



# **GAUTAM EXIM LIMITED**

**14<sup>TH</sup> ANNUAL REPORT**

**F.Y. - 2018-19**



**BOARD OF DIRECTORS**

Mr. Balasubramanian Raman	Chairman / Managing Director
Mrs. Nagalaxmi Balasubramanian	Whole-time Director
Mr. Shivkumar Janakiram Giddu	Independent Director
Mr. Umakant Kashinath Bijapur	Independent Director
Mr. Manishkumar Bansnarayan Ray	Whole-time Director

**REGISTRAR & SHARE TRANSFER AGENT****BIGSHARE SERVICES PRIVATE LIMITED**

1<sup>st</sup> Floor, Bharat Tin Works Building, Opp. Vasant Oasis,  
Makwana Road, Marol, Andheri (East), Mumbai – 400 059  
Tel: +91 22 62638200 Fax: +91 22 62638299  
Email: [ipo@bigshareonline.com](mailto:ipo@bigshareonline.com)  
Website: [www.bigshareonline.com](http://www.bigshareonline.com)

**STATUTORY AUDITOR****C D KHAKHAR & CO.,**

103, Tirupati Towers, G.I.D.C. Char Rasta,  
Vapi – 396195, Gujarat

**BANKERS' TO THE COMPANY**

Kotak Mahindra Bank and DBS Bank Limited

**REGISTERED OFFICE**

C7/57 59 Mirgasir Complex, Opp. Advance Complex, N. H.  
No. 8, GIDC, Vapi – 396195, Gujarat  
Tele / Fax : 91-260-2431988/ 91 260 2431988  
E-mail : [mani@gautamexim.com](mailto:mani@gautamexim.com)  
Website : [www.gautamexim.com](http://www.gautamexim.com)

**14<sup>TH</sup> ANNUAL GENERAL MEETING**

**Date:** 28<sup>th</sup> September, 2019

**Day :** Saturday

**Time:** 11:30 A.M.

**Venue:** C7/57 59 Mirgasir Complex, Opp. Advance Complex, N. H. No. 8, GIDC, Vapi – 396195, Gujarat

**BOARDS' COMMITTEE**

<b>Audit Committee</b>	Mr. Umakant Kashinath Bijapur Mr. Shivkumar Janakiram Giddu Mr. Balasubramanian Raman
<b>Nomination &amp; Remuneration Committee</b>	Mr. Umakant Kashinath Bijapur Mr. Shivkumar Janakiram Giddu Mr. Balasubramanian Raman
<b>Stakeholder's Shareholders &amp; Investor Grievances Committee</b>	Mr. Umakant Kashinath Bijapur Mr. Shivkumar Janakiram Giddu Mr. Balasubramanian Raman

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## Key Managerial Person

**Chief Financial Officer: Lakshmi Ramanathan Iyer**

**Company Secretary and Compliance Officer: Silky B. Shah**

### Management Insight

▪ **Mr. Balasubramanian Raman - Managing Director**

Mr. Balasubramanian Raman, aged 68 years, is the promoter and Managing Director of the company. He has been appointed as the director since 2005 and designated as a Managing Director of the company with effect from May 01, 2017. He is a Certified Management Consultant and is a member of Institute of Management Consultants of India. He heads Marketing and Finance department of the Company. His scope of work includes the overall management of the company, Mr. Balasubramanian Raman have experience of more than 31 years in the field of Paper Industry.

▪ **Mrs. Nagalaxmi Balasubramanian - Whole-time Director**

Mrs. Nagalaxmi Balasubramanian, aged 65 years, is the promoter and Whole Time Director of the company. She has been appointed as the director since 2005 and designated as a Whole Time Director of the company with effect from May 01, 2017. She holds a Bachelor of Science and Education Degrees from Banglore University and looks after the Administration Department of the Company.

▪ **Mr. Shivkumar Janakiram Giddu –Independent Director**

Mr. Shivkumar Janakiram Giddu, aged 64 years, associated with the Company since 28<sup>th</sup> April 2017. He has been appointed as the Non-Executive Independent Director of the Company. He has a varied experience in hospitality industries, infrastrucure projects, MSME industries, manufacturing variety of products and has been at the helm of affairs of organizational structure contributing his knowledge and experience in finance, marketing, administration, etc. of a reputed company in Gujarat.

▪ **Mr. Umakant Kashinath Bijapur – Independent Director**

Mr. Umakant Kashinath Bijapur, aged 63 years, Associated with the Company with effect from 28<sup>th</sup> April 2017. He, retired as Chief General Manager of Bank of Baroda has 36 years of Banking experience in India and abroad.

▪ **Mr. Manishkumar Bansnarayan Ray – Whole-time Director**

Mr. Manishkumar Bansnarayan Ray, aged 36 years, is whole Time Director of the Company with effect from 29<sup>th</sup> August, 2018. He has completed his bachelor's in commerce. He is having valuable experience in procurement of waste paper, marketing of various grades of finished paper.

▪ **Miss. Silky B. Shah – Company Secretary**

Silky B Shah, has been appointed as the Company Secretary of the Company with effect from May 01, 2017. She has completed Master of Commerce from Veer Narmad South Gujarat University, Surat. She is a qualified Company Secretary by profession and has completed Professional Programme from the Institute of Company Secretaries of India. She is entrusted with the responsibility of handling corporate secretarial functions of the Company.

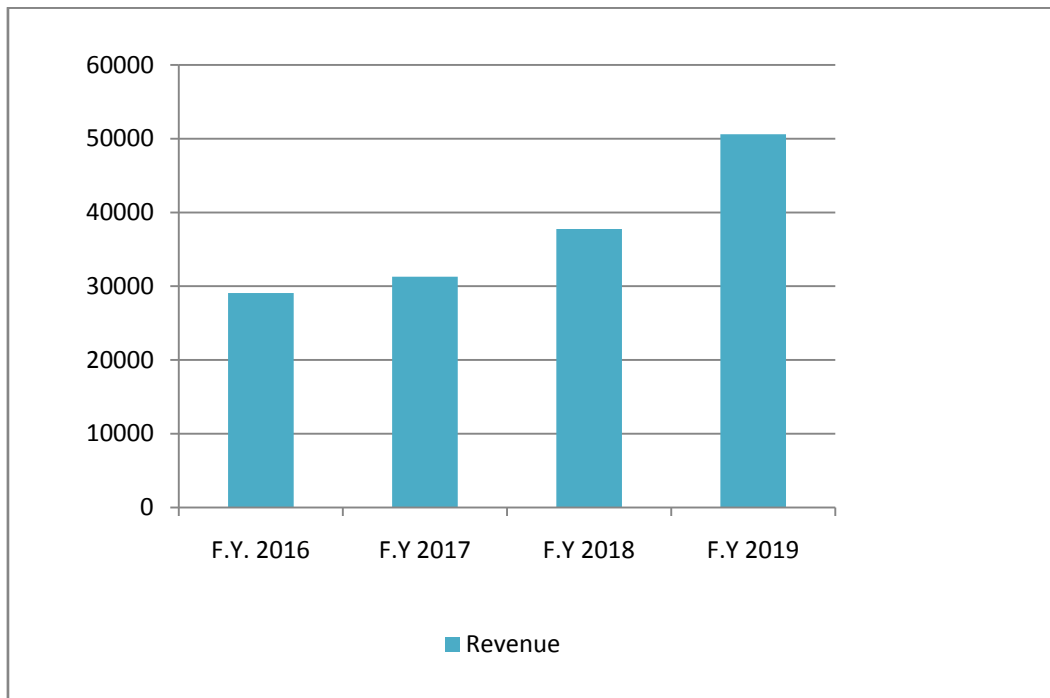
▪ **Mrs. Lakshmi Ramanathan Iyer – Chief Financial Officer**

Lakshmi Ramanathan Iyer, has been appointed as the Chief Financial Officer of the Company with effect from May 01, 2017. She is responsible for looking after accounting, finance and taxation of the Company.

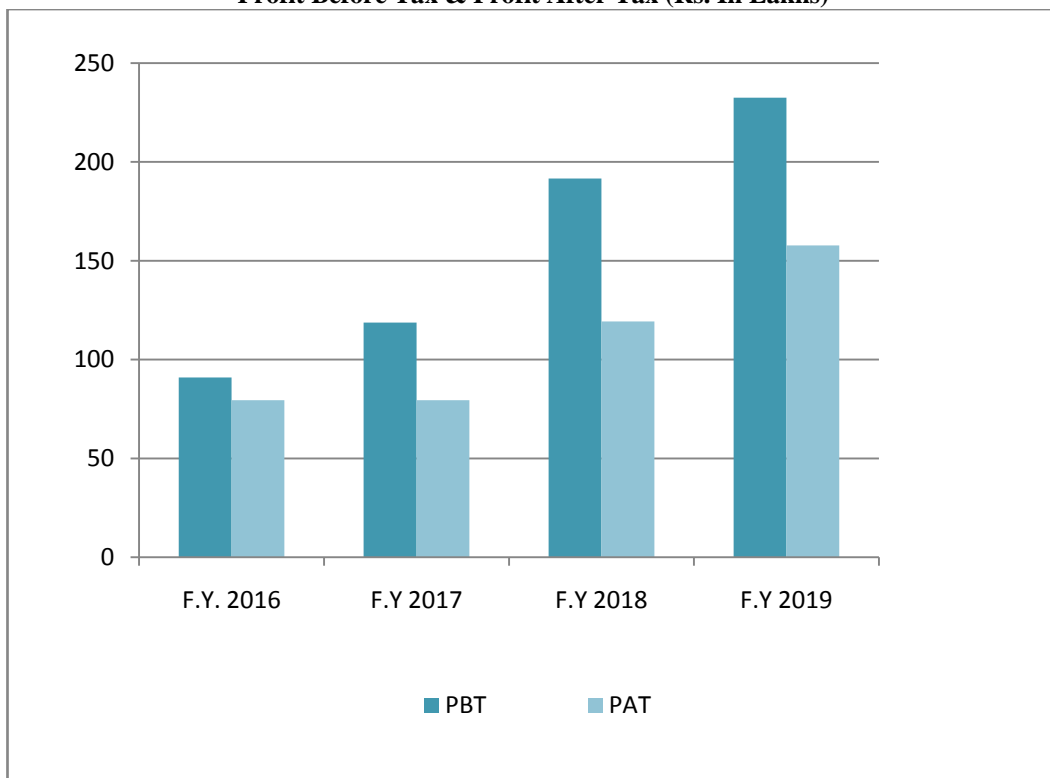


## Some Trends – Financials Standalone

Revenue (Rs. In Lakhs)



Profit Before Tax & Profit After Tax (Rs. In Lakhs)





## Notice

NOTICE IS HEREBY GIVEN THAT THE 14<sup>TH</sup> ANNUAL GENERAL MEETING (AGM) OF THE MEMBERS OF GAUTAM EXIM LIMITED (THE COMPANY) WILL BE HELD ON SATURDAY THE 28<sup>TH</sup> DAY OF SEPTEMBER, 2019 AT 11:30 A.M. AT **C7/57 59 MIRGASIR COMPLEX, OPP. ADVANCE COMPLEX, N. H. NO. 8, GIDC, VAPI – 396195, GUJARAT** TO TRANSACT THE FOLLOWING BUSINESS:

### **ORDINARY BUSINESS:**

1. To receive, consider and adopt the Audited Standalone Financial Statements of the Company for the Financial Year ended March 31, 2019 and the Reports of the Board of Directors and the Auditors thereon.
2. To declare final dividend on equity shares for the year ended 31<sup>st</sup> March, 2019.
3. To appoint Mr. Balasubramanian Raman (DIN: 00410443), who retires by rotation and being eligible offers himself for re-appointment:
4. To appoint statutory auditors of the Company, and to fix their remuneration and to pass the following resolution as ordinary resolution:

**“RESOLVED THAT** pursuant to the provisions of Sections 139, 142 and other applicable provisions, if any, of the Companies Act, 2013 read with the Companies (Audit and Auditors) Rules, 2014 (including any statutory modification(s) or reenactment(s) thereof, for the time being in force), M/s. C D Khakhar & Co., Chartered Accountants (Registration No. 141767W), be and is hereby appointed as Statutory Auditors of the Company for a term of 5 (Five) consecutive years from the conclusion of this Annual General Meeting till the conclusion of the Nineteenth Annual General Meeting of the company to be held in the calendar year 2024, at such remuneration as shall be fixed by the Board of Directors of the Company.”

### **SPECIAL BUSINESS:**

5. To consider, and if thought fit, to pass with or without modification(s), the following as a Special Resolution:

**“RESOLVED THAT** in partial modification of resolution passed in this regard by the members of the Company at 13<sup>th</sup> Annual General Meeting held on 29<sup>th</sup> August, 2018 and pursuant to the provisions of Section 196, 197, 198 read with Schedule V and other applicable provisions, if any, of the Companies Act, 2013 and the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014 (‘the Act’), the consent of the members be and is hereby accorded for revision in remuneration of Mr. Manishkumar Bansnarayan Ray (DIN: 03512320), Whole Time Director, with effect from 01<sup>st</sup> October, 2019 for the remaining period of his tenure ending on August 28, 2021.

**RESOLVED FURTHER THAT** the remuneration payable to Mr. Manishkumar Bansnarayan Ray, Whole Time Director with effect from 01<sup>st</sup> October, 2019 shall be as under:

Salary: Rs. 2,50,000/- p.m. with effect from 01<sup>st</sup> October, 2019 inclusive of all perquisite.

**RESOLVED FURTHER THAT** the consent and ratification of the Members of the Company be and is hereby accorded that Mr. Manishkumar Bansnarayan Ray, Whole Time Director of the Company be paid remuneration by way of Salary, Perquisites and allowances upto a maximum of Rs. 2,50,000/- (Rupees Two lacs fifty thousand only) as minimum remuneration for the remaining period in case the Company has no profits or its profit are inadequate.

**RESOLVED FURTHER THAT** the above remuneration shall be subject to modification, as may be deemed fit by the Board from time to time and subject to the limits and stipulations prescribed by the Companies Act, 2013 read with Schedule V thereto, and/or any guidelines prescribed by the Government from time to time.

**RESOLVED FURTHER THAT** where in any financial year, during the currency of the tenure of Mr. Manishkumar Bansnarayan Ray as Whole Time Director, the Company has no profits or its profits are inadequate, the Company will pay remuneration by way of salary, perquisites and allowances as specified above as minimum remuneration, subject to the limits and conditions prescribed under Schedule V of the Companies Act, 2013, as may be amended from time to time.

**RESOLVED FURTHER THAT** except for the aforesaid revision in salary, all other terms and conditions of his appointment as Whole Time Director of the Company, as approved by the resolution passed at the 13<sup>th</sup> Annual General Meeting of the Company held on 29<sup>th</sup> August, 2018 shall remain unchanged.



**RESOLVED FURTHER THAT** the Board of Director or the Chief Financial Officer or the Company Secretary thereof be and are hereby authorized to do all such acts, deeds and things, to enter into such agreement(s), deed(s) of amendment(s) or any such document(s), as the Board may, in its absolute discretion, consider necessary, expedient or desirable including power to sub-delegate, in order to give effect to this resolution.”

6. To consider, and if thought fit, to pass with or without modification(s), the following as a Special Resolution:

**“RESOLVED THAT** in partial modification of resolution passed in this regard by the members of the Company at General Meeting held on 28<sup>th</sup> April, 2017 and pursuant to the provisions of Section 196, 197, 198 read with Schedule V and other applicable provisions, if any, of the Companies Act, 2013 and the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014 (‘the Act’), the consent of the members be and is hereby accorded for revision in remuneration of Mr. Balasubramanian Raman (DIN: 00410443), Managing Director, with effect from 01<sup>st</sup> October, 2019 for the remaining period of his tenure ending on April, 2022.

