- (b) RIB may revise their bids or withdraw their Bids till the Bid/ Issue Closing Date.
- (c) Revisions can be made in both the desired number of Equity Shares and the Bid Amount by using the Revision Form.
- (d) The Bidder/Applicant can make this revision any number of times during the Bid/ Issue Period.

However, for any revision(s) in the Bid, the Bidders/Applicants will have to use the services of the same Designated Intermediary through which such Bidder/Applicant had placed the original Bid. Bidders/Applicants are advised to retain copies of the blank Revision Form and the Bid(s) must be made only in such Revision Form or copies thereof.

A sample revision form is reproduced below:

<b>COMMON BID REVISION FORM</b>	<b>XYZ LIMITED - INITIAL PUBLIC ISSUE - R</b> Address : ..... Contact Details: ..... CIN No. ....	<b>FOR RESIDENT INDIANS, INCLUDING RESIDENT OIBs, AND ELIGIBLE NRI APPLYING ON A NON-REPATRIATION BASIS</b>	
LOGO	TO, THE BOARD OF DIRECTORS XYZ LIMITED	BOOK BUILT ISSUE ISIN : .....	
		Bid cum Application Form No. ....	
SYNDICATE MEMBER'S STAMP & CODE		BROKER/DCSB/DP/RTA STAMP & CODE	
SUB-BROKER'S / SUB-AGENT'S STAMP & CODE		ESCROW BANK/SCSB BRANCH STAMP & CODE	
BANK BRANCH SERIAL NO.		SCSB SERIAL NO.	
1. NAME & CONTACT DETAILS OF SOLE / FIRST BIDDER			
Mr./Ms. ....			
Address: .....			
E-mail: .....			
Tel. No (with STD code) / Mobile: .....			
2. PAN OF SOLE / FIRST BIDDER			
.....			
3. BIDDER'S DEPOSITORY ACCOUNT DETAILS <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 BID			
4. FROM (AS PER LAST BID OR REVISION)			
Bid Options	No. of Equity Shares Bid (Bid must be in multiples of Bid Lot as advertised (in Figures))	Price per Equity Share (₹ "Cut-off" (Price in multiples of ₹ 1/- only) (in Figures)	
	8   7   6   5   4   3   2   1	Bid Price   Retail Discount   Net Price   "Cut-off" (Please tick)	
Option 1			
(OR) Option 2			
(OR) Option 3			
5. TO (Revised Bid) (Only Retail Individual Bidders can bid at "Cut-off")			
Bid Options	No. of Equity Shares Bid (Bid must be in multiples of Bid Lot as advertised (in Figures))	Price per Equity Share (₹ "Cut-off" (Price in multiples of ₹ 1/- only) (in Figures)	
	8   7   6   5   4   3   2   1	Bid Price   Retail Discount   Net Price   "Cut-off" (Please tick)	
Option 1			
(OR) Option 2			
(OR) Option 3			
6. PAYMENT DETAILS			
Additional Amount Paid (₹ in figure) .....		₹ in words) .....	
ASBA Bank A/c No. ....		PAYMENT OPTION : FULL PAYMENT <input type="checkbox"/> PART PAYMENT <input type="checkbox"/>	
Bank Name & Branch: .....			
<small>IN CASE OF BIDDERS OR AGENTS IF ANY OTHER CONSENT HAVE TRADING UNDER THE FIELDED AND CONDITION OF THE BID FOR THIS BOOKING (BIDDING) ORDERED THROUGH AND THROUGH GENERAL INFORMATION DOCUMENT FOR RESIDENT INDIVIDUAL BIDDERS PLEASE READ AND CONFIRM THE INTEREST UNDERGONE AS GIVEN OVERSAYED (ON BEHALF OF JOINT APPLICANTS IF ANY) HEREBY CONFIRM THAT I/WE HAVE READ THE INSTRUCTIONS FOR FILLING OF THE BIDDING FORM ON GOVERNMENT WEBSITE.</small>			
7A. SIGNATURE OF SOLE / FIRST BIDDER	7B. SIGNATURE OF ASBA BANK ACCOUNT HOLDER(s) (AS PER BANK RECORDS) <small>I/We authorize the DCSB to debit into a pre-authorized bank for Application for bid.</small>	BROKER / DCSE / DP / RTA STAMP (Acknowledging upload of bid in Stock Exchange system)	
Date: .....	1) .....		
	2) .....		
	3) .....		
TEAR HERE			
LOGO	XYZ LIMITED BID REVISION FORM - INITIAL PUBLIC ISSUE - R	Acknowledgement Slip for Broker/SCSB/DP/RTA	
		Bid cum Application Form No. ....	
PAN of Sole / First Bidder			
DPID / CLID	.....	.....	
Additional Amount Paid (₹)	Bank & Branch	Stamp & Signature of SCSB Branch	
ASBA Bank A/c No.			
Received from Mr./Ms.			
Telephone / Mobile	E-mail		
TEAR HERE			
XYZ LIMITED - BID REVISION FORM - INITIAL PUBLIC ISSUE - R	Option 1	Option 2	Option 3
	No. of Equity Shares		
	Bid Price		
	Additional Amount Paid (₹)		
	ASBA Bank A/c No.		
Bank & Branch			
	Stamp & Signature of Broker / SCSB / DP / RTA	Name of Sole / First Bidder	
		Acknowledgement Slip for Bidder	
		Bid cum Application Form No.	

Instructions to fill each field of the Revision Form can be found on the reverse side of the Revision Form. Other than instructions already highlighted at paragraph 4.1 above, point wise instructions regarding filling up various fields of the Revision Form are provided below:

#### **4.2.1 FIELDS 1, 2 AND 3: NAME AND CONTACT DETAILS OF SOLE/FIRST BIDDER/ APPLICANTS, PAN OF SOLE/FIRST BIDDER/APPLICANT & DEPOSITORY ACCOUNT DETAILS OF THE BIDDER/APPLICANT**

Bidders/Applicants should refer to instructions contained in paragraphs 4.1.1, 4.1.2 and 4.1.3.

#### **4.2.2 FIELD 4 & 5: BID OPTIONS REVISION ‘FROM’ AND ‘TO’**

(i) Apart from mentioning the revised options in the Revision Form, the Bidder/Applicant must also mention the details of all the bid options given in his or her Bid cum Application Form or earlier Revision Form. For example, if a Bidder/ Applicant has Bid for three options in the Bid cum Application Form and such Bidder/Applicant is changing only one of the options in the Revision Form, the Bidder/Applicant must still fill the details of the other two options that are not being revised, in the Revision Form. The Designated Intermediaries may not accept incomplete or inaccurate Revision Forms.

(ii) In case of revision, Bid options should be provided by Bidders/Applicants in the same order as provided in the Bid cum Application Form.

(iii) In case of revision of Bids by RIBs, Employees and Retail Individual Shareholders, such Bidders/ Applicants should ensure that the Bid Amount, subsequent to revision, does not exceed ₹200,000 and Employees should ensure that the Bid Amount, subsequent to revision, does not exceed ₹500,000. In case the Bid Amount exceeds ₹200,000 (in case of RIBs) or ₹500,000 (in case of Employees) due to revision of the Bid or for any other reason, the Bid may be considered, subject to eligibility, for allocation under the Non-Institutional Category, not being eligible for Discount (if applicable) and such Bid may be rejected if it is at the Cut-off Price. The Cut-off Price option is given only to the RIBs, Employees and Retail Individual Shareholders indicating their agreement to Bid for and purchase the Equity Shares at the Issue Price as determined at the end of the Book Building Process.

(iv) In case the total amount (i.e., original Bid Amount plus additional payment) exceeds ₹200,000, the Bid will be considered for allocation under the Non-Institutional Category in terms of the RHP/ Prospectus, provided that in case of an Bid by an Employee Bidding in the Employee Reservation Portion, a Bid exceeding ₹ 500,000 will be considered for allocation under the Non-institutional category in terms of the Red Herring Prospectus/Prospectus. . If, however, the RIB does not either revise the Bid or make additional payment and the Issue Price is higher than the cap of the Price Band prior to revision, the number of Equity Shares Bid, where possible, shall be adjusted downwards for the purpose of allocation, such that no additional payment would be required from the RIB and the RIB is deemed to have approved such revised Bid at Cutoff Price.

(v) In case of a downward revision in the Price Band, RIBs and Bids by Employees under the Reservation Portion, who have bid at the Cut-off Price could either revise their Bid or the excess amount paid at the time of Bidding may be unblocked after the allotment is finalised.

#### **4.2.3 FIELD 6: PAYMENT DETAILS**

(i) All Bidders/Applicants are required to authorise that the full Bid Amount (less Discount (if applicable) is blocked. In case of Bidders/ Applicants specifying more than one Bid Option in the Bid cum Application Form, the

total Bid Amount may be calculated for the highest of three options at net price, i.e. Bid price less discount offered, if any.

(ii) Bidder/Applicants may issue instructions to block the revised amount based on cap of the revised Price Band (adjusted for the Discount (if applicable) in the ASBA Account, to the same Designated Intermediary through whom such Bidder/Applicant had placed the original Bid to enable the relevant SCSB to block the additional Bid Amount, if any.

(iii) In case the total amount (i.e., original Bid Amount less discount (if applicable) plus additional payment) exceeds ₹200,000, the Bid may be considered for allocation under the Non-Institutional Category in terms of the RHP/ Prospectus, provided that in case of a Bid by an Employee Bidding in the Employee Reservation Portion, a Bid exceeding ₹ 500,000 will be considered for allocation under the Non-institutional Category in terms of the Red Herring Prospectus/Prospectus. If, however, the Bidder/Applicant does not either revise the Bid or make additional payment and the Issue Price is higher than the cap of the Price Band prior to revision, the number of Equity Shares Bid for, where possible, may be adjusted downwards for the purpose of Allotment, such that additional amount is required blocked and the Bidder/Applicant is deemed to have approved such revised Bid at the Cut-off Price.

(iv) In case of a downward revision in the Price Band, RIBs, Employees and Retail Individual Shareholders, who have bid at the Cut-off Price, could either revise their Bid or the excess amount blocked at the time of Bidding may be unblocked after the finalisation of basis of allotment.

#### **4.2.4 FIELDS7: SIGNATURES AND ACKNOWLEDGEMENTS**

Bidders/Applicants may refer to instructions contained at paragraphs 4.1.8 and 4.1.9 for this purpose.

### **4.3 INSTRUCTIONS FOR FILING APPLICATION FORM IN ISSUES MADE OTHER THAN THROUGH THE BOOK BUILDING PROCESS (FIXED PRICE ISSUE)**

#### **4.3.1 FIELDS 1, 2, 3 NAME AND CONTACT DETAILS OF SOLE/FIRST BIDDER/ APPLICANT, PAN OF SOLE/FIRST BIDDER/ APPLICANT & DEPOSITORY ACCOUNT DETAILS OF THE BIDDER/APPLICANT**

Applicants should refer to instructions contained in paragraphs 4.1.1, 4.1.2 and 4.1.3.

#### **4.3.2 FIELD 4: PRICE, APPLICATION QUANTITY & AMOUNT**

(i) The Issuer may mention Issue Price or Price Band in the draft Prospectus. However a prospectus registered with RoC contains one price or coupon rate (as applicable).

(ii) **Minimum Application Value and Bid Lot:** The Issuer in consultation with the Lead Manager may decide the minimum number of Equity Shares for each Bid to ensure that the minimum application value is within the range of ₹10,000 to ₹15,000. The minimum Lot size is accordingly determined by an Issuer on basis of such minimum application value.

(iii) Applications by RIBs, must be for such number of shares so as to ensure that the application amount payable does not exceed ₹ 200,000.

(iv) Applications by Employees must be for such number of shares so as to ensure that the application amount payable does not exceed ₹500,000 on a net basis.



(v) Applications by other investors must be for such minimum number of shares such that the application amount exceeds ₹ 200,000 and in multiples of such number of Equity Shares thereafter, as may be disclosed in the application form and the Prospectus, or as advertised by the Issuer, as the case may be.

(vi) An application cannot be submitted for more than the Issue size.

(vii) The maximum application by any Applicant should not exceed the investment limits prescribed for them under the applicable laws.

(viii) **Multiple Applications:** An Applicant should submit only one Application Form.

Submission of a second Application Form to either the same or other SCSB and duplicate copies of Application Forms bearing the same application number shall be treated as multiple applications and are liable to be rejected.

(ix) 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 FII 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 FII 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.

(x) The following applications may not be treated as multiple Bids:

i. Applications by Reserved Categories in their respective reservation portion as well as that made by them in the 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 Bid has been made.

iii. Applications by Mutual Funds, and sub-accounts of FIIs (or FIIs and its subaccounts) submitted with the same PAN but with different beneficiary account numbers, Client IDs and DP IDs.

#### **4.3.3 FIELDNUMBER 5: CATEGORY OF APPLICANTS**

(a) The categories of applicants identified as per the SEBI ICDR Regulations, 2009 for the purpose of Bidding, allocation and Allotment in the Issue are RIBs, individual applicants other than RIB's and other investors (including corporate bodies or institutions, irrespective of the number of specified securities applied for).

(b) 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.

(c) 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. Details pertaining to allocation are disclosed on reverse side of the Revision Form. For Issue specific details in relation to allocation applicant may refer to the Prospectus.

#### **4.3.4 FIELD NUMBER 6: INVESTOR STATUS**

Applicants should refer to instructions contained in paragraphs 4.1.6.

#### **4.3.5 FIELD 7: PAYMENT DETAILS**

- (a) All Applicants (other than Anchor Investors) are required to make use of ASBA for applying in the Issue
- (b) Application Amount cannot be paid in cash, through money order, cheque, demand draft or through postal order or through stock invest.

##### **4.3.5.1 Payment instructions for ASBA Applicants**

Applicants should refer to instructions contained in paragraphs 4.1.7.2.

##### **4.3.5.2 Unblocking of ASBA Account**

Applicants should refer to instructions contained in paragraphs 4.1.7.2.1.

##### **4.3.5.3 Discount (if applicable)**

Applicants should refer to instructions contained in paragraphs 4.1.7.3.

#### **4.3.6 FIELD NUMBER 8: SIGNATURES AND OTHER AUTHORISATIONS & ACKNOWLEDGEMENT AND FUTURE COMMUNICATION**

Applicants should refer to instructions contained in paragraphs 4.1.8 & 4.1.9.

#### **4.4 SUBMISSION OF BID CUM APPLICATION FORM/APPLICATION FORM/REVISION FORM**

**4.4.1 Bidders/Applicants may submit completed Bid cum application form/Revision Form in the following manner: -**

<b>Mode of Acquisition</b>	<b>Submission of Bid cum Application Form</b>
Anchor Investors Application Form	To the Book Running Lead Manager at the locations mentioned in the Anchor Investors Application Form
ASBA Form	a. To members of the Syndicate in the Specified Locations or Registered Brokers at the Broker Centres or the RTA at the Designated RTA Location or the DP at the Designated DP Location. b. To the Designated Branches of the SCSBs.

- (a) Bidders/Applicants should submit the Revision Form to the same Designated Intermediary through which such Bidder/Applicant had placed the original Bid.
- (b) Upon submission of the Bid cum Application Form, the Bidder/Applicant will be deemed to have authorized the Issuer to make the necessary changes in the RHP and the Bid cum Application Form as would be required for filing Prospectus with the RoC and as would be required by the RoC after such filing, without prior or subsequent notice of such changes to the relevant Bidder/ Applicant.

- (c) Upon determination of the Issue Price and filing of the Prospectus with the RoC, the Bid cum Application Form will be considered as the application form.

## **SECTION 5: ISSUE PROCEDURE IN BOOK BUILT ISSUE**

Book Building, in the context of the Issue, refers to the process of collection of Bids within the Price Band or above the Floor Price and determining the Issue Price based on the Bids received as detailed in Schedule XI of SEBI ICDR Regulations, 2009. The Issue Price is finalised after the Bid/ Issue Closing Date. Valid Bids received at or above the Issue Price are considered for allocation in the Issue, subject to applicable regulations and other terms and conditions.

### **5.1 SUBMISSION OF BIDS**

- (a) During the Bid/ Issue Period, Bidders/ Applicants may approach any of the Designated Intermediaries to register their Bids. Anchor Investors who are interested in subscribing for the Equity Shares should approach the Book Running Lead Manager, to register their Bid.
- (b) In case of Bidders/Applicants (excluding NIBs and QIBs) Bidding at Cut-off Price, the Bidders/ Applicants may instruct the SCSBs to block Bid Amount based on the Cap Price less discount (if applicable).
- (c) For details of the timing on acceptance and upload of Bids in the Stock Exchanges Platform Bidders/ Applicants are requested to refer to the RHP.

### **5.2 ELECTRONIC REGISTRATION OF BIDS**

- (a) The Designated Intermediary may register the Bids using the on-line facilities of the Stock Exchanges. The Designated Intermediaries can also set up facilities for off-line electronic registration of Bids, subject to the condition that they may subsequently upload the off-line data file into the on-line facilities for Book Building on a regular basis before the closure of the issue.
- (b) On the Bid/ Issue Closing Date, the Designated Intermediaries may upload the Bids till such time as may be permitted by the Stock Exchanges and as disclosed in the Red Herring Prospectus.
- (c) Only Bids that are uploaded on the Stock Exchanges Platform are considered for allocation/Allotment. The Designated Intermediaries are given till 1 p.m. on the next Working Day following the Bid/ Issue Closing Date to modify select fields uploaded in the Stock Exchange Platform during the Bid/ Issue Period after which the Stock Exchange(s) send the bid information to the Registrar to the Issue for further processing.

### **5.3 BUILD UP OF THE BOOK**

- (a) Bids received from various Bidders/Applicants through the Designated Intermediaries may be electronically uploaded on the Bidding Platform of the Stock Exchanges' on a regular basis. The book gets built up at various price levels. This information may be available with the BRLM at the end of the Bid/ Issue Period.
- (b) Based on the aggregate demand and price for Bids registered on the Stock Exchanges Platform, a graphical representation of consolidated demand and price as available on the websites of the Stock Exchanges may be made available at the Bidding centres during the Bid/ Issue Period.

### **5.4 WITHDRAWAL OF BIDS**

- (a) RIBs can withdraw their Bids until Bid/ Issue Closing Date. In case a RIB wishes to withdraw the Bid during the Bid/ Issue Period, the same can be done by submitting a request for the same to the concerned Designated Intermediary who shall do the requisite, including unblocking of the funds by the SCSB in the ASBA Account.
- (b) The Registrar to the Issue shall give instruction to the SCSB for unblocking the ASBA Account upon or after the finaliation of basis of allotment. QIBs and NIBs can neither withdraw nor lower the size of their Bids at anystage.

## **5.5 REJECTION & RESPONSIBILITY FOR UPLOAD OF BIDS**

- (a) The Designated Intermediaries are individually responsible for the acts, mistakes or errors or omission in relation to:
  - i. the Bids accepted by the Designated Intermediary,
  - ii. the Bids uploaded by the Designated Intermediary, and
  - iii. the Bid cum application forms accepted but not uploaded by the Designated Intermediary.
- (b) The BRLM and their affiliate Syndicate Members, as the case may be, may reject Bids if all information required is not provided and the Bid cum Application Form is incomplete in any respect.
- (c) The SCSBs shall have no right to reject Bids, except in case of unavailability of adequate funds in the ASBA account or on technical grounds.
- (d) In case of QIB Bidders, only the (i) SCSBs (for Bids other than the Bids by Anchor Investors); and (ii) BRLM and their affiliate Syndicate Members (only in the Specified Locations) have the right to reject bids. However, such rejection shall be made at the time of receiving the Bid and only after assigning a reason for such rejection in writing.
- (e) All bids by QIBs, NIBs & RIBs Bidders can be rejected on technical grounds listed herein.

### **5.5.1 GROUNDS FOR TECHNICAL REJECTIONS**

Bid cum Application Forms/Application Forms can be rejected on the below mentioned technical grounds either at the time of their submission to any of the Designated Intermediaries, or at the time of finalisation of the Basis of Allotment. Bidders/Applicants are advised to note that the Bids/Applications are liable to be rejected, which have been detailed at various placed in this GID:-

- (a) Bid/Application by persons not competent to contract under the Indian Contract Act, 1872, as amended, (other than minors having valid Depository Account as per Demographic Details provided by Depositories);
- (b) Bids/Applications by OCBs;
- (c) In case of partnership firms, Bid/Application for Equity Shares made in the name of the firm. However, a limited liability partnership can apply in its own name;
- (d) In case of Bids/Applications under power of attorney or by limited companies, corporate, trust, etc., relevant documents are not being submitted along with the Bid cum application form;
- (e) Bids/Applications by persons prohibited from buying, selling or dealing in the shares directly or indirectly by SEBI or any other regulatory authority;

- (f) Bids/Applications by any person outside India if not in compliance with applicable foreign and Indian laws;
- (g) PAN not mentioned in the Bid cum Application Form/Application Forms except for Bids/ Applications by or on behalf of the Central or State Government and officials appointed by the court and by the investors residing in the State of Sikkim, provided such claims have been verified by the Depository Participant;
- (h) In case no corresponding record is available with the Depositories that matches the DP ID, the Client ID and the PAN;
- (i) Bids/Applications for lower number of Equity Shares than the minimum specified for that category of investors;
- (j) Bids/Applications at a price less than the Floor Price & Bids/Applications at a price more than the Cap Price;
- (k) Bids/Applications at Cut-off Price by NIBs and QIBs;
- (l) The amounts mentioned in the Bid cum Application Form/Application Forms do not tally with the amount payable for the value of the Equity Shares Bid/Applied for;
- (m) Bids/Applications for amounts greater than the maximum permissible amounts prescribed by the regulations;
- (n) Bids/Applications for shares more than the prescribed limit by each Stock Exchange for each category.
- (o) Submission of more than five ASBA Forms/ Application Forms per ASBA Account;
- (p) Bids/Applications for number of Equity Shares which are not in multiples Equity Shares as specified in the RHP;
- (q) Multiple Bids/Applications as defined in this GID and the RHP/Prospectus;
- (r) Bids not uploaded in the Stock Exchanges bidding system.
- (s) Inadequate funds in the bank account to block the Bid/Application Amount specified in the ASBA Form/Application Form at the time of blocking such Bid/Application Amount in the bank account;
- (t) Where no confirmation is received from SCSB for blocking of funds;
- (u) Bids/Applications by Bidders (other than Anchor Investors) not submitted through ASBA process;
- (v) Bids/Applications submitted to Designated Intermediaries at locations other than the Bidding Centers or to the Escrow Collecting Banks (assuming that such bank is not a SCSB where the ASBA Account is maintained), to the Issuer or the Registrar to the Issue;
- (w) Bids/Applications not uploaded on the terminals of the Stock Exchanges;
- (x) Bids/Applications by SCSBs wherein a separate account in its own name held with any other SCSB is not mentioned as the ASBA Account in the Bid cum Application Form/Application Form.

## **5.6 BASIS OF ALLOCATION**

- (a) The SEBI ICDR Regulations, 2009 specify the allocation or Allotment that may be made to various categories of Bidders/Applicants in an Issue depending on compliance with the eligibility conditions. Certain details

pertaining to the percentage of Issue size available for allocation to each category is disclosed overleaf of the Bid cum Application Form and in the RHP/Prospectus. For details in relation to allocation, the Bidder/ Applicant may refer to the RHP/Prospectus.

(b) Under-subscription in any category (except QIB Portion) is allowed to be met with spillover from any other category or combination of categories at the discretion of the Issuer and in consultation with the BRLM and the Designated Stock Exchange and in accordance with the SEBI ICDR Regulations, 2009. Unsubscribed portion in QIB Category is not available for subscription to other categories.

(c) In case of under subscription in the Issue, spill-over to the extent of such undersubscription may be permitted from the Reserved Portion to the Issue. For allocation in the event of an under-subscription applicable to the Issuer, Bidders/ Applicants may refer to the RHP.

(d) **Illustration of the Book Building and Price Discovery Process** Bidders should note that this example is solely for illustrative purposes and is not specific to the Issue; it also excludes Bidding by Anchor Investors.

Bidders can bid at any price within the price band. For instance, assume a price band of ₹ 20 to ₹ 24 per share, issue size of 3,000 equity shares and receipt of five bids from bidders, details of which are shown in the table below. The illustrative book given below shows the demand for the equity shares of the issuer company at various prices and is collated from bids received from various investors.

<b>Bid Quantity</b>	<b>Bid Price (₹)</b>	<b>Cumulative Quantity</b>	<b>Subscription</b>
500	24	500	16.70%
1,000	23	1,500	50.00%
1,500	22	3,000	100.00%
2,000	21	5,000	166.70%
2,500	20	7,500	250.00%

The price discovery is a function of demand at various prices. The highest price at which the issuer is able to issue the desired number of equity shares is the price at which the book cuts off, i.e., ₹ 22.00 in the above example. The issuer, in consultation with the book running lead managers, will finalise the issue price at or below such cut-off price, i.e., at or below ₹ 22.00. All bids at or above this issue price and cut-off bids are valid bids and are considered for allocation in the respective categories.

**(e) Alternate Method of Book Building**

In case of FPOs, Issuers may opt for an alternate method of Book Building in which only the Floor Price is specified for the purposes of Bidding (“**Alternate Book Building Process**”).

The Issuer may specify the Floor Price in the RHP or advertise the Floor Price at least one Working Day prior to the Bid/ Issue Opening Date. QIBs may Bid at a price higher than the Floor Price and the Allotment to the QIBs is made on a price priority basis. The Bidder with the highest Bid Amount is allotted the number of Equity Shares Bid for and then the second highest Bidder is Allotted Equity Shares and this process continues until all the Equity Shares have been allotted. RIBs, NIBs and Employees are Allotted Equity Shares at the Floor Price and Allotment to these categories of Bidders is made proportionately. If the number of Equity Shares Bid for at a price is more than available quantity then the Allotment may be done on a proportionate basis. Further, the Issuer may place a cap either in terms of number of specified securities or percentage of issued capital of the Issuer that may be Allotted to a single Bidder, decide whether a Bidder be allowed to revise the bid upwards or downwards in terms of price and/or quantity and also decide whether a Bidder be allowed single or multiple bids.

## **SECTION 6: ISSUE PROCEDURE IN FIXED PRICE ISSUE**

Applicants may note that there is no Bid cum Application Form in a Fixed Price Offer. 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 the Designated Intermediary.

Applicants may submit an Application Form either in physical form to the any of the Designated Intermediaries or in the electronic form to the SCSB or the Designated Branches of the SCSBs 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 Bid/ Issue Opening Date.

In a fixed price Offer, allocation in the net offer to the public category is made as follows: minimum fifty per cent to Retail Individual Bidders; and remaining to (i) individual investors other than Retail Individual Bidders; 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. For details of instructions in relation to the Application Form, Bidders/Applicants may refer to the relevant section of the GID.

## **SECTION 7: ALLOTMENT PROCEDURE AND BASIS OF ALLOTMENT**

The Allotment of Equity Shares to Bidders/Applicants other than Retail Individual Bidders and Anchor Investors may be on proportionate basis. For Basis of Allotment to Anchor Investors, Bidders/Applicants may refer to RHP/Prospectus. No Retail Individual Bidder will be allotted less than the minimum Bid Lot subject to availability of shares in Retail Individual Bidder Category and the remaining available shares, if any will be Allotted on a proportionate basis. The Issuer is required to receive a minimum subscription of 90% of the Net Issue (excluding any Offer for Sale of specified securities). However, in case the Issue is in the nature of Offer for Sale only, then minimum subscription may not be applicable.

### **7.1 ALLOTMENT TO RIBs**

Bids received from the RIBs at or above the Issue Price may be grouped together to determine the total demand under this category. If the aggregate demand in this category is less than or equal to the Retail Category at or above the Issue Price, full Allotment may be made to the RIBs to the extent of the valid Bids. If the aggregate demand in this category is greater than the allocation to in the Retail Category at or above the Issue Price, then the maximum number of RIBs who can be Allotted the minimum Bid Lot will be computed by dividing the total number of Equity Shares available for Allotment to RIBs by the minimum Bid Lot (“**Maximum RIB Allottees**”). The Allotment to the RIBs will then be made in the following manner:

(a) In the event the number of RIBs who have submitted valid Bids in the Issue is equal to or less than Maximum RIB Allottees, (i) all such RIBs shall be Allotted the minimum Bid Lot; and (ii) the balance available Equity Shares, if any, remaining in the Retail Category shall be Allotted on a proportionate basis to the RIBs who have received Allotment as per (i) above for the balance demand of the Equity Shares Bid by them (i.e. who have Bid for more than the minimum Bid Lot).

(b) In the event the number of RIBs who have submitted valid Bids in the Issue is more than Maximum RIB Allottees, the RIBs (in that category) who will then be Allotted minimum Bid Lot shall be determined on the basis of draw of lots.

## **7.2 ALLOTMENT TO NIBS**

Bids received from NIBs at or above the Issue Price may be grouped together to determine the total demand under this category. The Allotment to all successful NIBs may be made at or above the Issue Price. If the aggregate demand in this category is less than or equal to the Non-Institutional Category at or above the Issue Price, full Allotment may be made to NIBs to the extent of their demand. In case the aggregate demand in this category is greater than the Non-Institutional Category at or above the Issue Price, Allotment may be made on a proportionate basis up to a minimum of the Non-Institutional Category.

## **7.3 ALLOTMENT TO QIBs**

For the Basis of Allotment to Anchor Investors, Bidders/Applicants may refer to the SEBI ICDR Regulations, 2009 or RHP/Prospectus. Bids received from QIBs Bidding in the QIB Category (net of Anchor Portion) at or above the Issue Price may be grouped together to determine the total demand under this category. The QIB Category may be available for Allotment to QIBs who have Bid at a price that is equal to or greater than the Issue Price. Allotment may be undertaken in the following manner:

(a) In the first instance allocation to Mutual Funds for up to 5% of the QIB Category may be determined as follows: (i) In the event that Bids by Mutual Fund exceeds 5% of the QIB Category, allocation to Mutual Funds may be done on a proportionate basis for up to 5% of the QIB Category; (ii) In the event that the aggregate demand from Mutual Funds is less than 5% of the QIB Category then all Mutual Funds may get full Allotment to the extent of valid Bids received above the Issue Price; and Equity Shares remaining unsubscribed, if any and not allocated to Mutual Funds may be available for Allotment to all QIBs as set out at paragraph 7.4(b) below;

(b) In the second instance, Allotment to all QIBs may be determined as follows: (i) In the event of oversubscription in the QIB Category, all QIBs who have submitted Bids above the Issue Price may be Allotted Equity Shares on a proportionate basis for up to 95% of the QIB Category; (ii) Mutual Funds, who have received allocation as per (a) above, for less than the number of Equity Shares Bid for by them, are eligible to receive Equity Shares on a proportionate basis along with other QIBs; and (iii) Under-subscription below 5% of the QIB Category, if any, from Mutual Funds, may be included for allocation to the remaining QIBs on a proportionate basis.

## **7.4 ALLOTMENT TO ANCHOR INVESTOR (IF APPLICABLE)**

(a) Allocation of Equity Shares to Anchor Investors at the Anchor Investor Issue Price will be at the discretion of the issuer in consultation with the BRLM, subject to compliance with the following requirements:

- i. not more than 60% of the QIB Category will be allocated to Anchor Investors;
- ii. one-third of the Anchor Investor Portion shall be 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 other Anchor Investors; and
- iii. allocation to Anchor Investors shall be on a discretionary basis and subject to:
  - a maximum number of two Anchor Investors for allocation up to ₹100 million;
  - a minimum number of two Anchor Investors and maximum number of 15 Anchor Investors for allocation of more than ₹100 million and up to ₹2,500 million subject to minimum Allotment of ₹50 million per such Anchor Investor; and



- a minimum number of five Anchor Investors and maximum number of 15 Anchor Investors for allocation of more than ₹2,500 million, and an additional 10 Anchor Investors for every additional ₹2,500 million or part thereof, subject to minimum Allotment of ₹50 million per such Anchor Investor.

(b) An Anchor Investor shall make an application of a value of at least ₹100 million in the Issue.

(c) A physical book is prepared by the Registrar on the basis of the Anchor Investor Application Forms received from Anchor Investors. Based on the physical book and at the discretion of the Issuer in consultation with the BRLM, selected Anchor Investors will be sent a CAN and if required, a revised CAN.

(d) **In the event that the Issue Price is higher than the Anchor Investor Issue Price:** Anchor Investors will be sent a revised CAN within one day of the Pricing Date indicating the number of Equity Shares allocated to such Anchor Investor and the pay-in date for payment of the balance amount. Anchor Investors are then required to pay any additional amounts, being the difference between the Issue Price and the Anchor Investor Issue Price, as indicated in the revised CAN within the pay-in date referred to in the revised CAN. Thereafter, the Allotment Advice will be issued to such Anchor Investors.

(e) **In the event the Issue Price is lower than the Anchor Investor Issue Price:** Anchor Investors who have been Allotted Equity Shares will directly receive Allotment Advice.

#### **7.5 BASIS OF ALLOTMENT FOR QIBs (OTHER THAN ANCHOR INVESTORS), NIBs AND RESERVED CATEGORY IN CASE OF OVER-SUBSCRIBED ISSUE**

In the event of the Issue being over-subscribed, the Issuer may finalise the Basis of Allotment in consultation with the Designated Stock Exchange in accordance with the SEBI ICDR Regulations, 2009.

The allocation may be made in marketable lots, on a proportionate basis as explained below:

(a) Bidders may be categorized according to the number of Equity Shares applied for;

(b) The total number of Equity Shares to be Allotted to each category as a whole may be arrived at on a proportionate basis, which is the total number of Equity Shares applied for in that category (number of Bidders in the category multiplied by the number of Equity Shares applied for) multiplied by the inverse of the over-subscription ratio;

(c) The number of Equity Shares to be Allotted to the successful Bidders may be arrived at on a proportionate basis, which is total number of Equity Shares applied for by each Bidder in that category multiplied by the inverse of the over-subscription ratio;

(d) In all Bids where the proportionate Allotment is less than the minimum Bid Lot decided per Bidder, the Allotment may be made as follows: the successful Bidders out of the total Bidders for a category may be determined by a draw of lots in a manner such that the total number of Equity Shares Allotted in that category is equal to the number of Equity Shares calculated in accordance with (b) above; and each successful Bidder may be Allotted a minimum of such Equity Shares equal to the minimum Bid Lot finalised by the Issuer;

(e) If the proportionate Allotment to a Bidder is a number that is more than the minimum Bid lot but is not a multiple of one (which is the marketable lot), the decimal may be rounded off to the higher whole number if that decimal is 0.5 or higher. If that number is lower than 0.5 it may be rounded off to the lower whole number. Allotment to all Bidders in such categories may be arrived at after such rounding off; and

(f) If the Equity Shares allocated on a proportionate basis to any category are more than the Equity Shares Allotted to the Bidders in that category, the remaining Equity Shares available for Allotment may be first adjusted

against any other category, where the Allotted Equity Shares are not sufficient for proportionate Allotment to the successful Bidders in that category. The balance Equity Shares, if any, remaining after such adjustment may be added to the category comprising Bidders applying for minimum number of Equity Shares.

## **7.6 DESIGNATED DATE AND ALLOTMENT OF EQUITY SHARES**

(a) **Designated Date:** On the Designated Date, the Escrow Collection Banks shall transfer the funds represented by allocation of Equity Shares to Anchor Investors from the Escrow Account, as per the terms of the Escrow Agreement, into the Public Issue Account with the Bankers to the Issue. The balance amount after transfer to the Public Issue Account shall be transferred to the Refund Account. Payments of refund to the Bidders applying in the Anchor Investor Portion shall be made from the Refund Account as per the terms of the Escrow Agreement and the RHP. On the Designated Date, the Registrar to the Issue shall instruct the SCSBs to transfer funds represented by allocation of Equity Shares from ASBA Accounts into the Public Issue Account.

(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. Bidders/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 Bidders/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) credit of shares to the successful Bidders/Applicants Depository Account will be completed within six Working Days of the Bid/ Issue Closing Date.