**RESOLVED FURTHER THAT** the remuneration payable to Mr. Balasubramanian Raman, Managing Director with effect from 01<sup>st</sup> October, 2019 shall be as under:

Salary: Rs. 1,50,000/- p.m. with effect from 01<sup>st</sup> October, 2019 inclusive of all perquisite.

**RESOLVED FURTHER THAT** the consent and ratification of the Members of the Company be and is hereby accorded that Mr. Balasubramanian Raman, Managing Director of the Company be paid remuneration by way of Salary, Perquisites and allowances upto a maximum of Rs. 1,50,000/- (Rupees One lac fifty thousand only) as minimum remuneration for the remaining period in case the Company has no profits or its profit are inadequate.

**RESOLVED FURTHER THAT** the above remuneration shall be subject to modification, as may be deemed fit by the Board from time to time and subject to the limits and stipulations prescribed by the Companies Act, 2013 read with Schedule V thereto, and/or any guidelines prescribed by the Government from time to time.

**RESOLVED FURTHER THAT** where in any financial year, during the currency of the tenure of Mr. Balasubramanian Raman as Managing Director, the Company has no profits or its profits are inadequate, the Company will pay remuneration by way of salary, perquisites and allowances as specified above as minimum remuneration, subject to the limits and conditions prescribed under Schedule V of the Companies Act, 2013, as may be amended from time to time.

**RESOLVED FURTHER THAT** except for the aforesaid revision in salary, all other terms and conditions of his appointment as Managing Director of the Company, as approved by the resolution passed at the General Meeting of the Company held on 28<sup>th</sup> April, 2017 shall remain unchanged.

**RESOLVED FURTHER THAT** the Board of Director or the Chief Financial Officer or the Company Secretary thereof be and are hereby authorized to do all such acts, deeds and things, to enter into such agreement(s), deed(s) of amendment(s) or any such document(s), as the Board may, in its absolute discretion, consider necessary, expedient or desirable including power to sub-delegate, in order to give effect to this resolution.”

By order of the Board of Directors  
**BALASUBRAMANIAN RAMAN**  
Managing Director  
DIN : 00410443

Date: 19/08/2019

Place: Vapi

**Registered Office:**

C7/57 59, MIRGASIR COMPLEX, OPP ADVANCE COMPLEX, N H NO 8, GIDC, VAPI 396195 GUJARAT



## NOTES:

- (1) **EXPLANATORY STATEMENT:** The relative Explanatory Statement pursuant to section 102 of Companies Act 2013, in respect of business under item Nos. 5 and 6 of the notice annexed hereto.
- (2) **PROXY:** A MEMBER ENTITLED TO ATTEND AND VOTE AT THE MEETING MAY APPOINT A PROXY TO ATTEND AND, ON POLL, TO VOTE INSTEAD OF HIMSELF/HERSELF AND A PROXY NEED NOT BE A MEMBER OF THE COMPANY. THE INSTRUMENT APPOINTING THE PROXY IN ORDER TO BE EFFECTIVE, MUST BE DEPOSITED AT THE REGISTERED OFFICE OF THE COMPANY NOT LESS THAN 48 HOURS BEFORE THE COMMENCEMENT OF THE MEETING. A PERSON CAN ACT AS PROXY ON BEHALF OF MEMBERS NOT EXCEEDING 50 (FIFTY) AND HOLDING IN AGGREGATE NOT MORE THAN 10 (TEN) PERCENT OF THE TOTAL SHARE CAPITAL OF THE COMPANY.
- (3) **ATTENDANCE SLIP & ANNUAL RETURN:** Members / proxies / authorized representatives should bring their copy of the Annual Reports and Financial Statements along with their Attendance Slip attached herewith duly filled and signed in accordance with specimen signatures registered with the company to attend the meeting.

Members who hold shares in dematerialized form are requested to bring their attendance slips duly completed and signed mentioning therein details of their DP ID and Client ID/ Folio No.

- (4) **AUTHORISED REPRESENTATIVE:** Corporate members intending to send their authorized representatives to attend the meeting pursuant to Section 113 of the Companies Act, 2013 are requested to send to the company, a certified copy of the relevant Board Resolution together with their respective specimen signatures authorizing their representative(s) to attend and vote on their behalf at the Meeting.
- (5) **CLOSURE OF BOOKS:** Register of Members and the Share Transfer Books of the Company will remain closed from Saturday, the 21<sup>st</sup> September, 2019 to Saturday the 28<sup>th</sup> September, 2019 (both days inclusive).
- (6) **NRI SHAREHOLDER :** The non-resident Indian shareholders are requested to inform the company immediately about:
  1. The change in the residential status on return to India for Permanent settlement.
  2. The particulars of NRO bank account in India if not furnished Earlier.
- (7) **NOMINATION:** Members are entitled to make nomination in respect of the shares held by them in physical form. Members desirous of making nominations may send their request in Form SH.13 in duplicate to the Registrars and Share Transfer Agents (RTA) of the Company. Members may obtain a blank Form SH.13 upon request to the Company or its RTA.
- (8) The Company has made necessary arrangements for the members to hold their shares in dematerialised form. Members are also entitled to make nomination in respect of the shares held by them in dematerialised form with their respective DPs. Those members who are holding shares in physical form are requested to dematerialise their shares by approaching any of the registered DPs. In case any member wishes to dematerialize his/her/its shares and needs any assistance, he/ she/ it may write to the Company Secretary at the Registered Office of the Company.
- (9) **UPDATION OF MEMBERS' DETAILS:** The Format of the Register of Members prescribed by the Ministry of Corporate Affairs under the Companies Act, 2013 requires the Company/Registrars and Transfer Agents to record additional details of Members, including their Permanent Account Number details ("PAN"), email address, bank details for payment of dividend, etc. Further, the Securities and Exchange Board of India ("SEBI") has mandated the submission of PAN by every participant in the securities market.

A form for capturing the above details is appended to this Notice. Members holding shares in physical form are requested to submit the filled in form to the Company or its Registrars and Transfer Agents. Members holding shares in electronic form are requested to submit the details to their respective Depository Participant or contact our Registrar and Transfer Agent i.e. Big Share Services Private Limited.

- (10) **REGULATION 36:** Additional Information, pursuant to Regulation 36 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, in respect of the directors seeking appointment/ re-appointment at the Annual General Meeting, is furnished as annexure to the Notice. The directors have furnished consent /declaration for their appointment/ reappointment as required under the Companies Act, 2013 and the rules there under.
- (11) **DISPATCH OF ANNUAL REPORT:** Pursuant to the provisions of Sections 101 and 136 of the Act read with the Companies (Accounts) Rules, 2014 Annual Report for the Financial Year 2018-19, the notice of the 14<sup>th</sup> Annual



General Meeting along with Attendance Slip and Proxy form, are being sent by electronic mode to all the members whose e-mail addresses are registered with the Company/ Depository Participant(s) unless a member has requested for a physical copy of the document. For members who have not registered their email addresses, physical copies of the Documents are being sent by the permitted mode.

- (12) **INTIMATION OF CHANGE IN THE DETAILS:** Members holding shares in electronic form are requested to intimate immediately any change in their address or bank mandates to their Depository Participants with whom they are maintaining their demat accounts. Members holding shares in physical form are requested to advise any change in their address or bank mandates immediately to the Company or contact our Registrar and Transfer Agent i.e. Big Share Services Private Limited (Mumbai). Members are encouraged to utilize the Electronic Clearing System (ECS) for receiving dividends (If any).
- (13) **COMPLIANCE UNDER REGULATION 136(1):** The Annual Report of the Company will be available on the Company's website, <http://www.gautamexim.com> and on the website of respective Stock Exchange where the equity shares of the Company are listed, [www.bsesme.com](http://www.bsesme.com). As per Section 136(1), the physical copies of the aforesaid documents will also be available at the Company's registered office for inspection during normal business hours on working days. Members who require communication in physical form in addition to e-communication, or have any other queries, may write to us at [cs@gautamexim.com](mailto:cs@gautamexim.com).
- (14) **REGISTERS:** The Register of Directors and Key Managerial Personnel and their shareholding, maintained under Section 170 of the Companies Act, 2013 and the Register of Contracts or Arrangements in which Directors are interested, maintained under Section 189 of the Companies Act, 2013, will be available for inspection by the members at the Annual General Meeting.
- (15) **JOINT-HOLDER:** In case of Joint holder's attending the meeting, the Joint-holder's who is higher in the order will be entitled to vote at the meeting.
- (16) **ROUTE MAP:** A route map showing direction to reach the venue of the meeting is given at the end of this Notice.
- (17) **INFORMATION AND OTHER INSTRUCTIONS RELATING TO E-VOTING ARE AS UNDER;**
- I. In compliance with the provision of section 108 of the Companies Act, 2013 and Rule 20 of the Companies (Management and Administration) Rules, 2014 (including any statutory modification(s) or re-enactment thereof for the time being in force), the company is pleased to provide members facility to exercise their right to vote at the Annual General Meeting (AGM) by electronic means and the items of business as detailed in this Notice may be transacted through e-voting services provided by National Securities Depository Limited (NSDL).
  - II. The e-voting period begins on Wednesday, **25<sup>th</sup> September, 2019 at 10:00 am** and ends on Friday, **27<sup>th</sup> September, 2019 at 5.00 pm**. During this period, shareholders of the Company, holding shares either in physical form or in dematerialized form, as on cut-off date of Friday, **20<sup>th</sup> September, 2019**, may cast their votes electronically. The e-voting module shall be disabled by NSDL for voting thereafter.
  - III. Mr. Vishal Dewang, Practicing Company Secretary, has been appointed as the Scrutinizer for conducting the remote e-voting process as well as the voting through Poll Paper, in a fair and transparent manner.
  - IV. Voting rights shall be reckoned on the paid up value of share registered in the name of the members as on the cut-off date i.e. **20<sup>th</sup> September, 2019**.
  - V. A person, whose name is recorded in the register of members as on the cut-off date, i.e. **20<sup>th</sup> September, 2019** only shall be entitled to avail the facility of remote e-voting/voting.
  - VI. The Scrutinizer, after scrutinizing the votes cast at the meeting (polling paper) and through remote e-voting, will not later than 48 hours of conclusion of the Meeting, make a consolidated scrutinizer's report shall be placed on the website of the Company. The results shall be communicated to the stock Exchange.
  - VII. Subject to receipt of requisite number of votes, the Resolutions shall be deemed to be passed on the date of the Meeting i.e. **28<sup>th</sup> September, 2019**.
  - VIII. **Instructions for e-voting are as under:**

Pursuant to provisions of Section 108 of the Companies Act, 2013 and Rule 20 of the Companies (Management and Administration) Rules, 2014, as amended by the Companies (Management and Administration) Amendment Rules, 2015 and Regulation 44 of SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015, the





Company is pleased to provide members facility to exercise their right to vote at the Annual General Meeting (AGM) by electronic means and the **business may be transacted through e-Voting Services. The facility of casting the votes by the members using an electronic voting system from a place other than venue of the AGM (“remote e-voting”) will be provided by National Securities Depository Limited (NSDL).**

The Company has approached NSDL for providing e-voting services through our e-voting platform. In this regard, your Demat Account/Folio Number has been enrolled by the Company for your participation in e-voting on resolution placed by the Company on e-Voting system.

The Notice of the Annual General Meeting (AGM) of the Company inter alia indicating the process and manner of e-Voting process along with printed Attendance Slip and Proxy Form can be downloaded from the link <https://www.evoting.nsdl.com> or [www.gautamexim.com](http://www.gautamexim.com)

**The e-voting period commences on Wednesday, 25<sup>th</sup> September, 2019 (9:00 am) and ends on Friday, 27<sup>th</sup> September, 2019 (5:00 pm).** During this period shareholders’ of the Company, may cast their vote electronically. The e-voting module shall also be disabled for voting thereafter. Once the vote on a resolution is cast by the shareholder, the shareholder shall not be allowed to change it subsequently.

The voting rights of members shall be in proportion to their shares of the paid up equity share capital of the Company as on the **cut-off date of 20<sup>th</sup> September, 2019**. Any person, who acquires shares of the Company and become member of the Company after dispatch of the notice and holding shares as of the cut-off date i.e. 20<sup>th</sup> September, 2019, may obtain the login ID and password by sending a request at [evoting@nsdl.co.in](mailto:evoting@nsdl.co.in) or [jibu@bigshareonline.com](mailto:jibu@bigshareonline.com).

The facility for voting through remote e-voting / ballot paper / Poling Paper shall be made available at the AGM and the members attending the meeting who have not cast their vote by remote e-voting shall be able to exercise their right at the meeting through ballot paper.

**The procedure to login to e-Voting website consists of two steps as detailed hereunder:**

**Step 1: Log-in to NSDL e-Voting system**

1. Visit the e-Voting website of NSDL. Open web browser by typing the following URL: <https://www.evoting.nsdl.com/>.
2. Once the home page of e-Voting system is launched, click on the icon “Login” which is available under ‘Shareholders’ section.
3. A new screen will open. You will have to enter your User ID, your Password and a Verification Code as shown on the screen. Alternatively, if you are registered for NSDL eservices i.e. IDEAS, you can log-in at <https://eservices.nsdl.com/> with your existing IDEAS login. Once you log-in to NSDL eservices after using your log-in credentials, click on e-Voting and you can proceed to Step 2 i.e. Cast your vote electronically.
4. Your User ID details will be as per details given below :
  - a) **For Members who hold shares in demat account with NSDL:** 8 Character DP ID followed by 8 Digit Client ID (For example if your DP ID is IN300\*\*\* and Client ID is 12\*\*\*\*\* then your user ID is IN300\*\*\*12\*\*\*\*\*).
  - b) **For Members who hold shares in demat account with CDSL:** 16 Digit Beneficiary ID (For example if your Beneficiary ID is 12\*\*\*\*\* then your user ID is 12\*\*\*\*\*).
  - c) **For Members holding shares in Physical Form:** EVEN Number followed by Folio Number registered with the company (For example if folio number is 001\*\*\* and EVEN is 101456 then user ID is 101456001\*\*\*).
5. Your password details are given below:
  - a. If you are already registered for e-Voting, then you can use your existing password to login and cast your vote.
  - b. If you are using NSDL e-Voting system for the first time, you will need to retrieve the ‘initial password’ which was communicated to you. Once you retrieve your ‘initial password’, you need enter the ‘initial password’ and the system will force you to change your password.
  - c. How to retrieve your ‘initial password’?



- i. If your email ID is registered in your demat account or with the company, your 'initial password' is communicated to you on your email ID. Trace the email sent to you from NSDL from your mailbox. Open the email and open the attachment i.e. a .pdf file. Open the .pdf file. The password to open the .pdf file is your 8 digit client ID for NSDL account, last 8 digits of client ID for CDSL account or folio number for shares held in physical form. The .pdf file contains your 'User ID' and your 'initial password'.
  - ii. If your email ID is not registered, your 'initial password' is communicated to you on your postal address.
6. If you are unable to retrieve or have not received the "Initial password" or have forgotten your password:
    - a. Click on "[Forgot User Details/Password?](#)" (If you are holding shares in your demat account with NSDL or CDSL) option available on [www.evoting.nsdl.com](http://www.evoting.nsdl.com).
    - b. "[Physical User Reset Password?](#)" (If you are holding shares in physical mode) option available on [www.evoting.nsdl.com](http://www.evoting.nsdl.com).
    - c. If you are still unable to get the password by aforesaid two options, you can send a request at [evoting@nsdl.co.in](mailto:evoting@nsdl.co.in) mentioning your demat account number/folio number, your PAN, your name and your registered address.
  7. After entering your password, tick on Agree to "Terms and Conditions" by selecting on the check box.
  8. Now, you will have to click on "Login" button.
  9. After you click on the "Login" button, Home page of e-Voting will open.

#### **Step 2 : Cast your vote electronically on NSDL e-Voting system.**

1. After successful login at Step 1, you will be able to see the Home page of e-Voting. Click on e-Voting. Then, click on Active Voting Cycles.
2. After click on Active Voting Cycles, you will be able to see all the companies "EVEN" in which you are holding shares and whose voting cycle is in active status.
3. Select "EVEN" of the Company.
4. Now you are ready for e-Voting as the Voting page opens.
5. Cast your vote by selecting appropriate options i.e. assent or dissent, verify/modify the number of shares for which you wish to cast your vote and click on "Submit" and also "Confirm" when prompted.
6. Upon confirmation, the message "Vote cast successfully" will be displayed.
7. You can also take the printout of the votes cast by you by clicking on the print option on the confirmation page.
8. Once you confirm your vote on the resolution, you will not be allowed to modify your vote.

#### **General Guidelines for shareholders:**

1. Institutional shareholders (i.e. other than individuals, HUF, NRI etc.) are required to send scanned copy (PDF/JPG Format) of the relevant Board Resolution/ Authority letter etc. with attested specimen signature of the duly authorized signatory(ies) who are authorized to vote, to the Scrutinizer by e-mail [cs.vishal2009@gmail.com](mailto:cs.vishal2009@gmail.com) to with a copy marked to [evoting@nsdl.co.in](mailto:evoting@nsdl.co.in).
2. It is strongly recommended not to share your password with any other person and take utmost care to keep your password confidential. Login to the e-voting website will be disabled upon five unsuccessful attempts to key in the correct password. In such an event, you will need to go through the "[Forgot User Details/Password?](#)" or "[Physical User Reset Password?](#)" option available on [www.evoting.nsdl.com](http://www.evoting.nsdl.com) to reset the password.

#### **Please note the following:**

A member may participate in the AGM even after exercising his right to vote through remote e-voting but shall not be allowed to vote again at the AGM.

A person, whose name is recorded in the register of members or in the register of beneficial owners maintained by the depositories as on the cut-off date only shall be entitled to avail the facility of remote e-voting as well as voting at the AGM through ballot paper.

The Chairman shall, at the AGM, at the end of discussion on the resolutions on which voting is to be held, allow voting with the assistance of scrutinizer, by use of ballot paper for all those members who are present at the AGM but have not cast their votes by availing the remote e-voting facility.



The Scrutinizer shall after the conclusion of voting at the general meeting, will first count the votes cast at the meeting and thereafter unblock the votes cast through remote e-voting in the presence of at least two witnesses not in the employment of the Company and shall make, not later than three days of the conclusion of the AGM, a consolidated scrutinizer's report of the total votes cast in favour or against, if any, to the Chairman or a person authorized by him in writing, who shall countersign the same and declare the result of the voting forthwith

**Other information:**

- o Your login id and password can be used by you exclusively for e-voting on the resolutions placed by the companies in which you are the shareholder.
- o It is strongly recommended not to share your password with any other person and take utmost care to keep it confidential.

In case of any queries, you may refer to the Frequently Asked Questions (FAQs) for members and e-voting user manual for members available at the Downloads sections of <https://www.evoting.nsdl.com> or contact NSDL at the following toll free no.: 1800-222-990.

**(18)** All documents referred to in the accompanying Notice and the Explanatory Statement shall be open for inspection at the Registered Office of the Company between 10.30 a.m. to 12.30 p.m. on all working days, up to and including the date of the Annual General Meeting of the Company.

**REQUEST TO MEMBERS:**

Members are requested to send their question(s), if any, relating to the financial statements, shareholding, etc., to the Company Secretary/Chief Financial Officer at the Registered Office of the Company, on or before Wednesday, 25 September, 2019, so that the answers/details can be kept ready at the AGM.

By order of the Board of Directors  
**BALASUBRAMANIAN RAMAN**  
Managing Director  
DIN : 00410443

Date: 19/08/2019  
Place: Vapi

**Registered Office:**

C7/57 59, MIRGASIR COMPLEX, OPP ADVANCE COMPLEX, N H NO 8, GIDC, VAPI 396195 GUJARAT



## Annexure to Notice

EXPLANATORY STATEMENT TO BE ANNEXED TO THE NOTICE PURSUANT TO SECTION 102(1) OF THE COMPANIES ACT, 2013 (HEREINAFTER CALLED "THE ACT")

### Item No. 5

Mr. Manishkumar Bansnarayan Ray was appointed as Whole Time Director of the Company with effect from 29<sup>th</sup> August, 2018 for a period of 3 years at the 13th Annual General Meeting of the shareholders held on 29<sup>th</sup> August, 2018.

Mr. Manishkumar Bansnarayan Ray, aged 36 years, is a Bachelor of Commerce. He possesses valuable experience in trading and marketing of waste paper and all grades of finished papers for more than 10 years. His experience will be valuable in efficient management of the Company in the ever changing business environment.

Taking into consideration the increased business activities of the Company coupled with higher responsibilities cast on Mr. Manishkumar Bansnarayan Ray, the Board of Directors, on recommendation of the Nomination and Remuneration Committee of the Company, at its meeting held on 19<sup>th</sup> August, 2019, has approved the proposal to increase the salary of Mr. Manishkumar Bansnarayan Ray, Whole Time Director, subject to the approval of shareholders, as set out in the resolution being item no. 5 of the accompanying notice w.e.f. 01<sup>st</sup> October, 2019 for the remaining period of his tenure i.e. upto 28 August, 2021.

**Minimum Remuneration:** Where in any financial year, during the currency of the tenure of Mr. Manishkumar Bansnarayan Ray as Whole Time Director, the Company has no profits or its profits are inadequate, the Company will pay remuneration to him by way of salary, perquisites and allowances as specified in the resolution being item no. 5 of the accompanying notice as minimum remuneration, subject to the limits and conditions as prescribed under Schedule V of the Companies Act, 2013, as may be amended from time to time.

Out of abundant caution and in view of the relevant extant provisions of law relating to managerial remuneration, the Company is complying with the provisions of Section II of Part II of Schedule V of the Companies Act, 2013 which prescribes that in case of no profits or inadequate profits, the remuneration can be paid by the Company to its managerial personnel as minimum remuneration within the limits arrived at in accordance with the requirements of the said section II, subject to the following:-

- (i) The payment of remuneration is approved by a resolution passed by the Board and also by the Nomination and Remuneration Committee of Directors.
- (ii) There is no default in repayment of any of its debts or interest payable thereon.

The Nomination and Remuneration Committee at its meeting held on 19<sup>th</sup> August, 2019 has already approved the above remuneration payable to Mr. Manishkumar Bansnarayan Ray, Whole-time Director of the Company. Further, the Company has not made any default in repayment of any of its debts or interest payable thereon.

The proposed revision in remuneration above is well in conformity with the relevant provisions of the Companies Act, 2013, read with Schedule V to the said Act and hence approval of Central Government is not required for the above revision in remuneration.

Except for the aforesaid revision in salary, all other terms and conditions of his appointment as Whole Time Director of the Company as approved by the members of the Company shall remain unchanged.

Considering Mr. Manishkumar Bansnarayan Ray's experience in paper industry, and the trend in the industry, the terms of his remuneration are considered to be fair, just and reasonable and are commended for your approval.

Accordingly, Special Resolution is submitted to the meeting for the consideration and approval of Members.

None of the Directors, Key Managerial Personnel and their relatives, except Mr. Manishkumar Bansnarayan Ray and his relative, are in any way, concerned or interested in the said resolution.

The Board commends the Special Resolution set out at Item No. 5 of the accompanying Notice for the approval by the Members.

**Statement containing the information as required under Section-II, Part-II of Schedule V to the Companies Act, 2013**



<b>I. General Information</b>		
1	Nature of Industry	Trading (The company is engage in the business of Import, Export and trading of waste papers, paper pulp, finished papers etc.)
2	Date or expected date of Commencement of Commercial production	Commercial operations commenced in the year 2009
	In case of new Companies, expected date of commencement of activities as per project approved by Financial Institutions appearing in the prospectus	Not applicable
Financial performance based on given indicators	<b>Particulars</b>	
	<b>2018-19 (as per audited financials Report) (In Lakh)</b>	
	Paid up Capital	Rs. 308.10
	Reserves and Surplus	Rs. 757.29
	Total Revenue from Operations	Rs. 50322.51
	Total Expenses	Rs. 50361.49
	Profit before Tax	Rs. 232.51
	Tax Expenses including Deferred Tax	Rs. 74.79
Profit after Tax	Rs. 157.72	
Foreign investments or collaborators, if any	Not applicable	
<b>II INFORMATION ABOUT THE APPOINTEE:</b>		
Background details	Mr. Manishkumar Bansnarayan Ray has been on the board of the company since 29 <sup>th</sup> August, 2018 of the company. He is having valuable experience in procurement of waste paper, marketing of various grades of finished paper.	
Past Remuneration	Rs. 1.00 Lac per month	
Job profile and his suitability	Procurement and marketing of Products.	
Remuneration proposed	Rs. 2.50 Lac per month	
Comparative remuneration profile with respect to industry, size of the Company, profile of the position and person (in case expatriates the relevant details would be w.r.t. the country of his origin)	<p>The remuneration proposed to be paid to Mr. Manishkumar Bansnarayan Ray, Whole-time Director is purely based on merit.</p> <p>Further, the Nomination and Remuneration Committee constituted by the Board, perused the remuneration of managerial person in other companies comparable with the size of the Company, industry benchmarks in general, profile and responsibilities of Mr. Manishkumar Bansnarayan Ray before recommending the remuneration as proposed hereinabove.</p>	
Pecuniary relationship directly or indirectly with the company, or relationship with the managerial personnel, if any	NA	
<b>III OTHER INFORMATION</b>		
Reasons of loss or inadequate profits	At present the Company is earning profits which may be deemed inadequate for the purpose of limits of managerial remuneration.	
Steps taken or proposed to be taken for improvement	The Company is always looking forward to take all such steps and measures including expansion, diversification, restructuring which are in the best interest of the company. Though, the prices of raw materials and products are influenced by external factors, the Company is making all possible efforts to improve the margins	
Expected increase productivity and profits measurable terms	The Company is very conscious about improvement in productivity and undertakes constant measures to improve it. However, it is extremely difficult in the present scenario to predict profits in measurable terms	
<b>IV Disclosures:</b>		
1	The information, as required, is provided under Annual Report 2019. The remuneration package proposed to be given to Mr. Manishkumar Bansnarayan Ray is as per the details given in the resolution. The Annual Report indicates the remuneration paid to the managerial personnel as well as to all other Directors. There is no severance fee or stock option in the case of the aforesaid managerial personnel.	

**Item No. 6**

Mr. Balasubramanian Raman, is the promoter and Managing Director of the company. He has been appointed as the director since 2005 and designated as a Managing Director of the company with effect from May 01, 2017.

Mr. Balasubramanian Raman, aged 68 years, is a Certified Management Consultant and is a member of Institute of Management Consultants of India. He possesses valuable experience in the field of Paper Industry since more than 30 years.

Taking into consideration the increased business activities of the Company coupled with higher responsibilities cast on Mr. Balasubramanian Raman, the Board of Directors, on recommendation of the Nomination and Remuneration Committee of the Company, at its meeting held on 19<sup>th</sup> August, 2019, has approved the proposal to increase the salary of Mr. Balasubramanian Raman, Managing Director, subject to the approval of shareholders, as set out in the resolution being item no. 6 of the accompanying notice w.e.f. 01<sup>st</sup> October, 2019 for the remaining period of his tenure i.e. upto 30<sup>th</sup> April, 2022.

**Minimum Remuneration:** Where in any financial year, during the currency of the tenure of Mr. Balasubramanian Raman as Managing Director, the Company has no profits or its profits are inadequate, the Company will pay remuneration to him by way of salary, perquisites and allowances as specified in the resolution being item no. 6 of the accompanying notice as minimum remuneration, subject to the limits and conditions as prescribed under Schedule V of the Companies Act, 2013, as may be amended from time to time.

Out of abundant caution and in view of the relevant extant provisions of law relating to managerial remuneration, the Company is complying with the provisions of Section II of Part II of Schedule V of the Companies Act, 2013 which prescribes that in case of no profits or inadequate profits, the remuneration can be paid by the Company to its managerial personnel as minimum remuneration within the limits arrived at in accordance with the requirements of the said section II, subject to the following:-

- (i) The payment of remuneration is approved by a resolution passed by the Board and also by the Nomination and Remuneration Committee of Directors.
- (ii) There is no default in repayment of any of its debts or interest payable thereon.

The Nomination and Remuneration Committee at its meeting held on 19<sup>th</sup> August, 2019 has already approved the above remuneration payable to Mr. Balasubramanian Raman, Managing Director of the Company. Further, the Company has not made any default in repayment of any of its debts or interest payable thereon.

The proposed revision in remuneration above is well in conformity with the relevant provisions of the Companies Act, 2013, read with Schedule V to the said Act and hence approval of Central Government is not required for the above revision in remuneration.

Except for the aforesaid revision in salary, all other terms and conditions of his appointment as Managing Director of the Company as approved by the members of the Company shall remain unchanged.

Considering Mr. Balasubramanian Raman's experience in paper industry, and the trend in the industry, the terms of his remuneration are considered to be fair, just and reasonable and are commended for your approval.

Accordingly, Special Resolution is submitted to the meeting for the consideration and approval of Members.

None of the Directors, Key Managerial Personnel and their relatives, except Mr. Balasubramanian Raman and Mrs. Nagalakshmi Raman his wife and his relative, are in any way, concerned or interested in the said resolution.

The Board commends the Special Resolution set out at Item No. 6 of the accompanying Notice for the approval by the Members.