## **SECTION 8: INTEREST AND REFUNDS**

### **8.1 COMPLETION OF FORMALITIES FOR LISTING & COMMENCEMENT OF TRADING**

The Issuer shall ensure that all steps for the completion of the necessary formalities for listing and commencement of trading at all the Stock Exchanges are taken within six Working Days of the Bid/ Issue Closing Date. The Registrar to the Issue may initiate corporate action for credit to Equity Shares the beneficiary account with Depositories within six Working Days of the Bid/ 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 RHP/Prospectus. The Designated Stock Exchange may be as disclosed in the RHP/Prospectus with which the Basis of Allotment may be finalised.

If the Issuer fails to make application to the Stock Exchange(s) or obtain permission for listing of the Equity Shares, in accordance with the provisions of Section 40 of the Companies Act, 2013, the Issuer shall be punishable with a fine which shall not be less than ₹0.50 million but which may extend to ₹ 5.00 million and every officer of the Issuer who is in default shall be punishable with imprisonment for a term which may extend to one year or with fine which shall not be less than ₹ 50,000 but which may extend to ₹0.30 million, or with both.

If the permissions to deal in and an official quotation of the Equity Shares are not granted by any of the Stock Exchange(s), the Issuer may forthwith take steps to refund, without interest, all moneys received from Bidders/Applicants.

If such money is not refunded to the Bidders/ Applicants within the prescribed time 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 such period, be liable to repay the money, with interest at such rate, as disclosed in the RHP/Prospectus.

### **8.2.2 NONRECEIPT OF MINIMUM SUBSCRIPTION**

If the Issuer does not receive a minimum subscription of 90% of the Net Issue (excluding any offer for sale of specified securities), including devolvement to the Underwriters, the Issuer may forthwith, take steps to unblock the entire subscription amount received within six Working Days of the Bid/ Issue Closing Date and repay, without interest, all moneys received from Anchor Investors. In case the Issue is in the nature of Offer for Sale only, then minimum subscription may not be applicable. In case of undersubscription in the Issue involving a Fresh Issue and an Offer for Sale, the Equity Shares in the Fresh Issue will be issued prior to the sale of Equity Shares in the Offer for Sale.

If there is a delay beyond the prescribed time after the Issuer becomes liable to pay the amount received from Bidders, then the Issuer and every director of the Issuer who is an officer in default may on and from expiry of 15 Working Days, be jointly and severally liable to repay the money, with interest at the rate of 15% per annum in accordance with the Companies (Prospectus and Allotment of Securities) Rules, 2014, as amended.

### **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 1,000 failing which the entire application monies may be refunded forthwith.

### **8.2.4 INCASE OF ISSUES MADE UNDER COMPULSORY BOOK BUILDING**

In case an Issuer not eligible under Regulation 26(1) of the SEBI ICDR Regulations, 2009 comes for an Issue under Regulation 26(2) of SEBI (ICDR) Regulations, 2009 but fails to Allot at least 75% of the Net Issue to QIBs, in such case full subscription money is to be refunded.

## **8.3 MODE OF REFUND**

(a) **In case of ASBA Bids:** Within six Working Days of the Bid/ Issue Closing Date, the Registrar to the Issue may give instructions to SCSBs for unblocking the amount in ASBA Accounts for unsuccessful Bids or for any excess amount blocked on Bidding.

(b) **In case of Anchor Investors:** Within six Working Days of the Bid/ Issue Closing Date, the Registrar to the Issue may dispatch the refund orders for all amounts payable to unsuccessful Anchor Investors.

(c) In case of Anchor Investors, the Registrar to the Issue may obtain from the depositories the Bidders' bank account details, including the MICR code, on the basis of the DP ID, Client ID and PAN provided by the Anchor Investors in their Anchor Investor Application Forms for refunds.

Accordingly, Anchor Investors are advised to immediately update their details as appearing on the records of their depositories. Failure to do so may result in delays in dispatch of refund orders or refunds through electronic transfer of funds, as applicable, and any such delay may be at the Anchor Investors' sole risk and neither the Issuer, the Registrar to the Issue, the Escrow Collection Banks, or the Syndicate, may be liable to compensate the Anchor Investors for any losses caused to them due to any such delay, or liable to pay any interest for such delay. Please

note that refunds shall be credited only to the bank account from which the Bid Amount was remitted to the Escrow Bank.

### **8.3.1 Electronic mode of making refunds for Anchor Investors**

The payment of refund, if any, may be done through various electronic modes as mentioned below:

**8.3.1.1 NECS**—Payment of refund may be done through NECS for Bidders/Applicants having an account at any of the centers specified by the RBI. This mode of payment of refunds may be subject to availability of complete bank account details including the nine-digit MICR code of the Bidder/ Applicant as obtained from the Depository;

**8.3.1.2 NEFT**—Payment of refund may be undertaken through NEFT wherever the branch of the Anchor Investors’ bank is NEFT enabled and has been assigned the Indian Financial System Code (“IFSC”), which can be linked to the MICR of that particular branch. The IFSC Code may be obtained from the website of RBI as at a date prior to the date of payment of refund, duly mapped with MICR numbers. Wherever the Anchor Investors have registered their nine-digit MICR number and their bank account number while opening and operating the demat account, the same may be duly mapped with the IFSC Code of that particular bank branch and the payment of refund may be made to the Anchor Investors through this method. In the event NEFT is not operationally feasible, the payment of refunds may be made through any one of the other modes as discussed in this section;

**8.3.1.3 RTGS**—Anchor Investors having a bank account at any of the centers notified by SEBI where clearing houses are managed by the RBI, may have the option to receive refunds, if any, through RTGS.

**8.3.1.4 Direct Credit**—Anchor Investors having their bank account with the Refund Banker may be eligible to receive refunds, if any, through direct credit to such bank account;

Please note that refunds through the abovementioned modes shall be credited only to the bank account from which the Bid Amount was remitted to the Escrow Bank.

For details of levy of charges, if any, for any of the above methods, Anchor Investors may refer to RHP/Prospectus.

## **8.4 INTEREST IN CASE OF DELAY IN ALLOTMENT OR REFUND**

The Issuer may pay interest at the rate of 15% per annum if Allotment is not made and refund instructions have not been given to the clearing system in the disclosed manner/instructions for unblocking of funds in the ASBA Account are not dispatched within the 15 days of the Bid/ Issue Closing Date.

The Issuer may pay interest at 15% per annum for any delay beyond 15 days from the Bid/ Issue Closing Date, if Allotment is not made.

## **SECTION 9: GLOSSARY AND ABBREVIATIONS**

Unless the context otherwise indicates or implies, certain definitions and abbreviations used in this document may have the meaning as provided below. References to any legislation, act or regulation may be to such legislation, act or regulation as amended from time to time.

<b>Term</b>	<b>Description</b>
Allotment/Allot/ Allotted	The allotment of Equity Shares pursuant to the Issue to successful Bidders/Applicants
Allotment Advice	Note or advice or intimation of Allotment sent to the Bidders/Applicants who have been Allotted Equity Shares after the Basis of Allotment has been approved by the Designated Stock Exchange

Allottee	An Bidder/Applicant to whom the Equity Shares are Allotted
Anchor Investor Application Form	The form used by an Anchor Investor to make a Bid in the anchor Investor Portion and which will be considered as an application for Allotment in terms of the Red Herring Prospectus and Prospectus
Anchor Investor Portion	Up to 60% of the QIB Category which may be allocated by the Issuer in consultation with the BRLM, to Anchor Investors on a discretionary basis. Onethird of the Anchor Investor Portion is reserved for domestic Mutual Funds, subject to valid Bids being received from domestic Mutual Funds at or above the price at which allocation is being done to Anchor Investors.
Application Supported by Blocked Amount / ASBA	An application, whether physical or electronic, used by ASBA Bidders/Applicants, to make a Bid and authorising an SCSB to block the Bid Amount in the specified bank account maintained with such SCSB
Application Supported by Blocked Amount Form /ASBA Form	An application form, whether physical or electronic, used by ASBA Bidders/Applicants, which will be considered as the application for Allotment in terms of the Red Herring Prospectus and the Prospectus
ASBA Account	Account maintained with an SCSB which may be blocked by such SCSB to the extent of the Bid Amount of the ASBA Bidder
ASBA Bidder	All Bidders/Applicants except Anchor Investors
Banker(s) to the Issue/Escrow Collection Bank(s)/Collecting Banker	The banks which are clearing members and registered with SEBI as Banker to the Issue with whom the Escrow Account(s) for Anchor Investors may be opened, and as disclosed in the RHP/Prospectus and Bid cum Application Form of the Issuer
Basis of Allotment	The basis on which the Equity Shares may be Allotted to successful Bidders/Applicants under the Issue fixed price process, all references to a Bid should be construed to mean an Application.
Bid	An indication to make an offer during the Bid/ Issue Period by a prospective Bidder pursuant to submission of Bid cum Application Form or during the Anchor Investor Bid/ Issue Period by the Anchor Investors, to subscribe for or purchase the Equity Shares of the Issuer at a price within the Price Band, including all revisions and modifications thereto. In case of issues undertaken through the fixed price process, all references to a Bid should be construed to mean an Application
Bid Amount	The highest value of the optional Bids indicated in the Bid cum Application Form and payable by the Bidder upon submission of the Bid (except for Anchor Investors), less discounts (if applicable). In case of issues undertaken through the fixed price process, all references to the Bid Amount should be construed to mean the Application Amount
Bid cum Application Form	The Anchor Investor Application Form or the ASBA Form, as the context requires
Bid/ Issue Closing Date	Except in the case of Anchor Investors (if applicable), the date after which the Designated Intermediaries may not accept any Bids 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. Bidders/Applicants may refer to the RHP/Prospectus for the Bid/ Issue Closing Date
Bid/ IssueOpening Date	The date on which the Designated Intermediaries may start accepting Bids 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. Bidders/Applicants may refer to the RHP/Prospectus for the Bid/ Issue Opening Date
Bid/ Issue Period	Except in the case of Anchor Investors (if applicable), the period between the Bid/ Issue Opening Date and the Bid/Issue Closing Date inclusive of both days and during which prospective ASBA Bidders/Applicants can submit their Bids, inclusive of any revisions thereof. The Issuer may consider closing the Bid/ Issue

	Period for QIBs one working day prior to the Bid/ Issue Closing Date in accordance with the SEBI ICDR Regulations, 2009. Bidders/Applicants may refer to the RHP/Prospectus for the Bid/Issue Period
Bidder/Applicant	Any Prospective investor who makes a Bid/Application pursuant to the terms of the RHP/Prospectus and the Bid cum Application Form. In case of issues undertaken through the fixed price process, all references to a Bidder/Applicants should be construed to mean an Applicant
Book Built Process/Book Building Process/Book Building Method	The book building process as provided under SEBI ICDR Regulations, 2009, in terms of which the Issue is being made
Broker Centres	Broker Centres notified by the Stock Exchanges, where Bidders /Applicants can submit the ASBA Forms to a Registered Broker. The details of such broker centres, alongwith the names and contact details of the Registered Brokers are available on the website of the Stock Exchanges.
BRLM/Book Running /Lead Manager/LM	The Book Running Lead Manager to the Issue as disclosed in the RHP/Prospectus and the Bid cum Application Form of the Issuer. In case of issues undertaken through the fixed price process, all references to the Book Running Lead Manager should be construed to mean the Lead Manager or LM.
Business Day	Monday to Saturday (except 2 <sup>nd</sup> and 4 <sup>th</sup> Saturday of a month and public holidays)
CAN/Confirmation of Allocation Note	Notice or intimation of allocation of the Equity Shares sent to Anchor Investors, who have been allocated the Equity Shares, after the Anchor Investor Bid/Issue Period
Cap Price	The higher end of the Price Band, above which the Issue Price and the Anchor Investor Issue Price may not be finalised and above which no Bids may be accepted
Client ID	Client Identification Number maintained with one of the Depositories in relation to demat Account
Collecting Depository Participant or CDPs	A depository participant as defined under the Depositories Act, 1996, registered with SEBI and who is eligible to procure Bids at the Designated CDP Locations in terms of circular no. CIR/CFD/POLICYCELL/11/2015 dated November 10, 2015 issued by SEBI
Cut-off Price	Issue Price, finalised by the Issuer in consultation with the Book Running Lead Manager, which can be any price within the Price Band. Only RIBs, Retail Individual Shareholders and employees are entitled to Bid at the Cut-off Price. No other category of Bidders/Applicants are entitled to Bid at the Cut-off Price
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 Bidders/Applicants (excluding Anchor Investors) 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>
Designated CDP Locations	Such locations of the CDPs where Bidders can submit the ASBA Forms to Collecting Depository Participants. The details of such Designated CDP Locations, along with names and contact details of the Collecting Depository Participants eligible to accept ASBA Forms are available on the respective websites of the Stock Exchanges ( <a href="http://www.bseindia.com">www.bseindia.com</a> and <a href="http://www.nseindia.com">www.nseindia.com</a> )

Designated Date	The date on which funds are transferred by the Escrow Collection Bank(s) from the Escrow Account and the amounts blocked by the SCSBs are transferred from the ASBA Accounts, as the case may be, to the Public Issue Account or the Refund Account, as appropriate, after the Prospectus is filed with the RoC, following which the board of directors may Allot Equity Shares to successful Bidders/Applicants in the Fresh Issue may give delivery instructions for the transfer of the Equity Shares constituting the Offer for Sale.
Designated Intermediaries	Syndicate, sub-syndicate/agents, SCSBs, Registered Brokers, CDPs and RTAs, who are authorized to collect ASBA Forms from the ASBA Bidders, in relation to the Issue
Designated RTA Locations	Such locations of the RTAs where Bidders can submit the ASBA Forms to RTAs. The details of such Designated RTA Locations, along with names and contact details of the RTAs eligible to accept ASBA Forms are available on the respective websites of the Stock Exchanges ( <a href="http://www.bseindia.com">www.bseindia.com</a> and <a href="http://www.nseindia.com">www.nseindia.com</a> )
Designated Stock Exchange	The designated stock exchange as disclosed in the RHP/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 SEBI 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 promoters and immediate relatives of the promoters. For further details, Bidder/Applicant may refer to the RHP/Prospectus
Equity Shares	Equity Shares of the Issuer
Escrow Account	Account opened with the Escrow Collection Bank(s) and in whose favour the Anchor Investors may transfer money through NEFT/RTGS/direct credit in respect of the Bid Amount when submitting a Bid
Escrow Agreement	Agreement to be entered into among the Issuer, the Registrar to the Issue, the Book Running Lead Manager, the Escrow Collection Bank(s) and the Refund Bank(s) for collection of the Bid Amounts from Anchor Investors and where applicable, remitting refunds of the amounts collected to the Anchor Investors on the terms and conditions thereof
Escrow Collection Bank(s)	Refer to definition of Banker(s) to the Issue FCNR Account Foreign Currency Non-Resident Account
First Bidder/ Applicant	The Bidder/Applicant whose name appears first in the Bid cum Application Form or Revision Form
FII(s)	Foreign Institutional Investors as defined under the SEBI (Foreign Institutional Investors) Regulations, 1995 and registered with SEBI under applicable laws in India
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
Floor Price	The lower end of the Price Band, at or above which the Issue Price and the Anchor Investor Issue Price may be finalised and below which no Bids may be accepted, subject to any revision thereto
FPIs	Foreign Portfolio Investors as defined under the Securities and Exchange Board of India (Foreign Portfolio Investors) Regulations, 2014
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
Issuer/Company	The Issuer proposing the initial public offering/further public offering as applicable
Maximum RIB Allottees	The maximum number of RIBs who can be Allotted the minimum Bid Lot. This is

	computed by dividing the total number of Equity Shares available for Allotment to RIBs by the minimum Bid 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
Mutual Funds Portion	5% of the QIB Category (excluding the Anchor Investor Portion) available for allocation to Mutual Funds only, being such number of equity shares as disclosed in the RHP/ Prospectus and Bid cum Application Form
NECS	National Electronic Clearing Service
NEFT	National Electronic Fund Transfer
NRE Account	Non-Resident External Account
NRI	NRI 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 Offer	The Issue less reservation portion
Non Institutional Bidders or NIBs	All Bidders/Applicants, including sub accounts of FIIs registered with SEBI which are foreign Corporates or foreign individuals and FPIs which are Category III foreign portfolio investors, that are not QIBs or RIBs and who have Bid for Equity Shares for an amount of more than ₹200,000 (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 NIBs on a proportionate basis and as disclosed in the RHP/Prospectus and the Bid cum Application Form
Non-Resident	A person resident outside India, as defined under FEMA and includes Eligible NRIs, FPIs 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	Public issue of Equity Shares of the Issuer including the Offer for Sale if applicable
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 Shareholders
Other Investors	Investors other than Retail Individual Bidders in a Fixed Price Issue. These include individual applicants other than Retail Individual Bidders and other investors including corporate bodies or institutions irrespective of the number of specified securities applied for
Issue Price	The final price, less discount (if applicable) at which the Equity Shares may be Allotted to Bidders other than Anchor Investors, in terms of the Prospectus. Equity Shares will be Allotted to Anchor Investors at the Anchor Investor Issue Price The Issue Price may be decided by the Issuer in consultation with the Book Running Lead Manager
PAN	Permanent Account Number allotted under the Income Tax Act, 1961
Price Band	Price Band with a minimum price, being the Floor Price and the maximum price, being the Cap Price and includes revisions thereof. The Price Band and the minimum Bid lot size for the Issue may be decided by the Issuer in consultation with the Book Running Lead Manager and advertised, at least five working days in case of an IPO and one working day in case of FPO, prior to the Bid/ Issue Opening Date, in English national daily, Hindi national daily and regional language at the place where the registered office of the Issuer is situated, newspaper each with wide circulation
Pricing Date	The date on which the Issuer in consultation with the Book Running Lead Manager, finalise the Issue Price