**Statement containing the information as required under Section-II, Part-II of Schedule V to the Companies Act, 2013**

I.	General Information	
1	Nature of Industry	Trading (The company is engage in the business of Import, Export and trading of waste papers, paper pulp, finished papers etc.)
2	Date or expected date of Commencement of Commercial production	Commercial operations commenced in the year 2009
	In case of new Companies, expected date of commencement	Not applicable



	of activities as per project approved by Financial Institutions appearing in the prospectus																	
	Financial performance based on given indicators	<table border="1"> <thead> <tr> <th>Particulars</th> <th>2018-19 (as per audited financials Report) (In Lakh)</th> </tr> </thead> <tbody> <tr> <td>Paid up Capital</td> <td>Rs. 308.10</td> </tr> <tr> <td>Reserves and Surplus</td> <td>Rs. 757.29</td> </tr> <tr> <td>Total Revenue from Operations</td> <td>Rs. 50322.51</td> </tr> <tr> <td>Total Expenses</td> <td>Rs. 50361.49</td> </tr> <tr> <td>Profit before Tax</td> <td>Rs. 232.51</td> </tr> <tr> <td>Tax Expenses including Deferred Tax</td> <td>Rs. 74.79</td> </tr> <tr> <td>Profit after Tax</td> <td>Rs. 157.72</td> </tr> </tbody> </table>	Particulars	2018-19 (as per audited financials Report) (In Lakh)	Paid up Capital	Rs. 308.10	Reserves and Surplus	Rs. 757.29	Total Revenue from Operations	Rs. 50322.51	Total Expenses	Rs. 50361.49	Profit before Tax	Rs. 232.51	Tax Expenses including Deferred Tax	Rs. 74.79	Profit after Tax	Rs. 157.72
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Tax Expenses including Deferred Tax	Rs. 74.79																	
Profit after Tax	Rs. 157.72																	
	Foreign investments or collaborators, if any	Not applicable																
<b>II INFORMATION ABOUT THE APPOINTEE:</b>																		
	Background details	Mr. Balasubramanian Raman has been on the board of the company since 2005. He is having valuable experience Marketing and Finance Department in Paper Industry.																
	Past Remuneration (per month)	Rs. 40.00 Thousand Salary and Rs. 80 Thousand Consultancy Fees paid and other incentive.																
	Job profile and his suitability	<p>As a Managing Director, Mr. Balasubramanian Raman, is entrusted with to perform such duties and exercise such powers as have been or may from time to time be entrusted or conferred upon them him by the Board.</p> <p>Mr. Balasubramanian Raman is of proven caliber and skill and are having wide ranging experience in the industry.</p> <p>Mr. Balasubramanian Raman, shall have all powers and duties as the Board may determine from time to time.</p>																
	Remuneration proposed	Rs. 1.50 Lac per month																
	Comparative remuneration profile with respect to industry, size of the Company, profile of the position and person (in case expatriates the relevant details would be w.r.t. the country of his origin)	Taking into consideration the size of the Company, profile of Mr. Balasubramanian Raman, responsibility shouldered by him and the industry standard, the remuneration paid is commensurate with the remuneration packages paid to Managerial Personnel in similar other companies.																
	Pecuniary relationship directly or indirectly with the company, or relationship with the managerial personnel, if any	<p>Besides the remuneration and dividend being received, the Mr. Balasubramanian Raman does not have any pecuniary relationship with the Company. Mr. Balasubramanian Raman, is related to Mrs. Nagalaxmi Raman as relative.</p> <p>Mr. Balasubramanian Raman, belongs to the Promoter Group. The shareholding of Mr. Balasubramanian Raman is 129850 shares in the share capital of the Company.</p>																
<b>III OTHER INFORMATION</b>																		
	Reasons of loss or inadequate profits	At present the Company is earning profits which may be deemed inadequate for the purpose of limits of managerial remuneration.																
	Steps taken or proposed to be taken for improvement	The Company is always looking forward to take all such steps and measures including expansion, diversification, restructuring which are in the best interest of the company. Though, the prices of raw materials and products are influenced by external factors, the Company is making all possible efforts to improve the margins																
	Expected increase productivity and profits measurable terms	The Company is very conscious about improvement in productivity and undertakes constant measures to improve it. However, it is extremely difficult in the present scenario to predict profits in measurable terms																
<b>IV Disclosures:</b>																		
1	The information, as required, is provided under Corporate Governance Section of the Annual Report 2018. The remuneration package proposed to be given to Mr. Balasubramanian Raman is as per the details given in the resolution. The Report on Corporate Governance in the Annual Report indicates the remuneration paid to the managerial personnel as well as to all other Directors. There is no severance fee or stock option in the case of the aforesaid managerial personnel.																	

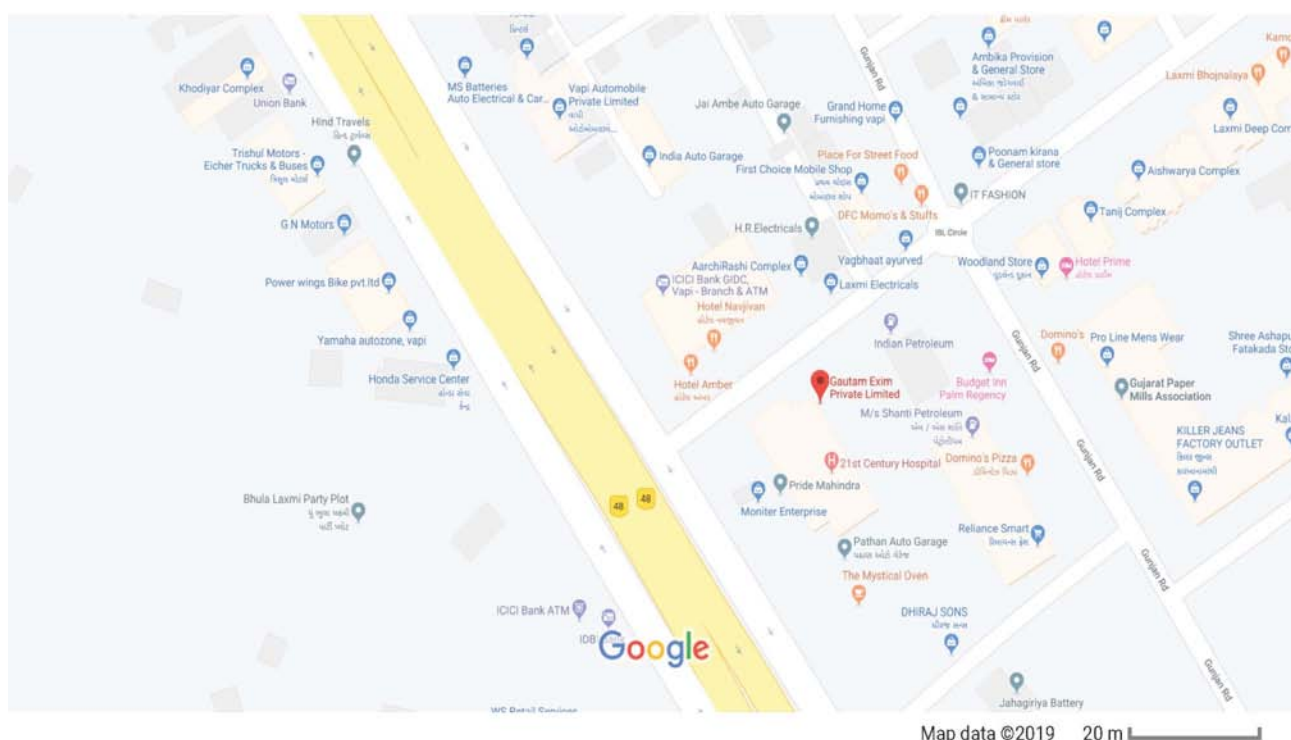


## Annexure to Notice

ADDITIONAL INFORMATION (AS ON MARCH 31, 2019) OF DIRECTOR SEEKING APPOINTMENT / RE-APPOINTMENT AT THE 14TH ANNUAL GENERAL MEETING PURSUANT TO REGULATIONS 26(4) AND 36(3) OF THE SEBI (LISTING OBLIGATIONS AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2015 AND SECRETARIAL STANDARD ON GENERAL MEETINGS

Name of Director	Mr. Balasubramanian Raman
Date of Birth	18 <sup>th</sup> May, 1950
Date of Appointment	05 <sup>th</sup> August, 2005
Qualifications	Member of Management consultants of India.
Expertise in specific function area	Marketing and Finance Department
Brief Profile	Mr. Balasubramanian Raman has been on the board of the company since incorporation of the company and has been serving as the Director on the board since 2005. He possesses valuable experience in Marketing and Finance Department. He has significant experience in administration and operations. Mr. Balasubramanian Raman was paid remuneration and consulting fees by the company to discharge his duties.
Directorship held in other listed companies excluding foreign companies	None
Member of Committees in other listed Companies	None
Shareholding in the company	Mr. Balasubramanian Raman holds 1168650/- shares in the company.
Relationship with other Directors and Key Managerial Personnel	Mr. Balasubramanian Raman is the husband of Mrs. Nagalaxmi Balasubramanian, Whole Time Director of the company.
No. of Meetings attended during the Financial Year	Mr. Balasubramanian Raman attended 6 meetings out of 6 of the Board of Directors meetings held by the Company.
Terms and Conditions of appointment	To enable compliance by the Company with the provisions of Section 152 of the Companies Act, 2013, Mr. Balasubramanian Raman is being made liable to retire by rotation

### Route Map (Venue of Annual General Meeting)







## Directors' Report

To,  
Dear Members,

Your Directors take pleasure in presenting their 14<sup>th</sup> Annual Report on the business and operations of the company together with the audited financial statements for the Financial Year ended 31st March, 2019.

### FINANCIAL RESULTS

The financial performance of the Company for the year ended on 31st March, 2019 and the previous financial year ended 31st March, 2018 is given below

Particulars	31st March 2019	31st March 2018
Net Sales/Income from Business operations	503,22,51,397	376,34,27,899
Other Income	2,71,48,660	13352520
<b>Total income</b>	<b>505,94,00,057</b>	<b>377,67,80,419</b>
Less: Expense(Excluding depreciation)	503,54,74,343	375,70,02,901
Profit before Depreciation	2,39,25,714	1,97,77,518
Less: Depreciation	6,75,026	6,14,831
<b>Profit before Exceptional &amp; extra-ordinary items &amp; Tax</b>	<b>2,32,50,688</b>	<b>191,62,687</b>
Less: Exceptional Item	0	0
Add/Less: Extra Ordinary Items	0	0
<b>Profit before Tax</b>	<b>2,32,50,688</b>	<b>191,62,687</b>
Less: Deferred tax	-23,029	15,464
Less: Wealth tax	0	0
Less: Income tax	75,92,209	72,19,531
Less: Previous year adjustment of income tax	-90,487	0
<b>Net Profit/ (Loss) after Tax for the year</b>	<b>1,57,71,995</b>	<b>119,27,692</b>
Dividend(including Interim if any and final)		
Earnings per share(Basic)	5.12	3.871
Earnings per share(Diluted)	5.12	3.871

### FINANCIAL PERFORMANCE

The performance of the company is note-worthy. The net profit of the company after taxation has increased to Rs. 1,57,71,995/- as compared to Rs. 1,19,27,692/- in the previous year (Net Profit Increased by 32.2%), while the turnover of the company has increased to Rs. 5,03,22,51,397/- as compared to Rs. 3,76,34,27,899/- in the previous year (Turnover increased by 33.7%). Management of the company is striving hard by making more sincere efforts for better growth and prospects of the company in the future and to yield better returns for the members of the company.

### RISK MANAGEMENT

A well-defined risk management mechanism covering the risk mapping and trend analysis, risk exposure, potential impact and risk mitigation process is in place. The objective of the mechanism is to minimize the impact of risks identified and taking advance actions to mitigate it. The mechanism works on the principles of probability of occurrence and impact, if triggered. A detailed exercise is being carried out to identify, evaluate, monitor and manage both business and non-business risks.

### INTERNAL FINANCIAL CONTROLS

The Company has identified and documented all key internal financial controls, which impact the financial statements. The financial controls are tested for operating effectiveness through ongoing monitoring and review process of the management and independently by the Internal Auditors. In our view the Internal Financial Controls, affecting the financial statements are adequate and are operating effectively.

### DIVIDEND

The Board, in its Meeting held on 25<sup>th</sup> May, 2019, declared dividend of Rs. 1 per equity share. The proposal is subject to the approval of shareholders at the ensuing 14<sup>th</sup> Annual General Meeting (AGM).



### TRANSFER TO RESERVES

The company has transferred the whole amount of profit to reserve and surplus account as per attached Audited Balance sheet for the year ended on 31st March, 2019.

### DEPOSITS

Your Company has not accepted any public deposit within the meaning of provisions of section 73 of the Companies Act, 2013 read with the Companies (Acceptance of Deposits) Rules, 2014 and there is no outstanding deposit due for repayment.

### SUBSIDIARIES, JOINT VENTURES AND ASSOCIATES

The Company has no Subsidiaries, Joint Ventures and Associates as on the year ended 31st March, 2019.

### REGISTRAR & SHARE TRANSFER AGENTS

The Company has appointed M/s Big Share Services Private Limited as its Registrar & Share Transfer Agent.

### MANAGEMENT DISCUSSION AND ANALYSIS REPORT

The operations of the company are reviewed in a detailed report on the Management Discussion and Analysis is provided as a separate section in the Annual Report which forms part of the Board's Report as **Annexure-5**.

### BOARD OF DIRECTORS AND KEY MANAGERIAL PERSONNEL INDEPENDENT DIRECTORS

The Board of Directors of the Company informs the shareholders of the Company about the changes in the composition of the Board of Directors of the company during the Financial Year 2018-19 as follows:

#### APPOINTMENT / CHANGE OF DIRECTOR

Mrs. Nagalaxmi Balasubramanian, (DIN: 00410495), Whole Time Director of the Company liable to retire by rotation has been re-appointed in 13<sup>th</sup> Annual General Meeting of the Company held on 29<sup>th</sup> August, 2018.

Mr. Pritesh Mahendra Shah was appointed as an Additional Director on the board w.e.f 18<sup>th</sup> May, 2018 which later on Designated as Whole time Director on the board w.e.f. 29<sup>th</sup> August, 2018 vide Special Resolution passed in Annual General meeting held on Dt. 29th August, 2018.

Mr. Pritesh Mahendra Shah has ceased to be a Director of the company w.e.f. 07/08/2019.

Mr. Manishkumar Bansnarayan Ray was appointed as Whole Time Director on the board w.e.f 29<sup>th</sup> August, 2018 vide Special Resolution passed in 13<sup>th</sup> Annual General meeting.

#### DIRECTORS LIABLE TO RETIRE BY ROTATION AND BE ELIGIBLE TO GET RE-APPOINTED

Pursuant to the provisions of section 152(6) and other applicable provisions of the Companies Act, 2013, Mr. Balasubramanian Raman, though appointed as a Managing Director on the board w.e.f 27<sup>th</sup> April, 2017 for a term of five years has been associated with the company as director since 05<sup>th</sup> August, 2005, is liable to get retired by rotation at the ensuing 14<sup>th</sup> AGM, and being eligible to get re-appointed as Managing Director of the company in the ensuing AGM of the company. Accordingly, requisite resolution shall form part of the Notice convening the AGM.

#### COMPOSITION OF BOARD OF DIRECTORS

The composition and category of Directors is as follows:

Category	Name of Directors	DIN
Promoter & Managing Director	Mr. Balasubramanian Raman	00410443
Promoter & Whole time Director	Mrs. Nagalaxmi Balasubramanian	00410495
Independent Director (Non-Executive)	Mr. Shivkumar Janakiram Giddu	05213072
Independent Director (Non-Executive)	Mr. Umakant Kashinath Bijapur	07269181
Whole time Director*	Mr. Pritesh Mahendra Shah	02165060
Whole time Director**	Mr. Manishkumar Bansnarayan Ray	03512320

\* Mr. Pritesh Mahendra Shah was appointed as an Additional Director effective from 18<sup>th</sup> May, 2018 and appointed as Whole time Director effective from 13<sup>th</sup> Annual General Meeting of the Company held on Dt. 29<sup>th</sup> August, 2019, The term of Mr. Pritesh Shah ends due to Resignation effective from 07th August, 2019.



\*\* Mr. Manishkumar Bansnarayan Ray was appointed as Whole Time Director of the Company in 13<sup>th</sup> Annual General Meeting of the Company.

### MEETINGS OF THE BOARD

The Board meets at regular intervals to discuss and take a view on the Company's policies and strategy apart from other Board matters. The notice for the board meetings is given well in advance to all the Directors.

During the year, the Board of Directors met Six times and board meetings were held on the following dates as mentioned in the table:

SN	Date of Meeting	Board Strength	Directors Present
1	05/04/2018	4	3
2	18/05/2018	4	4
3	28/07/2018	5	4
4	28/09/2018	6	5
5	03/11/2018	6	6
6	05/01/2019	6	5

The intervening gap between the Meetings was within the period prescribed under the Companies Act, 2013 and SEBI (LODR) Regulations, 2015.

### PRESENCE/ATTENDANCE OF DIRECTORS IN THE MEETINGS

SN	Name of Director	Board Meeting			Committee Meeting			AGM
		No of Meeting held	No of Meeting attended	%	No of Meeting held	No of Meeting attended	%	
1	Balasubramanian Raman	6	6	100	6	6	100	Yes
2	Nagalaxmi Balasubramanian Raman	6	6	100	0	0	0	Yes
3	Pritesh Mahendra Shah	4	2	50	0	0	0	Yes
4	Manishkumar Bansnarayan Ray	3	3	100	0	0	0	Yes
5	Giddu Janakiram Shivkumar	6	6	100	6	6	100	Yes
6	Umakant Kashinath Bijapur	6	4	67	6	5	83	Yes

### DECLARATION BY INDEPENDENT DIRECTORS

The Company has received necessary declaration from each Independent Directors under Section 149(7) of the Companies Act, 2013, that he/she meets the criteria of independence as laid down in Section 149(6) of the Companies Act, 2013 and Regulation 25 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. The Board relies on their declaration of independence.

### MEETINGS OF INDEPENDENT DIRECTORS

The Company's Independent Directors met at least once in every financial year without the presence of Executive Directors or management personnel. Such meetings are conducted informally to enable Independent Directors to discuss matters pertaining to the Company's affairs and put forth their views to the Lead Independent Director. During the year under review, the independent directors met on 05/01/2019 inter alia, to discuss:

- Evaluation of the performance of Non independent Directors and the Board of Directors as a whole.
- Evaluation of the performance of the chairman of the Company, taking into account the views of the Executive and Non- Executive directors.
- Evaluation of the quality, content and timeliness of flow of information between the management and the board that is necessary for the board to effectively and reasonably its duties.

### EXTRA ORDINARY GENERAL MEETING

Extra-ordinary general meeting were held on Dt. 27/10/2018 for appointment of Statutory Auditor to fill the casual vacancy caused by Resignation and Dt. 30/01/2019 for revision of remuneration of Mr. Pritesh Mahendra Shah, Whole-time Director.



## **DIRECTORS APPOINTMENT, REMUNERATION AND ANNUAL EVALUATION**

The Company has devised a Policy for Directors; appointment and remuneration including criteria for determining qualifications, performance evaluation and other matters of Independent Directors, Board, Committees and other individual Directors which include criteria for performance evaluation of both non-executive directors and executive directors. The Company's Nomination & Remuneration policy which includes the Director's appointment & remuneration and criteria for determining qualifications, positive attributes, independence of the Director & other matters is attached as **Annexure-4** to this Report and the same is also available on the website [www.gautamexim.com](http://www.gautamexim.com).

## **COMMITTEES OF THE BOARD**

The Board of Directors has constituted three Committees, viz.

1. Audit Committee
2. Nomination and Remuneration Committee
3. Stakeholders' Relationship Committee

Details of all the Committees along with their composition, terms of reference and meetings held during the year are provided in **Annexure-6**.

## **DIRECTORS RESPONSIBILITY STATEMENT**

Pursuant to the requirement under Section 134(3)(c) of the Companies Act, 2013, with respect to Directors' Responsibility Statement, your Directors confirm that:

- a) In the preparation of the annual accounts for the year ended March 31, 2019, the applicable accounting standards read with requirements set out under Schedule III to the Act, have been followed and there are no material departures from the same;
- b) The Directors have selected such accounting policies and applied them consistently and made judgments and estimates that are reasonable and prudent so as to give a true and fair view of the state of affairs of the Company as at March 31, 2019 and of the profit of the Company for the year ended on that date;
- c) The Directors have taken proper and sufficient care for the maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding the assets of the Company and for preventing and detecting fraud and other irregularities;
- d) The Directors have prepared the annual accounts on a 'going concern' basis;
- e) The Directors have laid down internal financial controls to be followed by the Company and that such internal financial controls are adequate and are operating effectively; and
- f) The Directors have devised proper systems to ensure compliance with the provisions of all applicable laws and that such systems are adequate and operating effectively.

## **AUDITORS OF THE COMPANY**

### **STATUTORY AUDITORS**

The Board of Directors has recommended the appointment of C D Khakhar & Co., Chartered Accountants, bearing Registration No. 141767W, as Statutory Auditors of the Company for a term of 5 (Five) consecutive years to hold office from the conclusion of ensuing Annual General Meeting till the conclusion of the 19<sup>th</sup> Annual General meeting of the Company. They have confirmed their eligibility and qualification required under the Act for holding the office as Statutory Auditors of the Company.

### **SECRETARIAL AUDIT**

Pursuant to the requirements of Section 204(1) of the Act and Rule 9 of the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014, the Company has appointed Mr. Vishal Dewang of Prop. of Vishal Dewang and Associates, Company Secretary in Practice to conduct the secretarial audit for the financial year 2018-19. The Secretarial Audit Report as received from Mr. Vishal Dewang, Company Secretary in Practice is appended as **Annexure-3** to this Report.



## COMMENTS ON AUDITORS' REPORT

There are no qualifications, reservations, adverse remarks or disclaimers made by M/s. C D Khakhar & Co., Statutory Auditors in their Audit Report.

**Comment:** The Nomination and remuneration committee has not duly form with majority of non-executive Director.

### Reply to comment of Secretarial Auditor

The company is looking for a suitable person to appoint as Non-executive director on the board.

## CORPORATE SOCIAL RESPONSIBILITY

The provisions of the CSR expenditure and Composition of the Committee as provided in the Section 135 of the Companies Act, 2013 is not applicable to the Company.

## MATERIAL CHANGES AND COMMITMENTS AFFECTING THE FINANCIAL POSITION OF THE COMPANY

There have been no material changes and commitments affecting the financial position of the Company which have occurred between the end of the financial year of the Company to which the financial statements relate and the date of this Report.

## DETAILS OF SIGNIFICANT AND MATERIAL ORDERS

During the financial year 2018-19, there were no significant and material orders passed by the regulators or courts or tribunals impacting the going concern status and Company's operations in future.

## CORPORATE GOVERNANCE

The Corporate Governance requirements as stipulated under the of SEBI (LODR) Regulations, 2015 is not applicable to the company but the Company adheres to good corporate practices at all times.

## EXTRACT OF ANNUAL RETURN

Extract of Annual Return in Form MGT-9 containing details as on the financial year ended 31st March, 2019 as required under Section 92(3) of the Companies Act, 2013 read with The Companies (Management and Administration) Rules 2014, is annexed herewith as **Annexure-2** which forms part of this report.

## PARTICULARS OF LOANS GIVEN, INVESTMENTS MADE, GUARANTEES GIVEN AND SECURITIES PROVIDED

During the year under review, no loans or guarantees have been given to any person or body corporate directly or indirectly and no investments have been made by the Company under Section 186 of the Companies Act, 2013.

## CONTRACTS AND ARRANGEMENTS WITH RELATED PARTIES

The note for related party transactions –Particulars of transactions with Related parties” pursuant to Section 134 of the Act read with Rule of the Companies (Accounts) Rules, 2014 are given in Form AOC-2 and the same forms part of this report as **Annexure-1**. There are no materially significant related party transactions made by the Company with promoters, key managerial personnel or other designated persons, which may have potential conflict with interest of the Company at large.

All Related Party Transactions were placed before the Audit Committee and the Board for approval. A policy on the related party Transactions was framed approved by the Board and posted on the Company's website [www.gautamexim.com](http://www.gautamexim.com).

However, you may refer to Related Party transactions, as per the Accounting Standards, in the Notes forming part of financial statements.

## PARTICULARS OF EMPLOYEES AND RELATED INFORMATION

There was no employee who was employed throughout the year or part thereof and in receipt of remuneration aggregating to Rs. 1,02,00,000/- p.a. or more or who was employed for part of the year and in receipt of remuneration aggregating to Rs. 8,50,000/- p.m. or more.

## HUMAN RESOURCE DEVELOPMENT

The Company is pleased to report that during the year under reporting, the industrial relations were cordial.



## **VIGIL MECHANISM & WHISTLE BLOWER**

In pursuant to the provisions of section 177(9) & (10) of the Companies Act, 2013, a Vigil Mechanism for directors and employees to report genuine concerns has been established. The Vigil Mechanism Policy has been uploaded on the website of the Company i.e. [www.gautamexim.com](http://www.gautamexim.com)

## **CONSERVATION OF ENERGY, TECHNOLOGY ABSORPTION & FOREIGN EXCHANGE EARNINGS AND OUTGO**

The particulars required to be included in terms of Section 134(3)(m) of the Companies Act, 2013 with regard to Conservation of Energy, Technology absorption, Foreign Exchange earnings and outgo are given below:

### **A. Conservation of Energy:**

The Company is not engaged in any type of production. Hence, there is no extra steps taken for energy saving. However, the Company is using electricity in office and regular steps have been taken to improve energy consumption. Further, during the year, your Company has not made any capital investment on energy conservation equipment. Your Company is using electricity as source of energy only.

### **B. Technology Absorption:**

The project of your Company has no technology absorption, hence no particulars are offered.

### **C. Foreign Exchange Earning and Outgo:**

The foreign exchange earnings was Rs.11,22,26,754/- (USD \$ 1584633)

The foreign exchange outgo was Rs. 307,17,73,921/- (USD \$ 44011087)

## **PREVENTION OF SEXUAL HARASSMENT OF WOMEN AT WORKPLACE**

The company has a duly constituted Internal Complaints Committee as per the Sexual Harassment of Women at Workplace (Prevention, Prohibition and Redressal) Act, 2013.

## **PROHIBITION OF INSIDER TRADING**

With a view to regulate trading in securities by the directors and designated employees, the Company has adopted a Code of Conduct for Prohibition of Insider Trading. INVESTOR GRIEVANCE REDRESSAL During the financial year under review, there were no pending complaints or share transfer cases as on 31st March 2019.

## **POLICIES ADOPTED BY THE COMPANY**

Your company has adopted various policies for the smooth working of the company which are as follows:

### **ARCHIVAL POLICY**

This policy deals with the retention and archival of the corporate record, these records are prepared by the employees of the company under this policy any material information relating to the company shall be hosted on the website of the company for the investors and public and remain there for period of five year. The policy of the company for the access is available on the website i.e. [www.gautamexim.com](http://www.gautamexim.com).

### **CODE OF CONDUCT OF BOARD OF DIRECTORS & SENIOR MANAGEMENT**

Certain code of conduct is required from the senior management including the Board of Directors of the Company; they have to be abiding by the rules and laws applicable on the company for the good governance and business ethics. It describes their responsibility and accountability towards the company policy of the company relating to that is available for the access at the website i.e. [www.gautamexim.com](http://www.gautamexim.com).

### **CODE OF CONDUCT OF INDEPENDENT DIRECTORS**

Independent Directors are the persons who are not related with the company in any manner. A code of conduct is required for them for their unbiased comments regarding the working of the company. They will follow the code while imparting in any activity of the company policy deals with the code of conduct of the Independent Directors, their duties and responsibilities towards the company, is available at the website i.e. [www.gautamexim.com](http://www.gautamexim.com).

### **DETERMINATION OF MATERIALITY OF INFORMATION & EVENTS**

From the point of Listed entity, investors are expecting more and more information from the company, so under this policy the management of the company determines the material events of the company and disclose them for their investors. Under this policy company may decide all those events and information which are material and important that is compulsory to be disclosed for the investors about the company, policy related to this is available at the website [www.gautamexim.com](http://www.gautamexim.com).



## **INSIDER TRADING**

There are many information's that are important and price sensitive and required to be kept confidential on the part of the company, if the information is disclosed this will harm the image of the company, in the definition of the insider it will include all the persons connected with the company including all employees. The policy relating to this is available on the website of the company. This policy is applicable to all employees and KMP's of the company to not to disclose the confidential information of the company which affects the performance of the company, policy related to this available at [www.gautamexim.com](http://www.gautamexim.com).

## **NOMINATION AND REMUNERATION**

Based on the recommendations of the Nomination and Remuneration Committee, the Board has approved the Remuneration Policy for Directors, KMP and all other employees of the Company. As part of the policy, the Company strives to ensure that:

- a) 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;
- b) Relationship between remuneration and performance is clear and meets appropriate performance benchmarks.
- c) Remuneration to Directors, KMP and senior management involves a balance between fixed and incentive pay reflecting short and long-term performance objectives appropriate to the working of the Company and its goals. Policy relating to the nomination and remuneration of the company is available on the website [www.gautamexim.com](http://www.gautamexim.com).

## **PRESERVATION OF DOCUMENTS**

The Corporate records need to be kept at the places and manner defined under the Act, policy relating to that for the safe keeping of the documents is available on website [www.gautamexim.com](http://www.gautamexim.com).

## **RELATED PARTY TRANSACTIONS**

The Objective of the Policy is to set out: (a) The materiality thresholds for related party transactions; and (b) The manner of dealing with the transactions between the Company and its related parties based on the Act, your company adopted this policy for dealing with parties in a transparent manner available at the website [www.gautamexim.com](http://www.gautamexim.com).

## **RISK ASSESSMENT AND MANAGEMENT**

Risk is the part of the every one's life, while running any business there are many kind of risk is involved to minimis the business risk and all the factors that will negativity effects the organization every company tries to follows a certain procedure for the forecasting of the risk and its management policy relating to this is available in the website [www.gautamexim.com](http://www.gautamexim.com).

## **WHISTLE BLOWER AND VIGIL MECHANISM:**

While running the big organization there are certain good and bad things may be happened in order to control the fraud, misconduct and malpractices this procedure is adopted by the company and reporting of this procedure is done under the vigil mechanism, by adopting this kind of system company can control the unethical acts and practices policy relating to this is available at the website [www.gautamexim.com](http://www.gautamexim.com).

## **ACKNOWLEDGEMENT**

Your Directors would like to express their appreciation for assistance and co-operation received from the Bankers, Central & State Government, Local Authorities, Clients, Vendors, Advisors, Consultants and Associates at all levels for their continued guidance and support. Your Directors also wish to place on record their deep sense of appreciation for their commitment, dedication and hard work put in by every member of the Company.