Prospectus	The prospectus to be filed with the RoC in accordance with Section 26 of the Companies Act, 2013 after the Pricing Date, containing the Issue Price, the size of the Issue and certain other information
Public Issue Account	A Bank account opened with the Banker to the Issue to receive monies from the Escrow Account and from the ASBA Accounts on the Designated Date
QIB Category	The portion of the Issue being such number of Equity Shares to be Allotted to QIBs on a proportionate basis
Qualified Institutional Buyers or QIBs	As defined under SEBI ICDR Regulations, 2009
RTGS	Real Time Gross Settlement
Red Herring Prospectus/RHP	The red herring prospectus issued in accordance with Section 32 of the Companies Act, 2013, which does not have complete particulars of the price at which the Equity Shares are offered and the size of the Issue. The RHP may be filed with the RoC at least three days before the Bid/ Issue Opening Date and may become a Prospectus upon filing with the RoC after the Pricing Date. In case of issues undertaken through the fixed price process, all references to the RHP should be construed to mean the Prospectus
Refund Account(s)	The account opened with Refund Bank(s), from which refunds to Anchor Investors, if any, of the whole or part of the Bid Amount may be made
Refund Bank(s)	Refund bank(s) as disclosed in the RHP/Prospectus and Bid cum Application Form of the Issuer
Registrar and Share Transfer Agents or RTAs	Registrar and share transfer agents registered with SEBI and eligible to procure Bids at the Designated RTA Locations in terms of circular no.CIR/CFD/POLICYCELL/11/2015 dated November 10, 2015 issued by SEBI
Registered Broker	Stock Brokers registered with the Stock Exchanges having nationwide terminals, other than the members of the Syndicate
Registrar to the Issue/RTO	The Registrar to the Issue as disclosed in the RHP/Prospectus and Bid cum Application Form
Reserved Category/ Categories	Categories of persons eligible for making application/Bidding under reservation portion
Reservation Portion	The portion of the Issue reserved for such category of eligible Bidders/Applicants as provided under the SEBI ICDR Regulations, 2009
Retail Individual Bidders/ RIBs	Investors who applies or bids for a value of not more than ₹200,000.
Retail Individual Shareholders	Shareholders of a listed Issuer who applies or bids for a value of not more than ₹200,000.
Retail Category	The portion of the Issue being such number of Equity Shares available for allocation to RIBs which shall not be less than the minimum Bid Lot, subject to availability in RIB category and the remaining shares to be Allotted on proportionate basis.
Revision Form	The form used by the Bidders in an issue through Book Building Process to modify the quantity of Equity Shares and/or bid price indicated therein in any of their Bid cum Application Forms or any previous Revision Form(s)
RoC	The Registrar of Companies
SEBI	The Securities and Exchange Board of India constituted under the Securities and Exchange Board of India Act, 1992
SEBI ICDR Regulations, 2009	The Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009
Self Certified Syndicate Bank(s) or SCSB(s)	A bank registered with SEBI, which offers the facility of ASBA and a list of which is available on <a href="http://www.sebi.gov.in/cms/sebi_data/attachdocs/1316087201341.html">http://www.sebi.gov.in/cms/sebi_data/attachdocs/1316087201341.html</a>
Specified Locations	Refer to definition of Broker Centers
Stock Exchanges / SE	The stock exchanges as disclosed in the RHP/Prospectus of the Issuer where the Equity Shares Allotted pursuant to the Issue are proposed to be listed
Syndicate	The Book Running Lead Manager and the Syndicate Member

Syndicate Agreement	The agreement to be entered into among the Issuer, and the Syndicate in relation to collection of ASBA Forms by Syndicate Members
Syndicate Member(s) /SM Underwriters	The Syndicate Member(s) as disclosed in the RHP/Prospectus The Book Running Lead Manager and the Syndicate Member(s)
Underwriting Agreement	The agreement amongst the Issuer, and the Underwriters to be entered into on or after the Pricing Date
Working Day	All trading days of Stock Exchanges, excluding Sundays and holidays for commercial banks in Mumbai.

## COMPENSATION TO RETAIL INDIVIDUAL INVESTOR

In terms of SEBI circular no. SEBI/HO/CFD/DIL2/CIR/P/2018/22 dated February 15, 2018, any ASBA Applicant/Bidder who is a Retail Individual Investor, whose Bid cum Application Form has not been considered for Allotment due to the following factors:

- Failure on part of the SCSBs to make bids in the concerned Exchange system even after the amount has been blocked in the investors' bank account with such SCSB.
- Failure on part of the SCSB to process the ASBA applications even when they have been submitted within time.
- Any other failures on part of an SCSB which has resulted in the rejection of the application form.

shall be entitled to compensation by the SCSBs. Also, the said Applicants/Bidders have the option to seek redressal of the same within three (3) months of the date of listing of the Equity Shares of the Issuer, with the concerned SCSB. On receipt of such applications, the SCSB would be required to resolve the same within fifteen (15) days, failing which it would have to pay interest at the rate of fifteen percentage (15%) p.a. for any delay beyond the said period of fifteen (15) days.

In the cases of the issues which are subscribed between 90-100%, i.e. non oversubscribed issues, the applicants would be compensated for all the shares which they would have been allotted.

Note: No compensation would be payable to the Applicants/Bidders who are Retail Individual Investors in case the listing price is below the issue price.

The formula for calculation of minimum fair compensation is as follows:

Compensation	=	(Listing price* - Issue Price)	x	No of shares that would have been allotted if bid was successful	x	Probability of allotment of shares determined on the basis of allotment
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*\*Listing price shall be taken as the highest of the opening prices on the day of listing across the recognized stock Exchanges*

A reference chart for calculation of minimum compensation in case of non-allotment of specified securities to Retail Individual Investors in an IPO is as under:

Example - Security A

Issue Price : 300

Listing Price: 325

Minimum Bid lot: 20 shares

Total No. of Applications received from RII	No. of Equity Shares applied in all valid applications	No. of Shares Reserved for RIIs	No. of times Subscribed
(A)	(B)	(C)	(D) = B/C
2,00,000	3,28,00,000	35,00,000	9.37

In this case maximum possible allottees is  $35,00,000/20 = 1,75,000$

The basis of allotment is determined by Lead Manager in consultation with the Stock Exchanges as under:

No. of Lots	No. of Shares at each lot	No. of retail Investors applying at each lot	Total No. of Shares applied for at each lot	No. of investors who shall receive minimum bid-lot (to be selected on lottery)	Allotment Ratio Determined	No. of shares allotted per allottee (minimum lot size)
A	B	C	D = (B*C)	E	F=E:C	G
1.	20	10,000	2,00,000	$8,750 = (175000/200000)*10000$	7:8	20
2.	40	10,000	4,00,000	8,750	7:8	20
3.	60	10,000	6,00,000	8,750	7:8	20
4.	80	10,000	8,00,000	8,750	7:8	20
5.	100	20,000	20,00,000	17,500	7:8	20
6.	120	20,000	24,00,000	17,500	7:8	20
7.	140	15,000	21,00,000	13,125	7:8	20
8.	160	20,000	32,00,000	17,500	7:8	20
9.	180	10,000	18,00,000	8,750	7:8	20
10.	200	15,000	30,00,000	13,125	7:8	20
11.	220	10,000	22,00,000	8,750	7:8	20
12.	240	10,000	24,00,000	8,750	7:8	20
13.	260	10,000	26,00,000	8,750	7:8	20
14.	280	5,000	14,00,000	4,375	7:8	20
15.	300	15,000	45,00,000	13,125	7:8	20
16.	320	10,000	32,00,000	8,750	7:8	20
	<b>Total</b>	<b>2,00,000</b>	<b>3,28,00,000</b>	<b>1,75,000</b>		

In this case if the number of shares applied by an applicant whose bid was unsuccessful due to failure/error on part of SCSB is 20 shares or multiples thereof, then the minimum compensation is calculated as under:

$$\text{Compensation} = (\text{₹}325 - \text{₹}300) * 20 * (7/8) = \text{₹}437.50$$

## RESTRICTION ON FOREIGN OWNERSHIP OF INDIAN SECURITIES

Foreign investment in Indian securities is regulated through the Industrial Policy, 1991 of the Government of India and FEMA and the circulars and notifications issued thereunder. 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. The Union Cabinet, as provided in the Cabinet Press Release dated May 24, 2017, has given its approval for phasing out the FIPB. Accordingly, the process for foreign direct investment (“**FDI**”) and approval from the Government of India will now be handled by the concerned ministries or departments, in consultation with the Department of Industrial Policy and Promotion, Ministry of Commerce and Industry, Government of India (“**DIPP**”), Ministry of Finance, Department of Economic Affairs, FIPB section, through a memorandum dated June 5, 2017 has notified the specific ministries handling relevant sectors.

The Government has, from time to time, made policy pronouncements on FDI through press notes and press releases. The DIPP issued the Consolidated FDI Policy Circular of 2017 (“**FDI Circular 2017**”), which, with effect from August 28, 2017, consolidated and superseded all previous press notes, press releases and clarifications on FDI issued by the DIPP that were in force and effect as on August 28, 2017. The Government proposes to update the consolidated circular on FDI policy once every year and therefore, FDI Circular 2017 will be valid until the DIPP issues an updated circular. As per the FDI Policy the cap for foreign investment in a financial services company regulated by a sectoral regulator (in our case, being SEBI), is 100% under the automatic route. However, downstream investments by a resident entity which is ‘foreign-owned and controlled’ within the meaning of the FDI Policy are treated as foreign investment for the purposes of the FDI Policy.

As per current foreign investment policies, the transfer of shares between an Indian resident and a non-resident does not require the prior approval of the RBI, provided that (i) the activities of the investee company are under the automatic route under the foreign direct investment policy and transfer does not attract provisions of the Takeover Regulations; (ii) the non-resident shareholding is within the sectoral limits under the FDI policy; and (iii) the pricing is in accordance with guidelines prescribed by SEBI / RBI.

As per the existing policy of the Government of India, OCBs cannot participate in this Offer.

**The Equity Shares offered in the Issue have not been and will not be registered under the U.S. Securities Act, 1933 (“U.S. Securities Act”) or any state securities laws in the United States, and unless so registered may not be offered or sold within the United States, except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the U.S. Securities Act and applicable state securities laws. Accordingly, such Equity Shares are being offered and sold only outside of the United States 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 Bids may not be made by persons in any such jurisdiction, except in compliance with the applicable laws of such jurisdiction.**

The above information is given for the benefit of the Bidders. Our Company, the Selling Shareholders and the BRLM are not liable for any amendments or modification or changes in applicable laws or regulations, which may occur after the date of this Draft Red Herring Prospectus. Bidders are advised to make their independent investigations and ensure that the number of Equity Shares Bid for do not exceed the applicable limits under laws or regulations.

## SECTION IX – MAIN PROVISIONS OF THE ARTICLES OF ASSOCIATION

*Pursuant to the Companies Act and the SEBI ICDR Regulations, the main provisions of the Articles of Association relating to voting rights, dividend, lien, forfeiture, restrictions on transfer and transmission of Equity Shares or debentures and/or on their consolidation/splitting are detailed below. Certain defined terms used in the Articles of Association are set forth below. All other defined terms used in this section have the meaning given to them in the Articles of Association.*

### CAPITAL AND INCREASE AND REDUCTION IN CAPITAL

4(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) subject to the provision of the Act and any other statutory enactment order/notification as may be in force from time to time and this Article, the company shall have power to issue all kinds of securities, (both shares or debt instruments of every kind) either convertible or non-convertible or partly convertible, either in India or outside India, and upon such terms and conditions the Board of Directors may impose in accordance with the provision of the Act or any statutory enactment / order / Guideline / regulation/ notification as may be in force from time to time.

(c) Subject to the provisions of the Act, and any other statutory enactment/ order/ regulation/ guideline/ notification as may be in force from time to time and these Articles, the Company shall have power to issue fully convertible and / or partly convertible Warrants/ Options carrying right of conversion into equity shares at such time or during such period and in such manner as may be decided at the time of issue of warrants in accordance with the provisions of the said Act / other enactment / order/ regulation / guideline issued by the Securities and Exchange Board of India (SEBI) or other authority and in force from time to time and any resolution of the Company that may be passed in a General Meeting in that behalf.

5. Subject to the provisions of the Act, any preference shares may be issued on the terms that they are or at the option of the Company are liable to be redeemed on such terms and in such manner as the Company, before the issue of such shares, may by special resolution determine.

6. (a) The Directors shall in making the allotments duly observe the provisions of the Act.

(b) The amount payable on application on each share shall not be less than 5 percent of the nominal amount of the share.

(c) Nothing herein contained shall prevent the Directors from issuing fully paid-up shares either on payment of the entire nominal value thereof in cash or in satisfaction of any outstanding debt or obligation of the Company.

7. The Company in a General Meeting may, from time to time, increase the authorised Capital by the creation of new shares, such increase to be of such aggregate amount and to be divided into shares of such respective amounts as the resolution shall prescribe. 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 Meetings of the Company in conformity with 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 the Act.

8. Except so far as otherwise provided by the conditions of issue or by these presents, any capital raised by the creation of new shares shall be considered as part of the existing capital and shall be, subject to the provisions herein contained with reference to the payment of calls and installments, forfeiture, lien, surrender, transfer and transmission, voting and otherwise.

9. Subject to the provisions of the Act, the Company in General Meeting may, from time to time by Special Resolution, reduce its Capital and any Capital Redemption, Reserve Account or Share Premium Account 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 any power, the Company would have, if it were omitted.

10. Subject to the provisions of the Act, the Company in a General Meeting may from time to time, sub-divide or consolidate its share. Subject as aforesaid, the Company in a General Meeting may 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.

11. The Company in a General Meeting may convert any fully paid-up shares into stock and may at any time convert any stock into fully paid-up shares of any denomination. The provisions of clause 37 of Table "F" to Schedule - I of the Companies Act, 2013 shall apply when shares are converted into stock aforesaid,

## **SHARES AND CERTIFICATES**

The provisions of the foregoing Articles relating to issue of certificates shall mutatis mutandis apply to issue of certificates for any other securities including debentures (except where the Act otherwise requires) of the Company.

12. The Company shall cause to be kept a Register and Index of Members in accordance with the Act.

13.(a) Each share in the capital of the Company shall be distinguished by an appropriate number provided however that this provision shall not apply to the shares of the Company which are dematerialized or may be dematerialized in future or issued in dematerialized form and the shares which are dematerialized are to be in fungible form. No share shall be subdivided except in the manner; herein before mentioned in these Articles. Every forfeited or surrendered share shall continue to bear the number, if any, by which the same was originally distinguished.

(b) Notwithstanding anything contained in these Articles, when the shares are dealt with in a Depository, the Company shall intimate the details of allotment of shares to the Depository immediately on allotment of such shares.

14. The Board shall observe the restrictions as to allotment of shares to the public contained in the Act, and shall cause to be made the returns as to allotment

15 Where it is proposed to increase the subscribed capital of the Company by allotment of further shares, then allotment of such further shares shall be made in accordance with the provisions of the Act / other enactment / order/ regulation / guideline issued by the Securities and Exchange Board of India (SEBI) or other authority and in force from time to time, as may be applicable to the Company from time to time.

16. Subject to provisions of these Articles and of the Act, the Shares shall be under the control of the Board, who may allot or otherwise dispose off the same to such persons on such terms and conditions and at such times as the Board thinks fit and with full power to allot shares of any class of the Company either, subject to the provisions of Sections 52 and 53 of the Companies Act, 2013, at a premium or at par or at a discount provided that option or right to call of shares shall not be given to any person except with the sanction of the Company in a General Meeting. The Board shall cause to be made the returns as to allotment.

17. In addition to and without derogating the powers for that purpose conferred on the Board under Articles 14 and 15, the Company in a General Meeting may, subject to the provisions of the Act, determine that any shares (whether forming part of the original capital or of any increased capital of the Company) shall be offered to such persons (whether members or not) in such proportion and on such terms and conditions and either, subject to compliance with the provisions of Sections 52 and 53 of the Companies Act, 2013, at a premium or at par or at a discount as such General Meeting shall determine and with full power to give any person (whether a member or not) the option to call for or be allotted shares of any class of the Company either, subject to the compliance with the provision of Section 52 and 53 of the Companies Act, 2013, at a premium or at a discount, such option being exercisable at such times and for such consideration as may be directed by such General Meeting of the Company. The General Meeting may make any other provision whatsoever for the issue, allotment or disposal of any shares.

18. Any application signed by or on behalf of an applicant for shares in the Company, followed by an allotment of any share 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 of Members shall, for the purpose of these Articles be a member.

19. 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 immediately on the inscription of the name of the allottee in the Register of Members as the name of the holder of such shares, become a debt due to and recoverable by the Company from the allottee thereof, and shall be paid by him accordingly.

20. Every member or his heirs, executors or administrator, 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 these Articles, require or fix for the payment thereof.

21. (a) Every member or allottee of shares shall be entitled, without payment, to receive one certificate specifying the name of the person in whose favour it is issued, the shares to which it relates and the amount paid-up thereon. Such certificate shall be issued only in pursuance of a resolution passed by the Board and on surrender to the Company of its letters of allotment or its fractional coupons of requisite value, save in cases of issues against letters of acceptance or of renunciation or in case of issue of bonus shares. Every such certificate shall be issued under the seal of the Company, which shall be affixed in the presence of two Directors or persons acting on behalf of the Directors under a duly registered Power of Attorney and the Secretary or some other persons appointed by the Board for the purpose and the 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 the Managing Director or a whole time Director, if any. For any further certificate the Board shall be entitled, but shall not be bound, to prescribe a charge not exceeding Rupee One. 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.

(b) Any two or more joint allottees of a share shall, for the purpose of this Article, be treated as a single member and the certificate of any share, which may be the subject of joint ownership may be delivered to any one of such joint owner on behalf of all of them. The Company shall comply with the provisions of the Act.

(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 Directors shall be responsible for the safe custody of such machine equipment or other material used for the purpose.

22. (a) No certificate or any share or shares shall be issued either in exchange, for those which are sub-divided or consolidated or in replacement of those which are defaced, torn or old, decrepit, worn out, or where the cages on the reverse for recording transfers have been duly utilized, unless the certificate in lieu of which it is issued is surrendered to the Company.

(b) When a new share certificate has been issued in pursuance of clause (a) of this Article, it shall state on the face of it and against the stub or counterfoil to the effect that it is "issued in lieu of Share Certificate No Sub-divided / replaced on consolidation of shares."

(c) If a share certificate is lost or destroyed, a new certificate in lieu thereof shall be issued only with the prior consent of the Board and on payment of such fee, not exceeding Rupees Two as the Board may from time to time fix, and on such terms, if any, as to evidence and indemnify as to payment of out of pocket expenses incurred by the Company in investigating evidence, as the Board may think fit.

(d) Where a new share certificate has been issued in pursuance of Clause (c) of this Article, it shall state on the face of it and against stub or counterfoil to the effect that is a "Duplicate issued in lieu of share certificate No. " The word "Duplicate" shall be stamped or punched in bold letters across the face of the share certificate.