**By order of the Board of Board of Director**

Date : 19/08/2019  
Place : Vapi

**Balasubramanian Raman**  
Managing Director  
Din : 00410443

**Nagalaxmi Balasubramanian**  
Whole Time Director  
Din : 00410495



## Form No. AOC-2

(Pursuant to clause (h) of sub-section (3) of section 134 of the Act and Rule 8(2) of the Companies (Accounts) Rules, 2014)

Form for disclosure of particulars of contracts/arrangements entered into by the company with related parties referred to in sub-section (1) of section 188 of the Companies Act, 2013 including certain arms length transactions under third proviso thereto

### 1. Details of contracts or arrangements or transactions not at arm's length basis

S N	Name(s) of the related party and nature of relationship	Nature of contracts / arrangements / transactions	Duration of the contracts / arrangements / transactions	Salient terms of the contracts or arrangements or transactions including the value, if any	Justification for entering into such contracts or arrangements or transactions	Date(s) of approval by the Board	Amount paid as advances, if any	Date on which the special resolution was passed in general meeting as required under first proviso to Section 188
NIL								

### 2. Details of material contracts or arrangement or transactions at arm's length basis

S N	Name(s) of the related party and nature of relationship	Nature of contracts / arrangements / transactions	Duration of the contracts / arrangements / transactions	Salient terms of the contracts or arrangements or transactions including the value, if any	Date(s) of approval by the Board, if any	Amount paid as advances, if any
1	Shah Pulp And Paper Mills Limited	Purchase/Sale	Ongoing	Transaction entered between the parties at arm length basis	Not applicable	-
2	Shah Paper Mills Limited	Purchase/Sale	Ongoing	Transaction entered between the parties at arm length basis	Not applicable	-
3	Nagalaxmi Balasubramanian Raman	Software solution Charges	Ongoing	Transaction entered between the parties at arm length basis	23-02-2017	-





## Form No. MGT-9

### EXTRACT OF ANNUAL RETURN

As on the financial year ended on 31/03/2019

[Pursuant to Section 92(3) of the Companies Act, 2013 and rule 12(1) of the Companies (Management and Administration) Rules, 2014]

#### I. REGISTRATION AND OTHER DETAILS :

i) CIN	L51100GJ2005PLC046562
ii) Registration Date	05/08/2005
iii) Name of the Company	GAUTAM EXIM LIMITED
iv) Category / Sub-Category of the Company	Limited company Limited by shares Company having share capital
v) Address of the Registered office and contact details	C7/57 59 MIRGASIR COMPLEXOPP ADVANCE COMPLEX N, H NO 8 GIDC, VAPI - 396195 Gujarat  Telephone : 0260 2432998 Fax Number : 91-2602431988 Email : <a href="mailto:grrpl1850@gmail.com">grrpl1850@gmail.com</a> Web : <a href="http://www.gautamexim.com">www.gautamexim.com</a>
vi) Whether listed company	Listed(Yes) (SME Stock Exchange)
vii) Name, Address and Contact details of Registrar and Transfer Agent, if any	BIGSHARE SERVICES PRIVATE LIMITED 1st Floor, Bharat Tin Works Building, Opp. Vasant Oasis, Makwana Road, Marol, Andheri (East), Mumbai – 400 059

#### II. PRINCIPAL BUSINESS ACTIVITIES OF THE COMPANY :

All the business activities contributing 10 % or more of the total turnover of the company shall be stated:-

Sl. No.	Name and Description of main products / services	NIC Code of the Product/ service	% to total turnover of the company
1	Trading	5110	96.20

1

#### III. PARTICULARS OF HOLDING, SUBSIDIARY AND ASSOCIATE COMPANIES :

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S.No	NAME AND ADDRESS OF THE COMPANY	CIN/GLN	HOLDING/ SUBSIDIARY/ ASSOCIATE	% of shares held	Applicable Section
Nil					

#### IV. SHARE HOLDING PATTERN (Equity Share Capital Breakup as percentage of Total Equity) :

##### i) Category-wise Share Holding

Category of Shareholders	No. of Shares held at the beginning of the year				No. of Shares held at the end of the year				% Change during the year
	Demat	Physical	Total	% of Total Shares	Demat	Physical	Total	% of Total Shares	
<b>A. Promoters</b>									
(1) Indian									
a) Individual/HUF	2158425	0	2158425	70.06	2158425	0	2158425	70.06	0
b) Central Govt	0	0	0	0	0	0	0	0	0
c) State Govt (s)	0	0	0	0	0	0	0	0	0



d) Bodies Corp.	0	0	0	0	0	0	0	0	0
e) Banks / FI	0	0	0	0	0	0	0	0	0
f) Any Other....	88200	0	88200	2.86	88200	0	88200	2.86	0
<b>Sub-total (A) (1):-</b>	<b>2246625</b>	<b>0</b>	<b>2246625</b>	<b>72.92</b>	<b>2246625</b>	<b>0</b>	<b>2246625</b>	<b>72.92</b>	<b>0</b>
(2) Foreign	0	0	0	0	0	0	0	0	0
a) NRIs - Individuals	0	0	0	0	0	0	0	0	0
b) Other – Individuals	0	0	0	0	0	0	0	0	0
c) Bodies Corp.	0	0	0	0	0	0	0	0	0
d) Banks / FI	0	0	0	0	0	0	0	0	0
e) Any Other....	0	0	0	0	0	0	0	0	0
<b>Sub-total (A) (2):-</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Total shareholding of Promoter (A) = (A)(1)+(A)(2)</b>	<b>2246625</b>	<b>0</b>	<b>2246625</b>	<b>72.92</b>	<b>2246625</b>	<b>0</b>	<b>2246625</b>	<b>72.92</b>	<b>0</b>
<b>B. Public Shareholding</b>	0	0	0	0	0	0	0	0	0
1. Institutions	0	0	0	0	0	0	0	0	0
a) Mutual Funds	0	0	0	0	0	0	0	0	0
b) Banks / FI	0	0	0	0	0	0	0	0	0
c) Central Govt	0	0	0	0	0	0	0	0	0
d) State Govt(s)	0	0	0	0	0	0	0	0	0
e) Venture Capital Funds	0	0	0	0	0	0	0	0	0
f) Insurance Companies	0	0	0	0	0	0	0	0	0
g) FIIs	0	0	0	0	0	0	0	0	0
h) Foreign Venture Capital Funds	0	0	0	0	0	0	0	0	0
i) Others (specify)	0	0	0	0	0	0	0	0	0
<b>Sub-total (B)(1):-</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
2. Non-Institutions	0	0	0	0	0	0	0	0	0
a) Bodies Corp.									
i) Indian	336000	0	336000	10.91	499000	0	499000	16.20	+5.29
ii) Overseas	0	0	0	0	0	0	0	0	0
b) Individuals									
i) Individual shareholders holding nominal share capital upto Rs. 1 lakh	156375	0	156375	5.07	146375	0	146375	4.75	-0.32
ii) Individual shareholders holding nominal share capital in excess of Rs 1 lakh "	288000	0	288000	9.35	186000	0	186000	6.04	-3.31
c) Others (specify)-HUF	54000	0	54000	1.75	3000	0	3000	0.10	-1.65
<b>Sub-total (B)(2):-</b>	<b>834375</b>	<b>0</b>	<b>834375</b>	<b>27.08</b>	<b>834375</b>	<b>0</b>	<b>834375</b>	<b>27.08</b>	<b>0</b>
<b>Total Public Shareholding (B)=(B)(1)+(B)(2)</b>	<b>834375</b>	<b>0</b>	<b>834375</b>	<b>27.08</b>	<b>834375</b>	<b>0</b>	<b>834375</b>	<b>27.08</b>	<b>0</b>
<b>C. Shares held by Custodian for GDRs &amp; ADRs</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Grand Total (A+B+C)</b>	<b>3081000</b>	<b>0</b>	<b>3081000</b>	<b>100.00</b>	<b>3081000</b>	<b>0</b>	<b>3081000</b>	<b>100.00</b>	<b>0</b>



## (ii) Shareholding of Promoters

Sl No.	Shareholder's Name	Shareholding at the beginning of the year			Share holding at the end of the year			
		No. of Shares	% of total Shares of the company	% of Shares Pledged / encumbered to total shares	No. of Shares	% of total Shares of the company	% of Shares Pledged / encumbered to total shares	% change in share holding during the year
1	Balasubramanian Raman	1168650	37.93	0	1168650	37.93	0	0
2	Nagalaxmi Balasubramanian	989775	32.13	0	989775	32.13	0	0
3	Gautam Balasubramanian	44100	1.43	0	44100	1.43	0	0
4	Rajlaxmi Balasubramanian	44100	1.43	0	44100	1.43	0	0

## (iii) Change in Promoters' Shareholding ( please specify, if there is no change)

Sl. No.	Name	Particulars	Shareholding at the beginning of the year		Cumulative Shareholding during the year	
			No. of Shares	% of total Shares of the company	No. of Shares	% of total Shares of the company
1	Balasubramanian Raman	At the beginning of the year	1168650	37.93	-	-
		At the End of the year	-	-	1168650	37.93
2	Nagalaxmi Balasubramanian	At the beginning of the year	989775	32.12	-	-
		At the End of the year	-	-	989775	32.12
3	Gautam Balasubramanian	At the beginning of the year	44100	1.43	-	-
		At the End of the year	-	-	44100	1.43
4	Rajlaxmi Balasubramanian	At the beginning of the year	44100	1.43	-	-
		At the End of the year	-	-	44100	1.43

## (iv) Shareholding Pattern of top ten Shareholders (other than Directors, Promoters and Holders of GDRs and ADRs):

Sl. No.	Name	Particulars	Shareholding at the beginning of the year		Cumulative Shareholding during the year	
			No. of Shares	% of total Shares of the company	No. of Shares	% of total Shares of the company
1	Pantomath Stock Brokers Private Limited	At the beginning of the year	2,34,000	7.59	2,34,000	7.59
		06-04-2018 - Transfer	64,000	2.08	2,98,000	9.67
		13-04-2018 - Transfer	75,000	2.43	3,73,000	12.11
		20-04-2018 - Transfer	9,000	0.29	3,82,000	12.40
		04-05-2018 - Transfer	6,000	0.19	3,88,000	12.59
		18-05-2018 - Transfer	12,000	0.39	4,00,000	12.98
		25-05-2018 - Transfer	3,000	0.10	4,03,000	13.08
		08-06-2018 - Transfer	3,000	0.10	4,06,000	13.18
		29-06-2018 - Transfer	6,000	0.19	4,12,000	13.37



		30-06-2018 – Transfer	15,000	0.49	4,27,000	13.86
		06-07-2018 – Transfer	39,000	1.27	4,66,000	15.13
		20-07-2018 – Transfer	(33,000)	(1.08)	4,33,000	14.05
		17-08-2018 – Transfer	15,000	0.49	4,48,000	14.54
		24-08-2018 – Transfer	(13,000)	(0.42)	4,35,000	14.12
		29-08-2018 - Transfer	3,000	0.10	4,38,000	14.22
		14-09-2018 – Transfer	15,000	0.48	4,53,000	14.70
		21-09-2018 – Transfer	(9,000)	(0.29)	4,44,000	14.41
		28-09-2018 – Transfer	3,000	0.10	4,47,000	14.51
		29-09-2018 – Transfer	(6,000)	(0.20)	4,41,000	14.31
		05-10-2018 – Transfer	(13,000)	(0.42)	4,28,000	13.89
		12-10-2018 – Transfer	13,000	0.42	4,41,000	14.31
		19-10-2018 - Transfer	(26,000)	(0.84)	4,15,000	13.47
		26-10-2018 - Transfer	22,000	0.71	4,37,000	14.18
		16-11-2018 – Transfer	47,000	1.53	4,84,000	15.71
		30-11-2018 – Transfer	(3,000)	(0.10)	4,81,000	15.61
		14-12-2018 – Transfer	(53,000)	(1.72)	4,28,000	13.89
		21-12-2018 – Transfer	12,000	0.39	4,40,000	14.28
		28-12-2018 – Transfer	6,000	0.20	4,46,000	14.48
		31-12-2018 – Transfer	(30,000)	(0.97)	4,16,000	13.51
		04-01-2019 – Transfer	(6,000)	(0.20)	4,10,000	13.31
		11-01-2019 – Transfer	3,000	0.10	4,13,000	13.41
		18-01-2019 – Transfer	55,000	1.78	4,68,000	15.19
		25-01-2019 – Transfer	54,000	1.75	5,22,000	16.94
		01-02-2019 – Transfer	(68,000)	(2.20)	4,54,000	14.74
		08-02-2019 – Transfer	3,000	0.09	4,57,000	14.83
		22-02-2019 – Transfer	2,000	0.07	4,59,000	14.90
		01-03-2019 – Transfer	33,000	1.07	4,92,000	15.97
		22-03-2018 – Transfer	21,000	0.68	5,13,000	16.65
		29-03-2018 – Transfer	21,000	0.68	5,34,000	17.33
		30-03-2018 – Transfer	(98,000)	(3.18)	4,36,000	14.15
		At the end of the year	0	0	4,36,000	14.15
2	Shree Gajanan Paper And Boards Pvt Ltd	At the beginning of the year	57,000	1.85	57,000	1.85
		At the end of the year	0	0	57,000	1.85
3	Pritesh Mahendra Shah	At the beginning of the year	33,000	1.07	33,000	1.07
		At the end of the year	-	-	33,000	1.07
4	Gayatri Rathi	At the beginning of the year	33,000	1.07	33,000	1.07
		06-07-2018 – Transfer	(33,000)	(1.07)	0	0
		01-02-2019 – Transfer	33,000	1.07	33,000	1.07
		At the end of the year	-	-	33,000	1.07
5	Kirtikumar Jothlal Adesaria	At the beginning of the year	33,000	1.07	33,000	1.07
		13-04-2018 – Transfer	(33,000)	(1.07)	0	0
		27-07-2018 – Transfer	33,000	1.07	33,000	1.07
		24-08-2018 – Transfer	(3,000)	(0.10)	30,000	0.97
		26-10-2018 – Transfer	(30000)	(0.97)	0	0
		At the end of the year	-	-	-	-
6	Mayur Dinesh Shah	At the beginning of the year	30,000	0.97	30,000	0.97
		06-04-2018 – Transfer	(30,000)	(0.97)	-	-
		05-10-2018 – Transfer	1000	0.03	1000	0.03
		12-10-2018 – Transfer	(1000)	(0.03)	-	-
		19-10-2018 – Transfer	29,000	0.94	29,000	0.94
		14-12-2018 – Transfer	53,000	1.72	82,000	2.66



		28-12-2018 – Transfer	(33,000)	(1.07)	49,000	1.59
		18-01-2019 – Transfer	(49,000)	1.59	-	-
		At the end of the year	-	-	-	-
7	Gannayak Sales Private Limited	At the beginning of the year	30,000	0.97	30,000	0.97
		26-10-2018 – Transfer	(30,000)	(0.97)	-	-
		At the end of the year	-	-	-	-
8	Kalpana Rajmani Mishra	At the beginning of the year	27,000	0.88	27,000	0.88
		06-07-2018 – Transfer	(27,000)	(0.88)	-	-
		05-10-2018 – Transfer	27,000	0.88	27,000	0.88
		21-12-2018 – Transfer	(18,000)	(0.59)	9,000	0.29
		25-01-2019 – Transfer	(9000)	(0.29)	-	-
		At the end of the year	-	-	-	-
9	Ashok Toshniwal	At the beginning of the year	27,000	0.88	27,000	0.88
		30-06-2018 – Transfer	(15,000)	(0.49)	12,000	0.39
		24-08-2018 – Transfer	(12,000)	(0.39)	-	-
		29-08-2018 – Transfer	15,000	0.49	15,000	0.49
		14-09-2018 – Transfer	(15,000)	(0.49)	-	-
		At the end of the year	-	-	-	-
10	Neerajkumar Premnarayan Maheshwari	At the beginning of the year	3,000	0.10	3,000	0.10
		06-07-2018 – Transfer	21,000	0.68	24,000	0.78
		At the end of the year	-	-	24,000	0.78
11	Jaikishan Girdharilal Purohit	At the beginning of the year	21,000	0.68	21,000	0.68
		13-04-2018 – Transfer	(21,000)	(0.68)	-	-
		30-03-2019 – Transfer	5,000	0.16	5,000	0.16
		At the end of the year	-	-	5,000	0.16
12	Sunil Toshniwal (HUF)	At the beginning of the year	21,000	0.68	21,000	0.68
		13-04-2018 – Transfer	(21,000)	(0.68)	-	-
		31-12-2018 – Transfer	6,000	0.19	6,000	0.19
		04-01-2019 – Transfer	(6,000)	(0.19)	-	-
		At the end of the year	-	-	-	-
13	Lalita Maheshwari	At the beginning of the year	-	-	-	-
		30-03-2019 – Transfer	15,000	0.49	15,000	0.49
		At the end of the year	-	-	15,000	0.49
14	Dinesh Kumar Aroda	At the beginning of the year	-	-	-	-
		30-03-2019 – Transfer	15,000	0.49	15,000	0.49
		At the end of the year	-	-	15,000	0.49
15	Poonamchand Shamji Sheth	At the beginning of the year	-	-	-	-
		30-06-2018 – Transfer	15,000	0.49	15,000	0.49
		At the end of the year	-	-	15,000	0.49
16	Ketan Arvindbhai Shah	At the beginning of the year	12,000	0.39	12,000	0.39
		18-05-2018 – Transfer	(6,000)	(0.20)	6,000	0.19
		26-10-2018 – Transfer	(6,000)	(0.19)	-	-
		30-03-2019 – Transfer	15,000	0.49	15,000	0.49
		At the end of the year	-	-	15,000	0.49

(v) Shareholding of Directors and Key Managerial Personnel

Sl. No.	Name	Particulars	Shareholding at the beginning of the year		Cumulative Shareholding during the year	
			No. of Shares	% of total Shares of the company	No. of Shares	% of total Shares of the company



1	Balasubramanian Raman	At the beginning of the year	1168650	37.93		
		Change during the year	-	-	-	-
		At the end of the year	-	-	1168650	37.93
2	Nagalaxmi Balasubramanian	At the beginning of the year	989775	32.13		
		Change during the year	-	-	-	-
		At the end of the year	-	-	989775	32.13
3	Pritesh Mahendra Shah	At the beginning of the year	33000	1.07		
		Change during the year	-	-	-	-
		At the end of the year	-	-	33000	1.07
4	Lakshmi Ramnathan Iyer (Chief Financial Officer)	At the beginning of the year	1125	0.04		
		Change during the year	-	-	-	-
		At the end of the year	-	-	1125	0.04
5	Silkyben Bhikkhalal Shah (Company Secretary)	At the beginning of the year	-	-	-	-
		Change during the year	-	-	-	-
		At the end of the year	-	-	-	-

## V. INDEBTEDNESS :

### Indebtedness of the Company including interest outstanding/accrued but not due for payment

	Secured Loans excluding deposits	Unsecured Loans	Deposits	Total Indebtedness
<b>Indebtedness at the beginning of the financial year</b>				
i) Principal Amount	234695024	40000000	0	274695024
ii) Interest due but not paid	0	0	0	0
iii) Interest accrued but not due	1187725	0	0	1187725
Total (i+ii+iii)	235882749	40000000	0	275882749
<b>Change in Indebtedness during the financial year</b>				
Addition	30925334	0	0	30925334
Reduction	0	0	0	0
Net Change	30925334	0	0	30925334
<b>Indebtedness at the end of the financial year</b>				
i) Principal Amount	265620358	40000000	0	305620358
ii) Interest due but not paid	0	0	0	0
iii) Interest accrued but not due	396201	0	0	396201
Total (i+ii+iii)	266016559	40000000	0	306016559

## VI. REMUNERATION OF DIRECTORS AND KEY MANAGERIAL PERSONNEL :

### A. Remuneration to Managing Director, Whole-time Directors and/or Manager

Sr. No	Particulars of Remuneration	Name of MD / WTD / Manager				Total Amount In Rs.
		Balasubramanian Raman	Nagalaxmi Balasubramanian	Pritesh Mahendra Shah	Manishkumar Bansnarayan Ray	
1	<b>Gross Salary</b>	--	--	--	--	--
	(a) Salary as per provisions contained in section 17(1) of the Income-tax Act, 1961	4,80,000	4,80,000	11,50,000	7,00,000	28,10,000
	(b) Value of perquisites u/s 17(2) Income-tax Act, 1961	--	--	--	--	--



	Profits in lieu of salary under section 17(3) Income- tax Act, 1961	--	--	--	--	--
2	Stock Option	--	--	--	--	--
3	Sweet Equity	--	--	--	--	--
4	Other (Professional Services/ Software Solution)	9,20,000	10,40,000	--	--	19,60,000
5	Others, Please Specify	--	--	--	--	--
	<b>Total (A)</b>	<b>14,00,000</b>	<b>15,20,000</b>	<b>11,50,000</b>	<b>7,00,000</b>	<b>47,70,000</b>

#### B. Remuneration to other directors

SI. no.	Particulars of Remuneration	Shivkumar Janakiram Giddu	Umakant Kashinath Bijapur	Total Amount (In Rs.)
1	<b>Independent Directors</b>	--	--	--
	Fee for attending board committee meetings	100000	72000	172000
	Commission	--	--	--
	Others, please specify	--	--	--
	<b>Total (1)</b>	<b>100000</b>	<b>72000</b>	<b>172000</b>

2	Other Non-Executive Directors	Nil	Nil	Nil	Nil	Total Amount
	Fee for attending board committee meetings	--	--	--	--	--
	Commission	--	--	--	--	--
	Others, please specify (Salary)	--	--	--	--	--
	<b>Total (2)</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
	Total (B)=(1+2)	--	--	--	--	--
	<b>Total Managerial Remuneration</b>					
	Overall Ceiling as per the Act	--	--	--	--	--

#### C. REMUNERATION TO KEY MANAGERIAL PERSONNEL OTHER THAN MD/MANAGER/WTD

SI No.	Particulars of Remuneration	Key Managerial Personnel Total		Total
		Silkyben Shah (Company Secretary)	Lakshmi Ramanathan Iyer (CFO)	
1	Gross salary:			
(a)	Salary as per provisions contained in section 17(1) of the Income-tax Act,1961	155995	433982	589977
(b)	Value of perquisites u/s 17(2) Income-tax Act,1961	-	-	-
(c)	Profits in lieu of salary under section 17(3) Income-tax Act, 1961	-	-	-
2	Stock Option	-	-	-
3	Sweet Equity	-	-	-
4	Commission-as % of profit-others, specify...	-	-	-
5	Others, please specify	-	-	-
	<b>Total</b>	<b>155995</b>	<b>433982</b>	<b>589977</b>

#### VII. PENALTIES / PUNISHMENT/ COMPOUNDING OF OFFENCES : NIL

Type	Section of the Companies Act	Brief Description	Details of Penalty /Punishment/ Compounding fees imposed	Authority [RD / NCLT/ COURT]	Appeal made, if any (give Details)



<b>A. COMPANY</b>	
Penalty	NONE
Punishment	
Compounding	
<b>B. DIRECTORS</b>	
Penalty	NONE
Punishment	
Compounding	
<b>C. OTHER OFFICERS IN DEFAULT</b>	
Penalty	NONE
Punishment	
Compounding	

By order of the Board of Directors  
**BALASUBRAMANIAN RAMAN**  
 Managing Director  
 DIN : 00410443

Date: 19-08-2019  
 Place: Vapi





## FORM NO. MR-3

### SECRETARIAL AUDIT REPORT

for the financial year ended March 31, 2019

[Pursuant to Section 204, 9(1) of the Companies Act, 2013 and Rule No. 09 of the Companies (Appointment and Remuneration Personnel) Rules, 2014]

To,  
The Members,  
Gautam Exim Limited  
(CIN: L51100GJ2005PLC046562)  
C7/57 59 Mirgasir Complex, Opp. Advance Complex,  
N H No. 8, GIDC, Vapi – 396195, Gujarat

We have conducted the secretarial audit of the compliance of applicable statutory provisions and the adherence to good corporate practices by “Gautam Exim Limited” (hereinafter called the “company”). Secretarial Audit was conducted in a manner that provided us a reasonable basis for evaluating the corporate conducts/statutory compliances and expressing my opinion thereon.

Based on our verification of the Company’s books, papers, minute books, forms and returns filed and other records maintained by the company and also the information provided by the Company, its officers, agents and authorized representatives during the conduct of secretarial audit, We hereby report that in our opinion, the company has, during the audit period covering the financial year ended on 31<sup>st</sup> March, 2019 complied with the statutory provisions listed hereunder and also that the Company has proper Board-processes and compliance-mechanism in place to the extent, in the manner and subject to the reporting made hereinafter:

We have examined the books, papers, minute books, forms and returns filed and other records maintained by Company for the financial year ended on 31<sup>st</sup> March, 2019 according to the provisions of:

- (i) The Companies Act, 2013 (“the Act”) and Companies Act, 1956 (to the extent applicable) the rules made there under including any re-enactment thereof;
- (ii) The Securities Contracts (Regulation) Act, 1956 (‘SCRA’) and the rules made there under;
- (iii) The Depositories Act, 1996 and the Regulations and Bye-laws framed there under;
- (iv) Foreign Exchange Management Act, 1999 and the rules and regulations made there under to the extent of Foreign Direct Investment and Overseas Direct Investment;
- (v) The following Regulations and Guidelines prescribed under the Securities and Exchange Board of India Act, 1992 (‘SEBI Act’):-
  - a) The Securities and Exchange Board of India (Substantial Acquisition of Shares and Takeovers) Regulations, 2011;
  - b) The Securities and Exchange Board of India (Prohibition of Insider Trading) Regulations, 1992 & 2015;
  - c) The Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009;
  - d) The Securities and Exchange Board of India (Registrars to an Issue and Share Transfer Agents) Regulations, 1993;
  - e) The Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (‘Listing Regulations’) to the extent applicable during the Audit Period;

We have also examined compliance with the applicable clauses of the following:

The Secretarial Standards 1 and 2 issued by the Institute of Company Secretaries of India; The Listing Agreements entered into by the Company with National Stock Exchange of India Limited.

During the period under review the Company has complied with the provisions of the Act, Rules, Regulations, Guidelines, Standards, etc mentioned above subject to the following observation/Qualification.



1. *The committee of Nomination and Remuneration has not properly constituted with the minimum 3 non-executive directors as per the provision of section 178 of the Companies Act, 2013.*

We further report that compliance of applicable financial laws including Direct and Indirect Tax laws by the Company has not been reviewed in this Audit since the same has been subject to review by the Statutory Auditors and other designated professionals.

The following Regulations and Guidelines prescribed under The Securities and Exchange Board of India Act, 1992 were, in our opinion, not attracted during the financial year under report:

- The Securities and Exchange Board of India (Issue and Listing of Debt Securities) Regulations, 2008;
- The Securities and Exchange Board of India (Delisting of Equity Shares) Regulation, 2009;
- The Securities and Exchange Board of India (Buyback of Securities) Regulations, 1998; and
- The Securities and Exchange Board of India (Share Based Employee Benefits) Regulations, 2014;

We further report that:

The provisions of the Foreign Exchange Management Act, 1999 and the rules and regulations made there under in relation to External Commercial Borrowings were not attracted during the financial year under report.

We further report that:

The Board of Directors of the Company is duly constituted with proper balance of Executive Directors, Non-Executive Directors and Independent Directors. The changes in the composition of the Board of Directors that took place during the Audit Period were carried out in compliance with the provisions of the Act.

Adequate notice is given to all directors to schedule the Board Meetings, agenda and detailed notes on agenda were sent at least seven days in advance or consent of all directors were received in writing for shorter board meeting notice consents (if any), and a system exists for seeking and obtaining further information and clarifications on the agenda items before the meeting and for meaningful participation at the meeting.

All decision at Board Meetings and Committee Meetings are carried unanimously as recorded in the minutes of the Meetings of the Board of Directors or Committee of the Board, as the case may be.

I further report that there are adequate systems and processes in the Company commensurate with the size and operations of the Company to monitor and ensure compliance with applicable laws, rules, regulations and guidelines.

I further report that during the Audit Period, the Company has not incurred any specific event/ action that can have a major bearing on the company's compliance responsibilities in pursuance of the above referred laws, rules, regulations, guidelines, standards, etc., except as follows:

**Vishal Dewang**  
(Practicing Company Secretary)  
M. No. 26683  
CP. No. 9596

**Place: Surat**

**Date: 19/08/2019**

Note : This report is to be read with our letter of even date this is annexed as Annexure and form an integral part of this report.



## Annexure to Secretarial Audit Report

To,  
The Members,  
Gautam Exim Limited  
(CIN: L51100GJ2005PLC046562)  
C7/57 59 Mirgasir Complex, Opp. Advance Complex,  
N H No. 8, GIDC, Vapi – 396195, Gujarat

### **Management Responsibility:**

- i. Maintenance of secretarial records is the responsibility of the management of the Company. Our responsibility is to express an opinion on these secretarial records based on our audit;
- ii. We have followed the audit practices and the processes as were appropriate to obtain reasonable assurance about the correctness of the contents of the secretarial records. The verification was done on test basis to ensure that correct facts are reflected in secretarial records. We believe that the processes and practices, we followed provide a reasonable basis for our opinion;
- iii. We have not verified the correctness and appropriateness of financial records and Books of Accounts of the Company or verified compliances of laws other than those mentioned above;
- iv. Where ever required, we have obtained the Management representation about the compliance of laws, rules and regulations and happening of events etc.
- v. The compliance of the provisions of Corporate and other applicable laws, rules, regulations, standards is the responsibility of management. Our examination was limited to the verification of procedure on test basis;
- vi. The Secretarial Audit report is neither an assurance as to the future viability of the Company nor of the efficacy or effectiveness with which the management has conducted the affairs of the Company.

**Vishal Dewang**  
(Practicing Company Secretary)  
M. No. 26683  
CP. No. 9596

**Place: Surat**  
**Date: 19/08/2019**



**"DETAILS PERTAINING TO REMUNERATION AS REQUIRED UNDER SECTION 197(12) OF THE COMPANIES ACT, 2013 READ WITH RULE 5(1) OF THE COMPANIES (APPOINTMENT AND REMUNERATION OF MANAGERIAL PERSONNEL) RULES, 2014**

**1. Information as per Rule 5(1) of the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014:**

**a) The ratio of remuneration of each director to the median remuneration of employees for the financial year:**

S. N.	Name of Director & KMP'S	Designation	Ratio of Remuneration of each Director/to median remuneration of employees
1	Balasubramanian Raman	Managing Director	8.10 : 1
2	Nagalaxmi Balasubramanian	Whole Time Director	7.46 : 1
3	Manishkumar Bansnarayan Ray	Whole Time Director	3.73 : 1
4	Pritesh Mahendrabhai Shah	Whole Time Director	6.13 : 1

**b) The Percentage increase in remuneration of each director, Chief Financial Officer, Chief Executive Officer, Company Secretary or Manager, if any, in the financial year:**

S. N.	Name of Director & KMP'S	Designation	Nature of Payment	Percentage Increase in the Remuneration (%) in F.Y. 2018-19
1	Balasubramanian Raman	Managing Director	Remuneration	25.00
2	Nagalaxmi Balasubramanian	Whole Time Director	Remuneration	14.28
3	Manishkumar Bansnarayan Ray	Whole Time Director	Remuneration	NA
4	Lakshmi Ramanathan Iyer	CFO	Remuneration	23.16
5	Silkyben Bhikhalal Shah	Company Secretary	Remuneration	7.69

**c) The percentage increase in the median remuneration of employees in the financial year:**

In the Financial year, the median remuneration of employees is decreased by 81%.

**d) There were 15 permanent employees on the rolls of the Company as on 31<sup>st</sup> March, 2019**

**e) Average percentile increase/decrease already made in the salaries of employees other than the managerial personnel in the last financial year and its comparison with the percentile increase in the managerial remuneration and justification thereof and point out if there are any exceptional circumstances for increase in the managerial remuneration:**

The average salaries of the employees decrease by 81.00 % over a previous year.