(e) Where a new share certificate has been issued in pursuance of clause (a) of this Article, particulars of every such certificate shall be entered in a Registered or Renewed or Duplicate certificate indicating against the names of the persons to whom the certificate is issued, the number and date of issue of the share certificate in lieu of which the

new certificate is issued, and the necessary changes indicated in the Register of Members by suitable crossreferences in the "remarks" column.

(f) All the blank forms to be issued of share certificate shall be printed and the printing shall be done on the authority of a resolution of the Board. The blank forms to be consecutively machine numbered and the forms and the blocks, engravings, facsimiles and hues relating to the printing of such forms shall be kept in the custody of the Secretary or such other person as the Board may appoint for the purpose; and the Secretary or the other person aforesaid shall be responsible for rendering an account of these forms to the Board.

(g) The Managing Director for the time being, or, if the Company has no Managing Director, every Director shall be responsible for the maintenance, preservation and safe custody of all books and documents relating to the issue of share certificates except the blank forms of share certificates referred to in clause (f) of this Article.

(h) All books referred to in clause (g) of this Article shall be preserved in good order permanently.

(i) Notwithstanding anything contained in these Articles, when the shares are dealt with in a Depository, no share certificates shall be issued by the Company. However, in respect of shares held in a Depository, the investor shall have the option to request the Company to issue share certificate in physical form at any time, subject to the provisions of the Depositories Act.

23. If any share stands in the names of two or more persons, the person first named in the Register of Members shall as regards receipt of dividends or bonus or service or notice and all or any other matter connected with the Company, except voting at meetings and the transfer of the shares, be deemed the sole holder thereof but the joint holders of a share shall be severally as well as jointly liable for the payment of all installments and calls due in respect of such share, and for all incidents thereof according to these Articles.

24. Unless otherwise expressly provided in these presents, and except as ordered by a Court of competent jurisdiction, or as by law required, the Company shall not be bound to recognize an equitable, contingent, future or partial interest in any share, or 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, or whose name appears as the beneficial owner of shares, in the records of a Depository, but the Board shall be at liberty at their sole discretion to register any share in the joint names of any two or more persons or the survivor or survivors of them.

25. Every Member is entitled for sub-division/consolidation of share certificates for the shares held by him/her.

26. The company shall have power to buy its own shares, in compliance with section 68, 69 and 70 of the Companies Act, 2013 and the Regulations/ guidelines issued by Securities and Exchange Board of India.

27A. (1) If at any time the share capital is divided into different classes of shares, the rights attached to any class (unless otherwise provided by the terms of issue of the shares of that class) may, subject to the provisions of the Act, and whether or not the Company is being wound up, be varied with the consent in writing of the such number of the holders of the issued shares of that class, or with the sanction of a resolution passed at a separate meeting of the holders of the shares of that class, as prescribed by the Act.

(2) To every such separate meeting, the provisions of these Articles relating to General Meetings shall mutatis mutandis apply.

27B. The rights conferred upon the holders of the shares of any class issued with preferred or other rights shall not, unless otherwise expressly provided by the terms of issue of the shares of that class, be deemed to be varied by the creation or issue of further shares ranking pari passu therewith

#### **UNDERWRITING AND BROKERAGE**

28. Subject to provisions of Section 40 of the Companies Act, 2013 read with rules made thereunder, 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 subscription (whether absolute or conditional) for any share or debentures in the Company; but so that the commission shall not exceed in the case of shares, five percent of the price at which the shares are issued and in the case of debentures, two and a half percent of the price at which the debentures are issued. Such commission may be satisfied by payment of cash or allotment of fully or partly paid shares or partly in one way and partly in the other.

29. The Company may pay a reasonable sum for brokerage.

### **CALLS**

30. The Board may, from time to time subject to the terms on which any shares may have been issued and subject to the conditions of allotment and a resolution passed at a meeting of the Board, (and not by circular resolution) make such calls as it thinks fit upon the Members in respect of all 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 person or persons and at the times and places appointed by the Board. A call may be made payable by installments.

31. Thirty 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 calls be made.

32. A call shall be deemed to have been made at the time when resolution authorising such call was passed at a meeting of the Board.

33. The joint holders of a share shall be jointly and severally liable to pay all calls in respect thereof.

34. The Board may, from time to time, at its discretion, extend the time fixed for the payment of any call, and may extend such times as to all or any of the Members who reside at a distance or other cause, 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. A call may be revoked or postponed at the discretion of the Board.

35. 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 payment thereof to the time of actual payment at such rate as shall from time to time be fixed by the Board not exceeding 15 percent per annum, but nothing in this Article shall render it obligatory for the Board to demand or recover any interest from any such Member.

36. Any sum, which by the terms of issue of a share becomes payable on allotment or at any fixed date, whether on account of the nominal value of the share or by way of the premium shall for the purposes of these Articles be deemed to be a call duly made and of which due notice has been given and payable on the date which by the terms of issue became payable and in case of non-payment all relevant provisions of these Articles as to payment of interest and expenses, forfeiture or otherwise shall apply as if such sum had become payable by virtue of a call duly made and notified.

37. 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, it 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 subsequently to the date at which the money sought to be recovered is alleged to have become due on the shares in respect of which such money is sought to be recovered; that the resolution making the call is duly recorded in the minute book; and that notice of such call was duly given to the Member or his representatives used in pursuance of these Articles; and 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 Meeting at which any call was made nor that the meeting at which any call was made duly convened or constituted nor any other matters whatsoever, but the proof of the matters aforesaid shall be conclusive of the debt.

38. Neither the receipt by the Company of a portion of any money which shall from time to time be due from any Member to the Company in respect of his shares either by way of principal or interest nor any indulgence granted by

the Company in respect of the payment of any such money, shall preclude the Company from there after proceeding to enforce a forfeiture of such shares as hereinafter provided.

39. (a) The Board may, if it thinks fit, agree to and receive from any Member willing to advance the same all or any part of the amounts of his shares beyond the sums actually called up; and upon the moneys so paid In advance or upon so much thereof, from time to time, and at any time thereafter as exceeds the amount of the calls then made upon and due in respect of the shares on account of which such advances are made, the Board may pay or allow interest at such rate not exceeding without the sanction of the Company in a General Meeting 15 percent per annum, as the Member paying the sum in advance and the Board agree upon provided that money paid in advance of calls shall not confer a right to dividend to participate in profits. The Board may agree to repay at any time any amount soadvanced or may at any time repay the same upon giving to the Member three months notice in writing.

(b) No member paying any such sum in advance shall be entitled to voting rights in respect of the money so paid by him until the same would, but for such payment, become presently payable.

### LIEN

40. That fully paid shares shall be free from all lien and that in the case of partly paid shares the Issuer's lien shall be restricted to moneys called or payable at a fixed time in respect of such shares.

41. The Company shall have a first and paramount Lien upon every share not being fully paid-up and registered in the name of each Member (whether solely or jointly with others) and upon the proceeds of sale thereof for moneys called or payable at a fixed time in respect of such share whether the time for payment shall actually have arrived or not and no equitable interest in any share shall be created except upon the footing and conditions that Article 23 hereof is to have full effect. Such lien shall extend to all dividends from time to time declared in respect of such share, unless otherwise agreed, the registration of a transfer of share shall operate as a waiver of the Company's lien if any in such share.

42. For the purpose of enforcing lien, the Board may sell the share subject thereto in such manner as it shall think fit, and for that purpose may cause to be issued a duplicate certificate in respect of such shares and may authorize on of its members to execute a transfer thereof on behalf of and in the name of such Member. No sale shall be made until periods as aforesaid shall have arrived, and until notice in writing of the intention to sell shall have been served on such members or his representatives and default shall have been made by him or them in payment, fulfilment or discharge of such debts, liabilities for fourteen days after such notice.

43. 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 a like lien for sums not presently payable as existed upon the shares before the sale, be paid to the persons entitled to the shares immediately prior to the same.

44A. (1) To give effect to any such sale, the Board may authorize some person to transfer the shares sold to the purchaser thereof.

(2) The purchaser shall be registered as the holder of the shares comprised in any such transfer.

(3) The receipt of the Company for the consideration (if any) given for the share on the sake thereof shall (subject, if necessary, to execution of an instrument of transfer or a transfer by relevant system, as the case may be) constitute a good title to the share and the purchaser shall be registered as the holder of the share.

(4) The purchaser shall not be bound to see to the application of the purchase money, nor shall his title to the shares be affected by any irregularity or invalidity in the proceedings with reference to the sale.

45B. In exercising its lien, the Company shall be entitled to treat the registered holder of any share as the absolute owner thereof and accordingly shall not (except as ordered by a court of competent jurisdiction or unless required by

any statute) be bound to recognize any equitable or other person, whether a creditor of the registered holder or otherwise. The Company's lien shall prevail notwithstanding that it has received notice of any such claim.

46C. The provision of these Articles relating to lien shall mutatis mutandis apply to any other securities including debentures of the Company.

### **FORFEITURE OF SHARES**

47. If any Member fails to pay the call money or installments of the call money on or before the day appointed for the payment of the same or any extension thereof as aforesaid, the Board may at any time thereafter during such time as the call or installment remains unpaid, give notice to him requiring him to pay the same together with any interest that may have accrued and all expenses that may have been incurred by the Company by reason of such non payment.

48. The notice shall name a day (not being less than fourteen days from the date of the notice) and a place on and at which such call or installment and such interest thereon at such rate not exceeding 9 percent per annum as the Board shall determine from the date on which such call or installment ought to have been paid and expenses as aforesaid are to be paid. The notice shall also state that in the event of the non-payment at or before the time and at the place appointed, the shares in respect of which the call was made or installment is payable will be liable to be forfeited.

49. 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 before payment of all calls or installments, interest and expenses due in respect thereof, be forfeited by a resolution of the Board to that effect. Such forfeiture shall include all dividends declared or any other moneys payable in respect of the forfeited shares and not actually paid before the forfeiture.

50. When any share shall have been so forfeited, notice of the forfeiture shall be given to the Member, in whose name it stood immediately prior to the forfeiture and an entry of the forfeiture with the date thereof, shall forthwith be made in the Registrar of Members but no forfeiture shall be in any manner invalidated by any omission or neglect to give such notice or to make any such entry as aforesaid.

51. Any share so forfeited shall be deemed to the property of the Company and may be sold or re-allotted or otherwise offered either to the original holder thereof or to any other person, upon such terms and in such manner as the Board shall think fit.

52. Any member whose shares have been forfeited shall cease to be a member in respect of the forfeited shares but shall, notwithstanding the forfeiture, be liable to pay and shall forthwith pay to the Company on demand all calls, installments, interest and expenses owing upon in respect of such shares at the time of the forfeiture, together with interest thereon from the time of the forfeiture until payment, at such rate not exceeding 9 percent per annum as the Board may determine and the Board may enforce the payment thereof, if it thinks fit.

53. The forfeiture of a share shall involve extinction, at the time of the forfeiture, of all interest in and all claims and demands against the Company, in respect of the share and all other incidental to the share, except only of those right by these Articles are expressly saved.

54. A declaration in writing that the declarant is a Director or Secretary of the Company and that a share in the Company has been duly forfeited in accordance with these Articles on a date stated in the declaration shall be conclusive evidence of the facts stated as against all persons claiming to be entitled to the share.

55. Upon any sale after forfeiture or for enforcing a lien in purported exercise of the powers herein before given, the Board may appoint some person execute an instrument of transfer of the shares sold and cause the purchasers name to be entered in the Register of Members in respect of the shares sold and the purchaser shall not be bound to see the regularity of the proceedings or to the application of the purchase money, and after his name has been entered in the Register 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.

56. Upon any sale, re-allotment or other disposal under the provisions of the proceeding Articles, the certificates originally issued in respect of relative shares shall stand cancelled and become null and void and of no effect and the Board shall be entitled to issue a new certificate or certificates in respect of the said shares to the person entitled thereto.

57. The Board may at any time before any share so forfeited shall have been sold, re-allotted or otherwise disposed off, and null the forfeiture thereof upon such conditions as it thinks fit.

### **TRANSFER AND TRANSMISSION OF SHARES**

58. The Company shall keep a "Register of Transfers" and therein shall so fairly and distinctly enter particulars of every transfer or transmission of any share.

59. The Board may decline to recognise any instrument of transfer unless-

(a) "The instrument of transfer is in the common form as prescribed in rules made under sub-section (1) of section 56."

(b) the instrument of transfer is accompanied by the certificate of the shares to which it relates, and such other evidence as the Board may reasonably require to show the right of the transferor to make the transfer; and

(c) the instrument of transfer is in respect of only one class of shares.

60. Every such Instrument of transfer shall be executed by both the transferor and transferee and attested and the transferor shall be deemed to remain the holder of such share until the name of the transferee shall have been entered in the Register of Members in respect thereof.

61. The Board shall have power of giving not less than seven days previous notice by advertisement in a newspaper circulating in the District in which the Registered Office is situated to close the Register of Members or Register of Debenture-holders at such time or times and for such period or periods not exceeding thirty days at a time and not exceeding in the aggregate forty five days in each year.

62. Subject to the provisions of the Act and subject to Section 22-A of the Securities Contract (Regulations) Act; 1956; the Board without assigning any reasons for such refusal may within one month from the date on which the instrument of transfer was delivered to the Company decline to register any transfer of shares and in the case of shares not fully paid-up may refuse to register a transfer to a transferee of whom they did not approve, provided the registration of a transfer shall not be refused on the ground of the transferor being either alone or jointly with any other person or persons indebted to the Company on any account whatsoever except a lien on shares. If the Board refused to register any shares, the Company shall, within one month from the date on which the instrument of transfer was lodged with the Company, send to the transferee and the transferor notice of the refusal.

63. Where an application is made by the transferor alone and relates to partly paid shares, the transfer shall not be registered, unless the company gives the notice of the application, in such manner as may be prescribed, to the transferee and the transferee gives no objection to the transfer within two weeks from the receipt of notice.

64. In the case of the death of any one or more of the persons named in the Register of Members as the Joint holders of any share, the survivors shall be the only persons recognized by the Company as having any title to or interest in share, but nothing herein contained shall be taken to release the estate of a deceased Joint holder from any liability on shares held by him Jointly with any other person.

65. The executors or administrators or holders of a succession certificate or the legal representatives 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 member and the Company shall not be bound to recognise such executors or administrators or holders of Succession Certificate or the legal representatives unless such executors or administrators or legal representatives shall have first obtained Probate or letters of Administration of 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 in its absolute discretion thinks fit, it may dispense with production of probate or letters of Administration or Succession: certificate upon such terms as to indemnity or otherwise as the Board in its absolute discretion may think necessary, under Article 61 to register the name of any person who claims to be absolutely entitled to the shares in the name of deceased Member, as a Member.

66. No share shall in any circumstances be transferred to any minor, insolvent or person of unsound mind.

67. Subject to the provisions of Articles 59 and 60 any person becoming entitled to shares in consequences of the death, lunacy, bankruptcy, or insolvency of any Member or by any lawful means other than by a transfer in accordance with these Articles, may upon producing such evidence that he sustains the character in respect of which he proposed to act under this Article, of his title as the Board thinks sufficient, either be registered himself as the holder of the shares or elect to have some person nominated by him and approved by the Board registered as such holders. Provided nevertheless that if such person shall elect to have his nominee registered, he shall testify the election by executing in favour of his nominee an instrument of transfer in accordance with the provisions herein contained and until he does so, he shall not be freed from any liability in respect of the shares.

68. A person entitled to a share by transmission shall subject to the right of the Directors to retain such dividends or moneys as hereinafter provided, be entitled to receive and may give a discharge for any dividends or other moneys payable in respect of the shares.

69. Every instrument of transfer shall be presented to the Company duly stamped for registration accompanied by such evidence as the Board may be required to prove the title of the transferor and his right to transfer the shares, and every registered instrument of transfer shall remain in the custody of the Company until destroyed by the order of the Board.

70. Before the registration of a transfer, the certificate of the share to be transferred to, if no such certificate is in existence, a letter of allotment of such share, must be delivered to the Company along with, save as provided in the Act, a properly stamped and executed instrument of transfer.

71. The Company shall incur no liability or responsibility whatever in sequence 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 Registered of Members) to the prejudice of persons having or claiming any equitable right, title or interest to or in the said shares notwithstanding that the Company may have had notice of such equitable right, title or interest or notice prohibiting registration of such transfer and may have entered such notice, or referred thereto in any book of the Company and the Company shall not be bound or required to regard or attend or give effect to any notice which may be given to it of any equitable right, title or interest or be under any liability whatsoever for refusing or neglecting to do so, though it may have been entered or referred to in some book of the Company; but the Company shall, nevertheless, be at liberty to regard and attend to any such notice and give effect thereto if the Board shall so think fit

(a) Notwithstanding anything contained in these Articles, every holder of shares or debentures or other securities of the Company may, at any time, nominate, in the prescribed manner, a person to whom the shares or debentures or other security or securities held by such holder shall vest in the event of his death, and the provisions of the Act shall apply in respect of such nomination.

(b) Nothing contained in the foregoing Articles shall apply to transfer of shares affected by the transferor, and the transferee both of whom are entered as beneficial owners in the records of a Depository. In the case of transfer or transmission of shares or other marketable securities where the Company has not issued any certificates and where such shares or securities are being held in any electronic form in a Depository, the provisions of the Depositories Act shall apply.

(c) Except as otherwise expressly provided, the provisions contained in these presents shall be applicable to shares or other marketable securities held in a Depository, so far as they apply to shares or such securities in the physical form, subject however to the provisions of the Depositories Act and other regulations as may be applicable.

(d) Notwithstanding anything contained in these Articles, the Company shall have the power to dematerialize its shares including preference Shares, Debentures and other securities, to dematerialise the same and to offer and issue new shares, debentures or other securities in a dematerialised form in accordance with the provisions of Depositories Act. The rights and obligations of the concerned parties in respect of the shares, debentures and other securities in the dematerialized form and all matters connected therewith and / or incidental thereto shall be governed by the provisions of the Depositories Act and relevant provisions of the Act. The Company shall cause to be kept a Register and Index of Members in accordance with the applicable provisions of the Act and the Depositories Act, with details of shares held in physical or dematerialised form in any media as may be permitted by law, including in any form of electronic media. The Company shall be entitled to keep in any state or country outside India, a branch Register of the Members resident in that state or country.

Provided further that a Register of index of beneficial owners maintained by a Depository under the applicable provisions of the Depositories Act, shall be deemed to be an Index of Members / of other securities, as the case may be, for the purpose of the Act.

(e) Notwithstanding anything contained herein, in the case of shares, whether preference and / or equity or other marketable securities, where the Company has not issued any certificates and where such shares or securities are being held in an electronic and fungible form in a Depository, generally the provisions of Depositories Act, shall apply.

(f) All documents or notice to be served or given by Members on or to the Company or to any Officer thereof shall be served or given by sending it to the Company or Officer at the office by post or leaving it at the office, Provided that where the securities are held in a Depository, the records of the beneficial ownership may be served by such Depository on the Company by means of electronic mode or media.

(g) 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.

#### **COPIES OF MEMORANDUM AND ARTICLES TO BE SENT TO MEMBERS**

72. Copies of the Memorandum and Articles of Association of Company and other documents referred to in Section 17 of the Companies Act, 2013 shall be sent by the Company to every Member at his request within seven days on payment of ₹ 50/- (Rupees Fifty Only) per copy.

73 Subject to the provisions of the Companies Act, 2013 and rules made thereunder, the Company shall charge a fee of ₹ 50/- for inspection registers and returns mentioned in Section 88 and 92 of the Companies Act, 2013 inspection of registers and returns mentioned in Section 88 and 92 by persons other than member, debenture holder, other security holder or beneficial owner and also charge a fee of ₹ 10/- per page for giving copies of the registers or returns by member, debenture holder, other security holder or beneficial owner or to any other person.

74. Subject to the provisions of the Companies Act, 2013 and rules made thereunder, any member shall be entitled to be furnished, within seven working days after he has made a request in that behalf to the company, with a copy of any minutes of any general meeting, on payment of ₹ 10/- per page.

75. Subject to the provisions of the Companies Act, 2013 and rules made thereunder, the company shall provide extracts from such register maintained under Section 189 read with rules made thereunder to a member of the company on his request, within seven days from the date on which such request is made upon the payment of ₹ 10/- per page.

76. Subject to the provisions of the Companies Act, 2013 and rules made thereunder, the extracts from the register maintained under sub-section (9) of section 186 may be furnished to any member of the company on payment of ₹ 10/- per page.

77. Subject to the provisions of the Companies Act, 2013 and rules made thereunder, the company shall keep the register open atleast for two hours in a day as may decided by the board from time to time.

78. Subject to the provisions of the Companies Act, 2013 and rules made thereunder, the company shall provide the copies under these Article 67 to 71 either in physical form or electronic mode.

79. Subject to the provisions of the Act, and of these Articles, the Board may, from time to time at its discretion, by a resolution passed at a meeting of the Board, accept deposits from Member, either in advance of calls or otherwise and generally raise or borrow or secure the payment or of any sum or sums of money for the Company, provided, however, where the moneys to be borrowed together with the moneys already (apart from temporary loans obtained from the Company's Bankers in the ordinary course of business) exceed the aggregate of the paid-up capital of the Company and its free reserves (not being reserves set apart for any specific purpose), the Board shall not borrow such moneys without the consent of the Company in General Meeting.

80. The payment or repayment of borrowed money as aforesaid 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 a resolution passed at a meeting of the Board (and not by circular resolution) by the issue of debenture or debenture stock of the Company, charged upon all or any part of the property of the Company (both present and future) including its uncalled capital for the time being and debentures, debenture stock and other securities may be made assignable free from any equities between the Company and the person to whom the same may be issued.

81. Any debentures 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 and attending (but not voting) at General Meetings, appointment of Directors and otherwise. Debentures with the right to conversion into or allotment of shares shall be issued only with the consent of a special resolution of the Company in a General Meeting.

82. The Board shall cause a proper record to be kept in accordance with the provisions of the Section 85 of the Companies Act, 2013 of all mortgages, debentures and charges specifically affecting the property of the Company; and shall cause the requirements of provisions of the Act that have to be duly complied with, so far as they shall have to be complied with by the Board.

83. The Company shall at any time it issues debentures, keep a Register and Index of Debentures holders in accordance with the Act.

### **MEETINGS OF MEMBERS**

84. Every Annual General Meeting shall be called for a time during business hours on a day that is not a public holiday, and shall be held at the Office or at some other place within the City, town or village in which the Office is situated as the Board may determine and the notice calling the meeting shall specify it as the Annual General Meeting. The Company may in any one Annual General Meeting fix the time for its subsequent Annual General Meetings. Every Member shall be entitled to attend either in person or by proxy and the auditor of the Company shall have the right to attend and to be heard at any General Meeting which he attends on any part of the business which concerns him as an auditor. At every Annual General Meeting there shall be laid on the table the Directors Report and Audited Accounts and Balance Sheet, Auditor's Report, the Proxy Register with proxies and the Register of Directors share holdings which later Register shall remain open and accessible during the continuance of the Meeting. The Board shall prepare the annual list of members, summary of Share Capital, Balance Sheet and Profit and Loss Account and forward the same to the Registrar in accordance with the Act.

85. The Board may, whenever it thinks fit, call an extraordinary General Meeting and it shall do so upon a requisition in writing by any Member or Members holding in the aggregate not less than one tenth of such of the paid-up capital as at that date carried the right of voting in regard to the matter in respect of which the requisition has been made.

86. Any valid requisition so made by members must state the object or objects of the meetings proposed to be called, and must be signed by the requisitionists and be deposited at the Office; provide that such requisition may consist of several documents in like form each signed by one or more requisitionists.

87. Upon the receipt of any such requisition, the Board shall forthwith call an Extraordinary General Meeting and if it does not proceed within twenty-one days from the date of requisition being deposited at the Office to cause a meeting to be called on a day not later than forty five days from the date of deposit of the requisition, the meeting may be called and held by the requisitionists themselves within a period of three months from the date of the requisition.

88. Any meeting called under the foregoing Articles by the requisitionists shall be called in the same manner, as nearly as possible, as that in which meetings are to be called by the Board.

89. Twenty-one day's notice at the least for every General Meeting, Annual or Extraordinary and by whomsoever called, specifying the day, place and hour of meeting and the general nature of the business to be transacted there at, shall be given in the manner hereinafter provided to such persons who are under these Articles entitled to receive notice from the Company. Provided that in the case of Annual General Meeting with the consent in writing of all the members entitled to vote there at and in case of any other meeting with the consent of Members holding not less than 95 percent of such part of the paid-up share capital of the Company as gives right to vote at the meeting, a meeting may be convened by a shorter notice. In the case of an Annual General Meeting, if any business other than

(I) the consideration of the accounts, balance, sheet and reports of the Board of Directors and Auditors, (II) the declaration of dividends, (III) the appointment of the Directors in place of those retiring, (IV) the appointment of and fixing of the remuneration of the Auditors, is to be transacted, and in case of any other meeting, there shall be annexed to the notice of the meeting a statement setting out all material facts concerning each such item of business including, in particular the nature of the concern or interest if any therein of every Director and the Manager, if any. Where any such items of business relate to or affect any other Company, the extent of share holding Interest in the other Company of every Director and the Manager, if any, of the Company shall also be set out in the statement if the extent of such shareholding interest is not less than twenty percent of the paid-up share capital of that other Company. Where any item of business consists of according of approval to any document by the meeting, the time and place where the document can be inspected shall be specified in the statement aforesaid.

90. The accidental omission to any such notice given as aforesaid to any of the Members, or the non-receipt thereof, shall not invalidate any resolution passed at any meeting.

91. No General Meeting, Annual or Extraordinary, shall be competent to enter upon, discuss or transact any business which has not been mentioned in the notice or notices upon which it was convened.

92. The quorum for a General Meeting is as prescribed in Section 103 of the Companies Act, 2013. A body corporate being a Member shall be deemed to be personally present if it is represented in accordance with Section 113 of the Companies Act, 2013.

93. If within half an hour from the time appointed for holding a meeting of the Company, a quorum shall not be present, the meeting if convened by or upon the requisition of Members stands dissolved, but in any other case the Meeting shall stand adjourned to the same day in the next week or if that day is public holiday until the next succeeding day which is not a public holiday at the same time and place or to such other day and at such other time and place within the city in which the Office is situated as the Board may determine and if at such adjourned Meeting a quorum is not present within a half an hour from the time appointed for holding the meeting the members present shall be the quorum and may transact the business for which the meeting was called.

94. The Chairman of the Board shall be entitled to take the chair at every General Meeting, whether Annual or Extraordinary. If there is no such Chairman or if he is not present within 15 minutes after the time appointed for holding such meeting or shall decline to take the chair any of the Directors present and willing to take the chair shall be the Chairman for that Meeting. If none of the Directors present are willing to take the chair, the members present may elect one of their members to be the Chairman of the Meeting.

95. No business shall be discussed at any General Meeting except the election of a Chairman, whilst the chair is vacant.



96. The Chairman with the consent of the meeting may adjourn any meeting from time to time and from place to place within the city in which the Office is situated but no business shall be transacted at any adjourned meeting other than the business left unfinished at the meeting from which the adjournment took place.

97. Subject to provisions of Act/ other enactment / order/ regulation / guideline issued by the Securities and Exchange Board of India (SEBI) or other authority and in force from time to time. At any general meeting, a resolution put to the vote of the meeting shall be decided on a show of hands, unless a poll is (before or on the declaration of the result on the show of hands), ordered to be taken by the Chairman, either of his motion or on a demand made by any member or members present in person or by proxy and holding not less than one tenth of the total voting power in respect of the resolution or, by any member or members present in person or by proxy, and holding shares in the Company conferring a right to vote on the resolution, being shares on which an aggregate sum of not less than ₹ 50,000/-, has been paid up and unless a poll is so demanded, a declaration by the Chairman that a resolution has, on a show of hands, been carried or carried unanimously or by a particular majority, or lost, and an entry to that effect in the Minute Book of the Company shall be conclusive evidence of the act, without proof of the number or proportion of the votes recorded in favour of or against that resolution.

98. In case of an equality of votes the Chairman shall either on a show of hands or at a poll, if any, have a casting vote in addition to the vote or votes, if any, which he may be entitled to as a Member.

99. The Proceedings of the Meetings shall be conducted in accordance with the Provisions of the Companies Act, 2013 read with rules made therein under and subject to other enactment / order/ regulation / guideline issued by the Securities and Exchange Board of India (SEBI) or other authority and in force from time to time

#### **VOTE OF MEMBERS**

100. No Member shall be entitled to vote either personally or by proxy at any General Meeting or meetings of a class of shareholders either upon a show of hands or upon a poll in respect of any shares registered in his name on which any call or other sums presently payable by him have not been paid or in regard to which the Company has exercised, any right of lien.

101. 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 vote at such meeting and on a show of hands every Member present in person shall have one vote and upon a poll, every member present in person or by proxy shall, subject to provisions of the Act, have one vote for every share held by him either alone or jointly with any other person or persons. Provided, however, if any preference shareholder be present at any meeting of the Company then save as provided in the Act, he shall only have a right to vote in respect of such preference share on resolution placed before the meeting which directly affect the rights attached to his preference shares.

102. 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.

103. A member of unsound mind or in respect of whom an order has been made by any Court having jurisdiction may vote, whether on a show hands or on a poll, by his committee or other legal guardian; and any such committee or guardian may, on poll, vote by proxy; if any Member be a minor, the vote in respect of his share or shares shall be by his guardian or any of his guardians, if more, than one, to be selected in case of dispute by the Chairman of the meeting.

104. If there be joint registered holders of any shares, any one of such persons may vote at any meeting or may appoint another person (whether member or not) as his proxy in respect of such shares as if he were solely entitled thereto, but the proxy so appointed shall not have any right to speak at the meeting and, if more than one or such joint holders be present at any meeting, that one of the said persons so present whose name stands higher on the Register of Members 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 shares stand shall for the purpose of these Articles be deemed joint holders thereof.

105. Subject to the provisions of these articles, votes may be given either personally or by proxy. A body corporate being a member, may vote either by a proxy or by a representative duly authorised in accordance with Section 113 of the Companies Act, 2013, and such representative shall be entitled to exercise the same right and powers (including the right to vote by proxy), on behalf of the body corporate which he represents as that body could exercise if it were an individual member.

**106. Any person entitled under Article 62 to transfer/transmission any shares may vote at General Meeting in respect thereof in the same manner as if he were a registered holder of such shares, provided that forty eight hours at least before the time of holding the meeting or adjourned meeting, as the case be at which he proposed to vote, he shall satisfy the Board of his right to transfer such shares and give such indemnity if any as the Board may require or the Board shall have previously admitted his right to vote at such meeting in respect thereof.**

107. Every proxy (whether a member or not) shall be appointed in writing under the hand of the member or his appointed attorney, or if such appointer is a corporation under the Common Seal of the Corporation, or be signed by an officer or an attorney duly authorized by it, and any committee or guardian may appoint such proxy. The proxy so appointed shall not have any right to speak at meeting.

108. An instrument of proxy may appoint a proxy either for the purpose of a particular meeting specified in the instrument and any adjournment thereof or it may appoint for the purpose of every meeting of the Company or every meeting to be held before the date specified in the instrument and every adjournment of any such meeting.

109. No member present only by proxy shall be entitled to vote on a show of hands unless such Member is a body corporate present by proxy who is not himself a Member, in which case such proxy shall, have a vote on the show of hands as if he were a Member.

110. The instrument appointing a proxy and the power of attorney or other authority if any, under which it is signed, or a notarised certified copy of that power or authority, shall be deposited at the Office not later than forty eight hours before the time of holding the Meeting at which the person named in the instrument proposed to vote and in default the instrument of proxy shall not be treated as valid.

111. Every instrument of proxy whether for specified meeting or otherwise shall, as nearly as circumstances will admit, be in any of the forms set out in the Act or the rules made thereunder as may be applicable from time to time.

112. A vote given in accordance with the terms of an instrument of proxy shall be valid notwithstanding the previous death of the principal, or revocation of the proxy or of any power of attorney under which such proxy was signed, or the transfer of the share in respect of which the vote is given provided that no intimation in writing of the death, revocation or transfer shall have been received at the office before the meeting.

113. No objection shall be made to the validity of any vote except at the meeting or poll at which such vote shall be tendered and every vote whether given personally or by proxy not disallowed at such meeting or poll shall be deemed valid for all purposes of such meetings or poll whatsoever.

114. The Chairman of any meeting shall be the sole judge of the validity of every vote rendered at such meeting. The Chairman present at the taking of poll shall be the sole judge of the validity of every vote tendered at such poll.

115. (a) The Company shall cause minutes of all proceedings of every General Meeting to be kept in accordance with Section 118 of the Companies Act, 2013.

(b) Any such minutes shall be evidence of the proceedings recorded therein.

(c) The book containing the minutes of proceedings of General Meetings shall be kept at the Office and shall be open, during business hours, for such periods not being less in the aggregate than two hours in each days as the Director may determine, to the inspection of any Member without charge.

## **DIRECTORS**

116. Until otherwise determined by General Meeting, the number of Directors shall neither be less than three nor more than fifteen inclusive of the ex-officio Directors. Nominee Directors, Technical Directors, Special Directors, Debenture Directors, Alternate Directors, Additional Directors, Co-opted, Executive, Administrative Directors and Corporation Directors, if any.

118. Subject to the provisions of the Act, the Directors shall have power at any time from time to time to appoint any qualified person as a Director either to fill a casual vacancy or as an addition to the board, but so that the total number of Directors shall not at any time exceed the maximum fixed as above. Any Director appointed to fill a casual vacancy shall hold office only up to the date upto which the Director in whose place he is appointed would have held office. Any person appointed as an additional Director shall hold office only upto conclusion of the next Annual General Meeting of the Company, but he shall be eligible for reappointment at such meeting.

119. No person not being a retiring Director shall be eligible for reappointment to the Office of Director at any General meeting unless he or some member intending to propose him has not less than 14 days before the meeting, left at the office of the Company, a notice in writing under his hand signifying his candidature for the Office of the Director or the intention of such member to propose him as a candidate for that office as, the case may be along with a deposit of ₹ 1,00,000/- or such other sum as may be prescribed by law from time-to-time which amount shall be refunded to such person or as the case may be to such member if the person succeeds in getting elected as a Director.

119. The Directors of the Company may appoint an alternate Director to act as Director, (hereinafter called the original Director) during his absence for a period of not less than three months from the state in which meetings of the Board are ordinarily held. An alternate Director shall vacate office if any, when the Original Director returns to the state. If the term of office of the original Director is determined before he returns, to the state, any provision in the Act or in these Articles for the automatic reappointment of retiring Director in default or of another appointment shall apply to the original Director and not to the Alternate Director.

120 (i) Subject to the Provision of the Act, one third of the total number of Directors, as determined by the Board of Directors, shall not be liable for rotation.

(ii) So long as the company owes any money to any financial institution or company or body, the latter shall be entitled to nominate its representative in the Board as per the financing agreement between it and the company in this aspect.

121. No share qualification shall be necessary for any Director.

122. The fee payable to a Director for attending a meeting of the Board or Committee thereof shall be such sum as may have fixed by the Board from time to time within the limits prescribed by law or approved by the Central Government from time to time.

123. Subject to the provisions of the said Act:-

(a) The Director shall also be paid such further remuneration, if any, as the Company in the General Meeting may determine from time to time by Special Resolution and such further remuneration shall be divided among the Directors in such proportion and manner as the Directors may agree to among themselves from time to time and in the absence of any such agreement, in proportion to their respective attendance at the Board Meetings during theyear preceding the General Meeting.

(b) If any Director being willing shall be called upon to live at any residence away from his usual place of residence on the Company's business, or to perform extra services (which expression shall include the work done by a Director in signing certificates of shares or debentures issued by the Company; or work done by him as Member of a

Committee appointed by the Directors in terms of these Articles), the Directors may arrange with such Director for special remuneration for the extra services performed either by way of salary or commission or by way of participation in profits or by a fixed sum of money, and such remuneration may be either in addition to or in lieu of his remuneration provided vide Article 1193 (a).

(c) A Director shall also be paid in addition to fee for attending meetings, a fair compensation to cover his traveling, lodging, boarding and other expenses incurred by him in the process of attending the meetings of the Board or Committee or General Meetings at a venue in the Municipal limits thereof he is not ordinarily a bonafide resident.

(d) The directors shall be entitled to be repaid any travelling and other expenses incurred in connection with the business of the Company.

124. The continuing Director may act notwithstanding any vacancy in their body, but if and so long as their number is reduced below the number fixed by the Articles of the Company as the necessary quorum of Directors, the continuing Directors or Director may act for the purpose of increasing the number of Directors to that number, or of summoning a General Meeting but for no other purpose.

125. (a) No person can be appointed as director if he is disqualified under Section 164 of the Companies Act, 2013.

(b) The Office of a Director shall become vacant if attains disqualification as specified in Section 167 of the Companies Act, 2013.

126. Subject to the provisions of the Act, a Director or his relative, a firm in which such Director or relative is a partner, any other partner in such a firm or a private Company of which such Director is a member or Director, may enter into a contract with the Company for the sale, purchase or any supply of goods, materials or services or for underwriting the subscription of any shares or debentures of the Company, provided that the consent of the Directors is obtained by a resolution passed at a meeting of the Directors before the contract is entered into or within three months of the date on which it was entered into. No such consent, however, shall be necessary to any such contract or contracts for the purchase of goods and materials at prevailing market prices or for the sale, purchase or supply of materials or services in which either the Company or the Director firm, partner or private company as the case may be, regularly trades or does business provided that the value of such goods and costs of such services do not exceed Five Thousand Rupees in the aggregate, in any calendar year comprised in the period of the contract or contracts, the Directors so contracting or being so interested shall not be liable to the Company for any profit realized by any such contract or the fiduciary relation thereby established.

127. A Director who is in any way, whether directly or indirectly concerned or interested in a contract or arrangement entered into, or proposed contract or arrangement to be entered into by or on behalf of the Company shall disclose the nature of his concern or interest at Meeting of the Board in the manner provided in the Act; provided that it shall not be necessary for a Director to disclose, his concern or interest in any contract or arrangements entered into or to be entered into with any other Company where any of the Directors, Company or any such other Company or two or more of them together hold not more than two percent of the paid up share capital in such other company or the company, as the case may be. A general notice given to the Board by the Director to the effect that he is a Director or Member of a specified body corporate or is a Member of specified firm and is to be regarded as concerned or interested in any contract or arrangement which may, alter after the date of the notice, be entered into with that body corporate or firm, shall be deemed to be a sufficient disclosure of concern or interest in relation to any contract or arrangement so made. Any such general notice shall expire at the end of the financial year in which it is given but may be renewed for a further period of one financial year at a time by a fresh notice given in the last month of the financial year in which it would have otherwise expired. No such general notice, and no renewal thereof shall be of effect unless, either it is given at a meeting of the Board or the Director concerned takes reasonable steps to secure that it is brought up and read and at the first meeting of the Board after it is given.

128. No Director shall as a Director, take any part in the discussion; or vote on any contract or arrangement entered into or to be entered into by or on behalf of the Company; if he is in any way, whether directly or indirectly concerned or interested in such contract or arrangement, nor shall his presence count for the purpose of forming a

quorum and the time of any such discussion or vote; and if he does vote, his vote shall be void, provided however, that nothing herein contained shall apply to:

(a) any contract or indemnity against any loss which the Directors, or any one or more of them suffer by reason of becoming or being sureties or a surety for the Company.

(b) any contract or arrangement entered into or to be entered into with a public company or a private company which is a subsidiary of a public company in which the interest of the Director consists solely;

(I) In his being:-

(a) a Director of such Company, and

(b) the holder of not more than shares of such number or value therein as is requisite to qualify him for appointment as a Director thereof, he having been nominated as such Director by the Company, or

(II) In his being a member holding not more than two percent of its paid-up share capital.

129. The Company shall keep a Register in accordance with Section 188 of the Companies Act, 2013 read with rules made thereunder.

130. Subject to the provisions of the Act a Director may be or become a Director of any Company promoted by the Company, or in which it may be Interested as a vendor, shareholder or otherwise, and no such Director shall be accountable for any benefits received as Director or shareholder of such Company.

131. "Subject to the provisions of Section 152 of the Companies Act, 2013 not less than two-thirds of the total number of Directors of the Company shall be persons whose period of office is liable to determination by retirement of Directors by rotation. For the purpose of this Article and Article total number of directors" shall not include independent directors appointed under Section 149 of the Companies Act, 2013.

132. At every Annual General Meeting of the Company; one-third of such of the Directors for the time being as are liable to retire by rotation or if their number is not three or a multiple of three the number against nearest to one-third shall retire from office.

133. Subject to the provisions of the Act, the Directors to retire by rotation under Article 128 at every Annual General Meeting shall be those who have been longest in office since their last appointment but as between persons who became Directors on the same day, those who are to retire shall, in default or and subject to any agreement among themselves, be determined by lot.

134. A retiring Director shall be eligible for re-election.

135. Subject to the provisions of the Act, the Company at the Annual General Meeting at which a Director retires in manner aforesaid may fill up the vacated office by electing the retiring Director or some other person thereto.

136. If the place of the retiring Director is not so filled up and the meeting has not expressly resolved not to fill the vacancy the meeting shall stand adjourned till the same day in the next week, at the same time, and place or if that day is a public holiday, till the next succeeding day which is not a public holiday, at the same time and place.

137. If at the adjourned meeting also, the place of the retiring Director is not filled up and that meeting also has not expressly resolved not to fill the vacancy the retiring director shall be deemed to have been re-appointed at the adjourned meeting unless:

(I) at the meeting or at the previous meeting a resolution for the re-appointment of such Director has been put up to the meeting and lost

(II) the retiring Director has by a notice in writing addressed to the Company or its Board of Directors expressed his unwillingness to be so re-appointed.

(III) he is not qualified or is disqualified for appointment.

(IV) a resolution, whether special or ordinary is required for the appointment or re-appointment by virtue of any provision of the Act; or,

(V) the provision of Section 162 of the Companies Act, 2013 is applicable to the case.

138. (a) At every Annual General Meeting a motion shall not be made for the appointment of two or more persons as Directors of the Company by a single resolution unless a Resolution that it shall be so made has been first agreed to by the meeting without any vote being given against it.

(b) A resolution moved in contravention of sub-Article (a) of this Article shall be void whether or not objection was taken at the time of being so moved; provided that where a Resolution so moved is passed, no provision for the automatic re-appointment of retiring Directors in default of another appointment, shall apply.

(c) For the purpose of this Article a motion for approving a person's appointment or for maintaining a person for appointment shall be treated as a motion of his appointment.

139. A person who is not a retiring director shall subject to the provisions of the Act, be eligible for appointment to the office of Director at any General Meeting if he or some Member intending to propose him, has not less 14 days before the meeting left at the office of the Company a notice in writing under his name signifying his candidature for the office of Director or the intention of such member, to propose him as a candidate for that office as the case may be.

140. Subject to the provisions of the Act, the Company may, by ordinary resolution from time to time, increase or reduce the number of Directors and may alter their qualification. The Company may subject to the provisions of the Act remove any Director before the expiration of his period of office and appoint, another duly qualified person in his stead. The person so appointed shall hold office during such time as the Director in whose place he is appointed would have held the same if he had not been removed.

141 The Company shall keep at its registered office a Register containing the particulars of its Directors and other persons mentioned in Section 170 of the Companies Act, 2013 read with rules made thereunder and shall within the period of thirty days mentioned in the said Section, send to the Registrar a return containing the particulars specified, therein, and shall otherwise comply with the provisions of the said Sections in all respects.

#### **MANAGING DIRECTOR AND WHOLE TIME DIRECTOR**

142. Subject to the provision of the Act, the Board shall have the power to appoint from time to time any one or more of their body to the office of Managing Director and/or whole time Director for such period and on such terms and conditions as they deem fit. The Board may by resolution vest in such Managing Director / whole time Director such of the power vested in the Board as it deems fit, and such powers may be made exercisable for such period or periods upon such condition or restriction as it may determine. The remuneration of the Managing Director / whole time Director may be by way of monthly payment, participation in profits or by either or both of these methods or any other mode not expressly prohibited by the Act.

143. Subject to the provisions of Section 179 of the Companies Act, 2013 read with rules made thereunder, the Managing Director or Committee of Directors may be vested with such powers as the Board may determine by way of resolution.

144. The Company, shall not appoint or employ, or continue the appointment or employment of a person as Its Managing or Whole time, Director, who:-

(a) is an un-discharged insolvent, or has at any time been adjudged insolvent;

- (b) suspends, or has at any time suspend with his creditors, or makes, or has at any time made, composition with them, or  
(c) is, or has at any time been convicted by a court of an offence involving moral turpitude.

145. The Managing Director and/or Whole time Director shall not, while he continues to hold that office be subject to retirement by rotation in accordance with Article 127, but he shall be subject to the same provisions as to resignation and removal as the other Directors and if he ceases to hold the office of Director he shall ipso facto and immediately cease to be the Managing Director and/or whole Whole-time Director.

#### **CHIEF EXECUTIVE OFFICER, MANAGER, COMPANY SECRETARY OR CHIEF FINANCIAL OFFICER**

146. Subject to the provisions of the Act,—

(i) A Chief executive officer, manager, company secretary or chief financial officer may be appointed by the Board for such term, at such remuneration and upon such conditions as it thinks fit; and any chief executive officer, manager, company secretary or chief financial officer so appointed may be removed by means of a resolution of the Board.

(ii) A director may be appointed as chief executive officer, manager, company secretary or chief financial officer.

147. A provision of the Act or these regulations requiring or authorising a thing to be done by or to a director and chief executive officer, manager, company secretary or chief financial officer shall not be satisfied by its being done by or to the same person acting both as director and as, or in place of, chief executive officer, manager, company secretary or chief financial officer.

#### **PROCEEDINGS OF THE BOARD OF DIRECTORS**

148. The Directors may meet together as a board for the despatch of business from time to time as provided in the Act. The Directors may adjourn and otherwise regulate their meetings as they think fit.

149. Subject to the provisions of the Act, the Chairman or Managing Director may, and the Secretary shall, upon the request of the Chairman, the Managing Director or any two Directors at any time, convene a meeting of the Board.

150. Subject to provisions of the Act, the quorum for a Meeting of the Board shall be one third of its total strength (excluding Directors, if any, whose places may be vacant at the time and any fraction contained in that one-third being rounded off as one), or two Directors, whichever is higher provided that where at any time the number of the interested Directors, exceeds or is equal two-thirds of the total strength, the number of the remaining Directors, that is to say; the number of Directors who are not present at the meeting being not less than two shall be the quorum during such time.

A meeting of a Board/committee can be held through electronic mode either by way of video conference or any other mode where the directors can participate without any intermediary and the chairman/secretary shall confirm the participation of the directors in the meeting who are not physically present. However, every director of the company must attend the meeting of the Board/committee of directors personally at least one meeting in a financial year.”

151. If a Meeting of the Board could not be held for want of quorum, then the meeting shall automatically stand adjourned to such other time as may be fixed by the Chairman not being later than seven days from the date originally fixed for the meeting.

152. Subject to the Provisions of Article 143, a Director may at any time, and the Secretary upon the request of a Director, shall convene a meeting of the Board.

153. The Board of Directors of the Company shall have the right to appoint one of the Directors of the company as Chairman of the Board. If no such Chairman is appointed or if at any meeting of the Board, the appointed Chairman is not present within fifteen minutes after the time fixed for holding the same, the Directors present may choose any of the Board Members to be the Chairman of the meeting.

154. Any resolution to be passed by the Board shall be with such requisite majority as per the provisions of the Companies Act, where the quorum as per the act is present.

155. A meeting of the Board for the time being at which a quorum is present shall be competent to exercise all or any of the authorities, powers and discretions which by or under the Act or these Articles are for the time being vested in or exercisable by the Board generally.

156. Subject to restrictions contained in Section 179 of the Companies Act, 2013 read with rules made thereunder the Board may delegate any of its powers to a Committee of the Board consisting of such member or members of as it thinks fit, and it may from time to time revoke and discharge any such committee of the Board either wholly or in part and either as to persons or purposes, by every Committee of the Board 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 of the Board in conformity with such regulations and in fulfilment of the purposes of its appointment but not otherwise shall have the like force and effect as if done by the Board.

157. The meetings and the 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 meeting and proceedings of the Board including the voting rights of the Chairman and the keeping of minutes thereof, so far as the same are applicable thereto and are not superseded by any regulations made by the Board under the last preceding Article.

158. No resolution shall be deemed to have been duly passed by the Board or by the committee thereof by circulation unless the resolution has been circulated in draft, together with the necessary papers, if any, to all the Directors, or to all the members of the committee, at their respective addresses provided for such purpose and has been approved by a majority of such of the Directors or members of the Committee as are entitled to vote on the resolution.

159. 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 Directors 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 the Articles be as valid as if every such person had been duly appointed and was qualified to be a Director and had not vacated office or his appointment has not been terminated. Provided that nothing in this Article shall be deemed to have validity to acts done by Director after his appointment has been shown to the Company to be invalid or to have been terminated.

160. (a) The Company shall cause minutes of all proceedings of every meeting of the Board to be kept in accordance with Section 118 of the Companies Act, 2013 read with rules made thereunder.

(b) Any such minutes shall be evidence of the proceedings recorded therein.

161. Subject to the provisions of the Act, the control of the Company shall be vested in the Board who shall be entitled to exercise all such powers and to do all such acts and things as the Company is authorized to exercise and do provided that the Board shall not exercise any power or do any act or thing which is directed or required, whether by the act or by any other statute or by the Memorandum of the Company or by these Articles or otherwise to be exercised or done by the Company in a General Meeting. Provided further that in exercising any such power or doing any such act or thing the Board shall be subject to the provisions in that behalf contained in the Act or any other Statute or in the Memorandum of the Company or in these Articles or any regulations not inconsistent therewith and duly made thereunder including regulations made by the Company in General Meeting, but no regulation made by the Company in General Meeting, shall invalidate any prior act of the Board which could have been valid if that regulation had not been made.



162. Before recommending any dividend, the Board may from time to time set aside out of the profits of the Company such sums as they may think proper for depreciation or to Depreciation Fund or to an Insurance Fund or as a Reserve Fund or Sinking Fund or any Special Fund to meet contingencies or to repay debentures or debenture stock or for special dividends or for equalizing dividends or for repairing, improving, extending and maintaining any of the property of the Company and for such other purposes as the Board may in its absolute discretion, think conducive to the interest of the Company, and subject to Section 179 of the Companies Act, 2013 read with rules made thereunder, may from time to time invest the several sums to set aside or to a part thereof as required to be invested upon (other than shares of the Company) as it may think fit and from time to time may deal with and vary such investments and dispose off and apply and expand all or any part thereof for the benefit of the Company, in such manner and for such purposes as the Board in its absolute discretion, think conducive to the interest of the Company notwithstanding that the matter for which the Board apply or upon it expends the same or any part thereof, may be matters to or upon which the capital moneys of the Company might rightly be applied or expended, and may divide the Reserve Fund or division of Reserve Fund into such special funds as the Board may think fit with powers to transfer the whole or any portion of a Reserve Fund or division of Reserve Fund to another Reserve Fund or Reserve Fund and with full power to employ the assets constituting all or any of the above funds including Depreciation Fund in the business of the Company or in the purchase of repayment of debentures or debenture stock and without being bound to keep the same separate from the other assets and without being bound to pay interest on the same with power, however, to the Board at its discretion to pay or allow to the credit of such funds, interest at such rate as the Board may think proper not exceeding nine per cent per annum.

#### **THE SEAL**

163 (a) The Board shall provide a Common Seal for the purpose of the Company and shall have power from time to time to destroy the same and substitute a new Seal in lieu thereof, 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 previously authorised committee of the Board.

(b) The Company shall also be at liberty to have an official seal in accordance with the Act for the use in any territory, district or place outside India.

164. 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 and except in the presence of any one director or the Managing Director, if any, or such other person as the Board/Committee may appoint for the purpose who shall sign every instrument to which the seal of the company is so affixed in his presence.

#### **DIVIDENDS**

165. The profits of the Company subject to any special rights relating thereto created or authorized to be created by these Articles and subject to the provisions of these Articles shall be divisible among the Members in proportion to the amount of Capital paid-up on the shares held by them respectively.

166. The Company in Annual General Meeting may declare dividends to be paid to Members according to their respective rights but no dividends shall exceed the amount recommended by the Board, but the Company in Annual General Meeting may declare smaller dividend.

167. No dividend shall be declared or paid otherwise than out of profits of the Financial Year arrived at after providing for depreciation in accordance with the provisions of the Act or out of the profits of the Company for any previous financial year or years arrived at after providing for depreciation in accordance with these provisions and remaining undistributed or out of both, provided that

(a) If the Company has not provided for depreciation for any previous financial year, it shall before declaration or paying dividend for any financial year provide for such depreciation out of the profit of that financial year or out of the profits of any other previous financial year or years.

(b) If the Company has incurred any loan in any previous financial year or years an amount which is equal to the amount provided for depreciation for that year or those years whichever is less, shall be set off against the profits of

the Company for the year which the dividend is proposed to be declared or paid or against the profits of the Company for any previous financial year or years arrived at in both cases after providing for depreciation in accordance with the provisions of the Act or against both.

168. The Board may from time to time pay to the Members such interim dividend as per their judgment of the financial position of the Company.

169. Where the capital is paid in advance of calls upon the footing that the same shall carry interest such capital shall not whilst carrying interest confer a right to participate in profits.

170. The Company shall pay dividends in proportion to the amount paid-up on each share where a large amount is paid-up on some shares than on others.

171. The Board may retain the dividends payable upon shares in respect of which any person is, under Articles 63, entitled to become a member or which any person under that Article is entitled to transfer, until such person shall become a Member in respect of such shares or shall duly transfer the same.

172. Any of the several persons who are registered as the joint holders of any share can give effectual receipts for all dividends or bonus and payments on account of dividends or bonus or other monies payable in respect of such share.

173. No member shall be entitled to receive payment of any interest or dividend in respect of his shares whilst any money may be due or owing from him to the Company in respect of such share or shares or otherwise, howsoever either alone or jointly with any other person or persons and the Board may deduct from the interest or dividend payable to any Member all sums of money so due from him to the Company.

174. A transfer of shares shall not pass the right to any dividend declared thereon before the registration of the transfer.

175. Unless otherwise directed, any dividend may be paid by cheque or warrant or by a pay slip or receipt having the force of cheque or warrant sent through the post to the registered address of the member or person entitled to in case of joint- holders to the one of them first named in the Register of Members in respect of the joint holding. Every such cheque or warrant shall be made payable to the order of the person to whom it is sent. The Company shall not be liable or responsible for any cheque or warrant or pay slip or receipt lost in transmission, or for any dividend lost to the Member or person entitled thereto by the forged endorsement of any cheque or warrant or the forged signature of any pay slip or receipt or the fraudulent recovery of the dividend by any other means.

176. No unpaid dividend shall bear interest as against the Company. No unclaimed dividend shall be forfeited by the Board before the claim becomes barred and the Company shall comply with all the provisions of the Act in respect of unclaimed or unpaid dividend.

177. Any Annual General Meeting declaring a dividend may on the recommendation of the Board make a call to the Members as such meeting fixes, so that the call on each Member shall not exceed the dividend payable to him, and so that the call be made payable at the same time as the dividend and the dividend may if so arranged between the Company and the Members, be set off against the call.

178. (a) The Board may resolve that any moneys, investments or other assets forming part of the undivided profits of the Company standing to the credit of the Reserve Fund or any Capital Redemption Reserve Account or in the hands of the Company and available for dividend (or representing premium received on the issue of shares and standing to the credit of the Share Premium Account) be capitalized and distributed amongst such of the shareholders as would be entitled to receive the same distributed by way of dividend and in the same proportions on the footing that they become entitled thereto as Capital Fund and that all or any part of such capitalized fund be applied on behalf of such shareholders in paying up in full, either at par or such premium as the resolution may provide, any un-issued shares or debentures or debenture-stock of the Company which shall be distributed accordingly in or towards payment of the uncalled liability on any issued shares or debentures or debenture-stock and that such distribution or payment shall be accepted by such shareholders in full satisfaction of their interest in the said capitalized sum PROVIDED

THAT a share premium account and a Capital Redemption Reserve Account may, for the purpose of this Article, only be applied in the paying up of un-issued shares to be issued to members as fully paid bonus shares.

(b) A General Meeting may resolve that any surplus monies arising from the realisation of any capital assets of the Company or any investments representing the same, or any other undistributed profits of the Company is not subject to share for income tax to be distributed among the Members on the footing that they receive the same as capital.

(c) For the purpose of giving effect to any resolution under the preceding paragraphs of these Articles, the Board may settle any difficulty which may arise in regard to the distribution as it thinks expedient and in particular may issue fractional certificate and may fix the value for distribution of any specific assets and may determine that such cash payment shall be made to any members upon the footing of the value so fixed or that fractions of less value than ₹ 10/- may be disregarded in order to adjust the rights of all parties and may vest any such cash or specific assets in trustees upon such trusts for the persons entitled to the dividend or capitalized fund as may seem expedient to the Board. Where requisite, a proper contract shall be delivered to the Registrar for registration in accordance with the Act, and the Board may appoint any person to sign such contract on behalf of the person entitled to the dividends or capitalized fund, and such appointment shall be effective.

### **ACCOUNTS**

179. 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 the Members not being Directors, and no Members (not being a Director) shall have any right of inspection to any account or book or document of the Company except conferred by law or authorized by the Board.

### **WINDING-UP**

180. (a) If the Company shall be wound up, and the assets available for distribution among the Members are insufficient to repay the whole of the paid-up capital, such assets shall be distributed so that as nearly as may be the losses shall be borne by the Members in proportion to the capital paid-up or which ought to have been paid-up at the commencement of the winding up on the shares held by them respectively. And if in winding up, the assets available for distribution among the Members shall be more than sufficient to repay the whole of the capital paid-up at the time of winding up, the excess shall be distributed amongst the Members in proportion to the capital paid up at the commencement of the winding up or which ought to have been paid up on the shares held by them respectively. But this clause is to be without prejudice to the rights of the holders of shares issued upon special terms and conditions.

(b) The liquidator or any winding-up (whether voluntary, under supervision or compulsory) may, with the sanction of a Special Resolution but subject to the rights attached to any preference share capital, divide among the contributors, any part of the assets of the Company and may, with the sanction, vest any part of the assets of the Company in trustees upon such trusts for the benefits of the contributories as the Liquidator with the like sanction, shall think fit.

### **INDEMNITY AND RESPONSIBILITY**

181. Subject to Section 197 read with rules made thereunder, every Officer including the Auditor or agent for the time being of the Company shall be indemnified out of the assets of the Company against liability incurred by him in defending the proceedings, whether civil or criminal in which judgment is given in his favour or in which he is acquitted or in connection with any application under Section 463 of the Companies Act, 2013 read with rules made thereunder in which relief is granted to him by the court.

## SECTION X: OTHER INFORMATION

### MATERIAL CONTRACTS AND DOCUMENTS FOR INSPECTION

The following contracts (not being contracts entered into in the ordinary course of business carried on by our Company or contracts entered into more than two (2) years before the date of filing of the Draft Red Herring 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 Red Herring 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 Door No. 8-256, Tata Nagar, Balabhadrapuram – 533 343, Andhra Pradesh, India, from 10.00 a.m. to 5.00 p.m. on all Working Days (Monday to Friday) from the date of this Draft Red Herring Prospectus until the Bid / Issue Closing Date:

#### A. Material Contracts to the Issue

1. Issue Agreement dated March 15, 2018 entered amongst our Company, the Selling Shareholders and the BRLM.
2. Registrar Agreement dated February 23, 2018 entered amongst our Company, the Selling Shareholders and the Registrar to the Issue.
3. Tripartite Agreement dated September 21, 2015 amongst CDSL, our Company and the Registrar to the Issue.
4. Tripartite Agreement dated October 19, 2012 amongst NSDL, our Company and the Registrar to the Issue.
5. Escrow Agreement dated [●] amongst our Company, the Selling Shareholders, the BRLM, the Syndicate Members, the Escrow Collection Bank(s), Refund Bank(s) and the Registrar to the Issue.
6. Share Escrow Agreement dated [●] amongst our Company, the Selling Shareholders, the BRLM and the Share Escrow Agent.
7. Syndicate Agreement dated [●] amongst our Company, the Selling Shareholders, the BRLM, the Syndicate Members and Registrar to the Issue.
8. Underwriting Agreement dated [●] amongst our Company, the Selling Shareholders, the BRLM, and the Underwriters.
9. Monitoring Agency Agreement dated [●] between our Company and [●]

#### B. Material Documents

1. Certified true copies of the Memorandum and Articles of Association of our Company, as amended from time to time.
2. Certificates of Incorporation dated January 2, 2007.
3. Fresh certificate of incorporation dated December 19, 2008 consequent upon change of name on conversion to public limited company.
4. Certificate of incorporation dated September 21, 2015 pursuant to change of name from "*K.P.R. Fertilizers Limited*" to "*K.P.R. Agrochem Limited*".
5. Resolution of the Board dated November 10, 2017 and EGM resolution dated January 20, 2018 authorizing the Issue.

6. Resolution of the Board of Director of our Company dated March 23, 2018, approving this Draft Red Herring Prospectus.
7. Resolution of the shareholders dated September 29, 2017 for re-appointment of Papa Reddy Kovvuri as the Chairman and Whole-time Director, Venkata Mukunda Reddy Karri as Managing Director and Rajasekhar Reddy Kovvuri as the whole-time Director of our Company.
8. Letters from Selling Shareholders approving the Offer for Sale:

<b>Sr. No.</b>	<b>Name of Selling Shareholder</b>	<b>Authorisation letter dated</b>	<b>Number of shares tendered for OFS</b>
1	Vanaja Tetala	January 18, 2018	Upto 1,234,500
2	Naveen Reddy Tetala	January 18, 2018	Upto 1,183,500
3	Venkata Dhana Reddy Karri	January 18, 2018	Upto 763,000
4	Venkata Dhanasekhar Reddy Karri	January 18, 2018	Upto 763,000
5	Mahalakshmi Kovvuri	January 18, 2018	Upto 577,000
6	Sridevi Kovvuri	January 18, 2018	Upto 635,000
7	Basivi Reddy Gudimetla	January 18, 2018	Upto 1,154,000
8	Vijaya Bhaskara Reddy Gudimetla	January 18, 2018	Upto 1,132,500
9	Sudhakar Reddy Karri	January 18, 2018	Upto 705,000
10	Adi Reddy Karri	January 18, 2018	Upto 705,000
11	Bhaskara Raghu Rama Reddy Kovvuri	January 18, 2018	Upto 647,000
12	Venkata Lakshmi Sathi	January 18, 2018	Upto 427,500
13	Rama Reddy Sathi	January 18, 2018	Upto 363,500
14	Vijaya Reddy Kovvuri	January 18, 2018	Upto 1,709,500

9. Examination reports of our Statutory Auditor dated February 20, 2018 regarding the restated standalone and consolidated financial information of our Company for Fiscal ended 2013, 2014, 2015, 2016 and 2017 and for nine months period ended December 31, 2017, included in this Draft Red Herring Prospectus.
10. Statement of Tax Benefits dated February 20, 2018 issued by our Statutory Auditor included in this Draft Red Herring Prospectus.
11. Consents of Auditors, Directors, Bankers to our Company, Selling Shareholders, BRLM, Syndicate Members\*, Legal Counsel to the Issue, Escrow Collection Bank\*, Refund Bank(s)\*, Share Escrow Agent, Chief Financial Officer, Company Secretary and Compliance Officer, Monitoring Agency\* and Registrar to the Issue, as referred to in their specific capacities.
12. Consent from ICRA dated February 22, 2018 to include their name in relation to their report titled “Indian Fertiliser and Agri – Input Sector: January 2018” in the form and context in which it appears in this Draft Red Herring Prospectus.
13. No objection certificate dated January 17, 2018 issued by Andhra Bank for the Issue of our Company and prepayment and repayment of term loans availed by our Company from Andhra Bank.
14. Certificate dated February 20, 2018 issued by our Statutory Auditors regarding sources and deployment of funds.
15. Audited standalone and consolidated financial statement of our Company for the nine months period ended December 31, 2017.
16. Annual reports of our Company for the Fiscal ended March 31, 2013, 2014, 2015, 2016 and 2017.
17. Memorandum of Understanding dated April 10, 2007 between our Company and M/s. Mega Chemicals and Fertilisers, represented by its managing partner Rajasekhar Reddy Kovvuri.

18. Trademark License Agreement dated September 24, 2015, between our Company and KPRFoundation assigning the corporate logo of our Company.
19. Certificate dated February 20, 2018 issued by M/s. MM REDDY & Co., chartered accountants, certifying that the borrowings of our Company proposed to be repaid from the Net Proceeds have been utilized for the purposes for which they were availed.
20. In-principle listing approvals dated [●] and [●] from BSE and NSE respectively.
21. Due diligence Certificate dated March 23, 2018 addressed to SEBI from the BRLM.

Any of the contracts or documents mentioned in this Draft Red Herring Prospectus may be amended or modified at any time if so required in the interest of our Company or if required by the other parties, without reference to the shareholders subject to compliance of the provisions contained in the Companies Act and other relevant statutes.

\*The aforesaid will be appointed prior to filing of the Red Herring Prospectus with RoC and their consents would be obtained prior to the filing of the Red Herring Prospectus with RoC.

## DECLARATION

We, hereby certify and declare that, all the relevant provisions of the Companies Act and the rules, regulations and guidelines issued by the Government of India or the rules, regulations and guidelines issued by the Securities and Exchange Board of India established under Section 3 of the Securities and Exchange Board of India Act, 1992 as the case may be, have been complied with and no statement made in this Draft Red Herring Prospectus is contrary to the provisions of the Companies Act, the Securities Contracts (Regulation) Act, 1956, the Securities and Exchange Board of India Act, 1992, each as amended or rules made there under or guidelines and regulations issued, as the case may be. We further certify that all the disclosures and statements made in this Draft Red Herring Prospectus are true and correct.

**Signed by the Directors of our Company**

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**Papa Reddy Kovvuri**

Chairman and Whole time Director

**Venkateswara Rao Gannamani**

Non-Executive and Independent Director

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**Venkata Mukunda Reddy Karri**

Managing Director

**Madhavi Vakala**

Non-Executive and Independent Director

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**Rajasekhar Reddy Kovvuri**

Whole time Director and Executive Director

**Muralikrishna Waddiparthi**

Non-Executive and Independent Director

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Signed by the Chief Operating Officer cum Chief  
Financial Officer of our Company

**Kishan Gopal Tivari**

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**Date: March 23, 2018**

**Place: Balabhadrapuram**

## **DECLARATION**

I, Bhaskara Raghu Rama Reddy Kovvuri, son of Veera Venkata Satyanarayana Reddy Kovvuri hereby confirm that all statements made and undertakings provided by me in this Draft Red Herring Prospectus about and in relation to myself and the Equity Shares being offered by me in the Offer for Sale, are true and correct.

**Signed by Bhaskara Raghu Rama Reddy Kovvuri**

**Date: March 23, 2018**

**Place: Balabhadrapuram**



## **DECLARATION**

I, Adi Reddy Karri, son of Sura Reddy Karri hereby confirm that all statements made and undertakings provided by me in this Draft Red Herring Prospectus about and in relation to myself and the Equity Shares being offered by me in the Offer for Sale, are true and correct.

**Signed by Adi Reddy Karri**

**Date: March 23, 2018**

**Place: Balabhadrapuram**

## **DECLARATION**

I, Venkata Lakshmi Sathi, wife of Rama Reddy Sathi hereby confirm that all statements made and undertakings provided by me in this Draft Red Herring Prospectus about and in relation to myself and the Equity Shares being offered by me in the Offer for Sale, are true and correct.

**Signed by Venkata Lakshmi Sathi**

**Date: March 23, 2018**

**Place: Balabhadrapuram**

## **DECLARATION**

I, Vanaja Tetala, wife of Naveen Reddy Tetala hereby confirm that all statements made and undertakings provided by me in this Draft Red Herring Prospectus about and in relation to myself and the Equity Shares being offered by me in the Offer for Sale, are true and correct.

**Signed by Vanaja Tetala**

**Date: March 23, 2018**

**Place: Balabhadrapuram**

## **DECLARATION**

I, Naveen Reddy Tetala, son of Subbarama Reddy Tetala hereby confirm that all statements made and undertakings provided by me in this Draft Red Herring Prospectus about and in relation to myself and the Equity Shares being offered by me in the Offer for Sale, are true and correct.

**Signed by Naveen Reddy Tetala**

**Date: March 23, 2018**

**Place: Balabhadrapuram**

## **DECLARATION**

I, Venkata Dhana Reddy Karri, son of Sura Reddy Karri hereby confirm that all statements made and undertakings provided by me in this Draft Red Herring Prospectus about and in relation to myself and the Equity Shares being offered by me in the Offer for Sale, are true and correct.

**Signed by Venkata Dhana Reddy Karri**

**Date: March 23, 2018**

**Place: Balabhadrapuram**

## **DECLARATION**

I, Venkata Dhanasekhar Reddy Karri, son of Satyanarayana Reddy Karri hereby confirm that all statements made and undertakings provided by me in this Draft Red Herring Prospectus about and in relation to myself and the Equity Shares being offered by me in the Offer for Sale, are true and correct.

**Signed by Venkata Dhanasekhar Reddy Karri**

**Date: March 23, 2018**

**Place: Balabhadrapuram**

## **DECLARATION**

I, Rama Reddy Sathi, son of Nari Reddy Sathi hereby confirm that all statements made and undertakings provided by me in this Draft Red Herring Prospectus about and in relation to myself and the Equity Shares being offered by me in the Offer for Sale, are true and correct.

**Signed by Rama Reddy Sathi**

**Date: March 23, 2018**

**Place: Balabhadrapuram**

## **DECLARATION**

I, Sridevi Kovvuri, wife of Bhaskara Raghurama Reddy Kovvuri hereby confirm that all statements made and undertakings provided by me in this Draft Red Herring Prospectus about and in relation to myself and the Equity Shares being offered by me in the Offer for Sale, are true and correct.

**Signed by Sridevi Kovvuri**

**Date: March23, 2018**

**Place: Balabhadrapuram**



## **DECLARATION**

I, Basivi Reddy Gudimetla, son of Nagi ReddyGudimetla hereby confirm that all statements made and undertakings provided by me in this Draft Red Herring Prospectus about and in relation to myself and the Equity Shares being offered by me in the Offer for Sale, are true and correct.

**Signed by Basivi Reddy Gudimetla**

**Date: March 23, 2018**

**Place: Balabhadrapuram**

## **DECLARATION**

I, Mahalakshmi Kovvuri, wife of Veera Venkata Satyanarayana Reddy Kovvuri hereby confirm that all statements made and undertakings provided by me in this Draft Red Herring Prospectus about and in relation to myself and the Equity Shares being offered by me in the Offer for Sale, are true and correct.

**Signed by Mahalakshmi Kovvuri**

**Date: March 23, 2018**

**Place: Balabhadrapuram**

## **DECLARATION**

I, Vijaya Bhaskara Reddy Gudimetla, son of Nagi Reddy Gudimetla hereby confirm that all statements made and undertakings provided by me in this Draft Red Herring Prospectus about and in relation to myself and the Equity Shares being offered by me in the Offer for Sale, are true and correct.

**Signed by Vijaya Bhaskara Reddy Gudimetla**

**Date: March 23, 2018**

**Place: Balabhadrapuram**

## **DECLARATION**

I, Sudhakar Reddy Karri, son of Satyanarayana Reddy Karri hereby confirm that all statements made and undertakings provided by me in this Draft Red Herring Prospectus about and in relation to myself and the Equity Shares being offered by me in the Offer for Sale, are true and correct.

**Signed by Sudhakar Reddy Karri**

**Date: March 23, 2018**

**Place: Balabhadrapuram**

## **DECLARATION**

I, Vijaya Reddy Kovvuri, wife of Venkata Anish Reddy Dorigillu, hereby confirm that all statements made and undertakings provided by me in this Draft Red Herring Prospectus about and in relation to myself and the Equity Shares being offered by me in the Offer for Sale, are true and correct.

**Signed by Vijaya Reddy Kovvuri**

**Date: March 23, 2018**

**Place: Balabhadrapuram**