**2. Information as per Rule 5(2) of the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014:**

**a) List of top ten employees in terms of remuneration drawn:**

Sr. No.	Name & Designation	Qualification	Remuneration (Rs.)	Date of Appointment	Age (in years)	Particulars of Last Employment	Relative of Director/ Manager
1	Sheetal Ambre	B.Com	1,42,478	14/09/2016	24	Fresher	No
2	Silky Shah	Company Secretary & Compliance Office	1,55,995	01/05/2017	27	Fresher	No



3	Sudhakar	10 <sup>th</sup>	1,62,777	1/12/2014	33	Accounting and Administrative services	No
4	Swati Chaudhari	B.Com	1,81,782	21/08/2017	32	Gautam Enterprises	No
5	Toral Mayekar	B.Com	1,93,428	28/08/2017	25	NA	No
6	Ramchandran Iyer	B.Com	2,28,827	01/11/2017	27	NA	No
7	Prakash Mane	12 <sup>th</sup>	2,94,825	01/04/2010	38	NA	No
8	Lakshmi Ramanathan	B.com	4,33,982	01/04/2009	43	Gautam Enterprises	No
9	Anandav M Pillai	B.A.	4,47,718	01/04/2009	60	Main Agencies	No
10	Sudha Gopi	B.A.	5,42,950	01/04/2009	55	Gautam Enterprises	No

All above employees are on roll of the Company on permanent basis.

**b) Employees employed throughout the financial year, was in receipt of remuneration for that year which, in the aggregate, was not less than one crore and two lakh rupees:**

There was no such employees employed throughout the financial year, was in receipt of remuneration for that year which, in the aggregate, was not less than one crore and two lakh rupees.

**c) Employees employed for a part of the financial year, was in receipt of remuneration for any part of that year, at a rate which, in the aggregate, was not less than eight lakh and fifty thousand rupees per month:**

There was no such employees employed for a part of the financial year, was in receipt of remuneration for any part of that year, at a rate which, in the aggregate, was not less than eight lakh and fifty thousand rupees per month.

**d) Employees employed throughout the financial year or part thereof, was in receipt of remuneration in that year which, in the aggregate, or as the case may be, at a rate which, in the aggregate, is in excess of that drawn by the managing director or whole-time director or manager and holds by himself or along with his spouse and dependent children, not less than two percent of the equity shares of the company:**

There was no such employees employed throughout the financial year.

The Board of Directors of the Company affirmed that remuneration of all the Key Managerial Personnel of the Company are as per the Remuneration Policy of the Company

Place : Vapi  
Date : 19/08/2019

By order of the Board of Director  
(Balasubramanian Raman)  
Managing Director  
DIN : 00410443



## MANAGEMENT DISCUSSION AND ANALYSIS REPORT

### I. Business background, Structure and Developments

Incorporated in 2005, The company is engaged in importing of waste paper, pulp and speciality chemicals, provides import trading, import aggregation and import facilitation services of industrial raw material, stores, spares etc to paper mills, chemical units and other manufacturing units. Import of these goods is majorly done from USA, UK Europe, Middle East and Australia.

The Company is promoted by Balasubramanian Raman and Nagalaxmi Balasubramanian since Incorporated. Balasubramanian Raman is a certified Management Consultant and is a member of Institute of Management Consultants of India. He heads Marketing and Finance Department of the Company. Mrs Nagalaxmi Balasubramanian holds a Bachelor of Science and Bachelor of Education Degrees from Banglore University and looks after the administration department of the Company.

Gautam Exim Ltd. (Formerly known as Gautam Enterprises) had been in this line of activity for over 21 years since 1997. Company is managed by professionally qualified promoter director & CEO Mr. R. Balasubramanian. Company enjoys extremely good credentials with all its suppliers abroad, its customers in India and its Bankers.

### II. Opportunity and Threats

#### ▪ Opportunities

Having consolidated its business in imports and import trading of waste paper the principal raw material to paper industry, company has tied up with paper mills to whom imported waste paper suppliers are made by the company, for distributorship and export of finished paper namely Kraft paper, writing & printing paper and news print.

The domestic as well as export demand for finished grades of paper has been good and company expects a sizable turnover in finished paper segments in the coming years thereby substantially contributing to improvement of bottom line.

#### ▪ Threats

Paper Industry in general in India is subject to cyclical variation in demand & supply. Presently the industry enjoys good demand with the opening up of export market in the Middle East. Prices of imported waste paper are subject to fluctuation due to exchange rates, international freight rates and consequent international prices for waste paper.

### III. Segment-wise or products-wise performance

During the year, your Company has earned revenue from trading business of Rs. 50,322.51/- Lakhs. Further, the Company has made Net Profit after Tax of Rs 157.72/- Lakhs from trading business.

### IV. Outlook on Risk and concerns

Your Company is exposed to a number of risks such as economic, regulatory, taxation and environmental risks. Further, following can be some of the risks and concerns; the Company needs to keep in mind:

- the company is subject to foreign currency exchange rate fluctuations risk which could have a material and adverse effect on our results of operations and financial condition.
- the top 5 customers constitutes more that Approx. 65% and contribute Approx. 85% of our revenue from operations for the last couple of years.
- Adverse fluctuations in the price and availability of recyclable paper fiber and pulp could increase input costs which affect the operations of the Company and thereby affect the profitability of the Company.
- We do the business with our customers on purchase order basis and do not have long-term contracts with most of them.
- We require high working capital for our smooth day to day operations of business and any discontinuance or our inability to acquire adequate working capital timely and on favourable terms at a future date may have an adverse effect on our operations, profitability and growth prospects.



- Increasing competition among the Indian Exporters in this industry.

Some of the risks that may arise in its normal course of its business and impact its ability for future developments include inter-alia, credit risk, liquidity risk, counterparty risk, regulatory risk, commodity inflation risk, currency fluctuation risk and market risk. Your Company has chosen business strategy of focusing on certain key products and geographical segments are also exposed to the overall economic and market conditions. Accordingly, your Company has established a framework and process to monitor the exposures to implement appropriate measures in a timely and effective manner.

V. **Internal Control System and their adequacy**

The Company has adequate internal control systems including suitable monitoring procedures commensurate with its size and the nature of the business. The Internal Auditors and Company's Internal Audit Department conduct regular audits to ensure adequacy of internal control system, adherence to management instruction and compliance with laws and regulations of the country as well as to suggest improvements. The statutory auditors while conducting the statutory audit, review and evaluate the internal controls and their observations are discussed with the Audit committee of the Board.

VI. **Discussion on financial performance with respect to operational performance**

The Net Income of your Company for the year 2018-19 was increased to Rs. 50594.00/- Lakhs as against Rs. 37767.80/- Lakhs of the previous year. Accordingly, the Company has made a Net Profit after Tax of Rs 157.72/- Lakhs in the current year as against Rs 119.28/- Lakhs of the previous year.

VII. **Human Resources**

One of the key pillars of the Company's business is its people. The Company considers human resources as one of the vital and important factors for sustained growth, business success and creating value for Stakeholders. Company has maintained cordial and harmonious relations with all Employees.

The total numbers of Employees were 14 as on 31st March, 2019.

VIII. **Cautionary Statement**

Certain statements made in the Management Discussion and Analysis Report describing the Company's objectives, projections, estimates, predictions and expectations may be forward looking statements, within the meaning of applicable securities law and regulations and actual results may differ materially from those expressed or implied. Significant factors that make differences to Company's operations include competition, change in Government policies and regulations, tax regimes and economic development within India. The Company assumes no responsibility to publicly amend, modify or revise any forward looking statement, on the basis of any subsequent development, information or events or otherwise.

By order of the Board of Directors  
**BALASUBRAMANIAN RAMAN**  
Managing Director  
DIN : 00410443



### COMMITTEES OF THE BOARD

The Board of Directors has constituted four Committees, viz.

1. Audit Committee
2. Nomination and Remuneration Committee
3. Stakeholders' Relationship Committee

#### AUDIT COMMITTEE

The Audit Committee's composition meets with the requirement of Section 177 of the Companies Act, 2013 and Clause 49 of the Listing Agreement and Regulation 18 of the "SEBI LODR "Regulations 2015. The Members of the Audit Committee possesses financial / accounting expertise / exposure. The Audit Committee comprised of 3 members as on 31st March, 2019. The company secretary is the secretary and Compliance officer of the committee. The detail of the composition of the Audit committee along with their meetings held/attended is as follows:

Name of the Member	Position	Status	Attendance at the Committee Meeting held on			
			18/05/2018	28/07/2018	28/09/2018	03/11/2018
* Umakant Kashinath Bijapur	Chairman/Member	Non-Executive Independent Director	Yes	Yes	No	Yes
** Shivkumar Janakiram Giddu	Member	Non-Executive Independent Director	Yes	Yes	Yes	Yes
Balasubramanian Raman	Member	Executive Director	Yes	Yes	Yes	Yes

#### NOTE:

- \* Reconstitution of Audit committee, Mr. Umakant Kashinath Bijapur appointed as Chairman and Mr. Shivkumar Janakiram Giddu appointed as member of AuditCommittee w.e.f Dt. 18/05/2018.
- \*\* Reconstitution of Audit committee, Mr. Shivkumar Janakiram Giddu appointed as Chairman of Audit Committee w.e.f Dt. 28/09/2018.

#### NOMINATION AND REMUNERATION COMMITTEE

The Nomination and Remuneration Committee's Composition meets with the requirement of Section 178 of the Companies Act, 2013 and Clause 49 of the Listing Agreement and Regulation 19 of the "SEBI LODR "Regulations" 2015. The Members of the Nomination committee possesses sound knowledge / expertise / exposure. The Committee comprised of 3 members as on 31st March, 2019. The company secretary is the secretary and compliance officer of the committee .The detail of the composition of the Nomination & Remuneration committee along with their meetings held/attended is as follows:

Name of the Member	Position	Status	Attendance at the Committee Meeting held on	
			21/07/2018	05/01/2019
* Shivkumar Janakiram Giddu	Chairman/Member	Non-Executive Independent Director	Yes	Yes
** Umakant Kashinath Bijapur	Chairman/Member	Non-Executive Independent Director	No	Yes
Balasubramanian Raman	Member	Executive Director	Yes	Yes

#### NOTE:

- \* Reconstitution of NRH committee, Mr. Shivkumar Janakiram Giddu appointed as Chairman and Mr. Umakant Kashinath Bijapur appointed as member of Nomination and Remuneration Committee w.e.f Dt. 21/07/2018.





\*\* Reconstitution of NRH committee, Mr. Umakant Kashinath Bijapur appointed as Chairman and Mr. Shivkumar Janakiram Giddu appointed as member of Nomination and Remuneration Committee w.e.f Dt. 05/01/2019.

## STAKEHOLDERS' RELATIONSHIP COMMITTEE

The stakeholders Relationship Committee meets with the requirement of the section 178 of the Companies act 2013, and regulation 20 of the SEBI LODR "Regulations" 2015. The Stakeholders Relationship Committee is mainly responsible to review all grievances connected with the Company's transfer of securities and redressal of shareholders' / investors' / security holders' complaints. The Committee comprised of 3 members as on 31st March, 2019. The company secretary is the secretary and compliance officer of the committee. The detail of the composition of the said committee is as follows:

Name of the Member	Position	Status
Umakant Kashinath Bijapur	Chairman/Member	Non-Executive Independent Director
Shivkumar Janakiram Giddu	Member	Non-Executive Independent Director
Balasubramanian Raman	Member	Executive Director

During the Financial Year 2018-19, No stakeholders Relationship Committee meeting were held.

During the year, the Company has not received any complaints from the Shareholders of the Company. There were no outstanding complaints as on 31<sup>st</sup> March, 2019

By Order of the Board of Directors  
**BALASUBRAMANIAN RAMAN**  
Managing Director  
DIN : 00410443



## MD/CFO CERTIFICATION

To,  
The Board of Directors  
GAUTAM EXIM LIMITED

Certificate by Managing Director/ Chief Financial Officer (CFO) under Corporate Governance pursuant to the Regulation 33(1)(e) and Schedule IV of SEBI(Listing Obligation and Disclosure Requirements), Regulation 2015

I, Balasubramanian Raman, the Managing Director(MD) of the Company and I, Lakshmi Ramanathan Iyer, the Chief Financial Officer (CFO) of the Company do hereby certify to the Board that:

1. We have reviewed financial statements and the cash flow statement for the year ending 31<sup>st</sup> March, 2019 and that to the best of their knowledge and belief :
  - I. these statements do not contain any materially untrue statement or omit any material fact or contain statements that might be misleading;
  - II. these statements together present a true and fair view of the company's affairs and are in compliance with existing accounting standards, applicable laws and regulations
2. There are, to the best of our knowledge and belief, no transactions entered into by the company during the year which are fraudulent, illegal or violate of the company's code of conduct.
3. We accept responsibility for establishing and maintaining internal controls for financial reporting and that we have evaluated the effectiveness of internal control systems of the company pertaining to financial reporting and we have disclosed to the auditors and the Audit Committee, deficiencies in the design or operation of such internal controls, if any, of which we are aware and the steps we have taken or propose to take to rectify these deficiencies.
4. We have indicated to the auditors and the Audit committee
  - I. significant changes in internal control over financial reporting during the year;
  - II. significant changes in accounting policies during the year and that the same have been disclosed in the notes to the financial statements; and
  - III. Instances of significant fraud of which we have become aware and the involvement therein, if any, of the management or an employee having a significant role in the company's internal control system over financial reporting.

Place : Vapi  
Date : 19-08-2019

**BALASUBRAMANIAN RAMAN**    **LAKSHMI RAMANATHAN IYER**  
**Managing Director**                      **CFO**  
**DIN : 00410443**



## MD / CFO CERTIFICATION

To,  
The Board of Directors  
GAUTAM EXIM LIMITED

This is to confirm that the Company has adopted a Code of Conduct for its Employees including the Managing Director and Executive Directors. In addition, the Company has adopted a Code of Conduct for its Non-Executive Directors and Independent Directors. These Codes are available on the Company's website.

Place : Vapi  
Date : 19-08-2019

**BALASUBRAMANIAN RAMAN**  
**Managing Director**  
**DIN : 00410443**



## INDEPENDENT AUDITOR'S REPORT

To the Members of  
GAUTAM EXIM LIMITED  
VAPI

### A. Report on the Financial Statements

We have audited the accompanying financial statements of GAUTAM EXIM LIMITED (“the Company”), which comprises the balance sheet as at March 31, 2019, the statement of profit and loss, the cash flow statement for the year ended and a summary of significant accounting policies and other explanatory information.

### B. Opinion

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India.

- (a) In the case of the condensed balance sheet, of the state of affairs of the Company as at 31st March 2019;
- (b) In the case of the condensed statement of profit and loss, of the profit for the period ended on that date; and
- (c) In the case of the condensed cash flow statement, of the cash flows for the period ended on that date.

### C. Basis for Opinion

We conducted our audit in accordance with standards on Auditing specified under Section 143(10) of the Act. Our responsibilities under those standards are further described in the Auditor’s Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the Company in accordance with the code of Ethics issued by the Institute of Chartered Accountants of India (ICAI) together with the ethical requirements that are relevant to our audit of the financial statements under the provisions of the Act and the rules made thereunder, and we have fulfilled our ethical responsibilities in accordance with these requirements and the Code of Ethics. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### D. Information Other than the Financial Statements and Auditor’s Report Thereon

The Company’s Board of Directors is responsible for the other information. The other information comprises the information included in the “Annual Report”, but does not include the financial statements and our auditor’s report thereon.

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information, and in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

### E. Management’s Responsibility for the Financial Statements

The Company’s Board of Directors is responsible for the matters in section 134(5) of the Companies Act, 2013 (“the Act”) with respect to the preparation of these standalone financial statements that give a true and fair view of the financial position, financial performance and cash flows of the Company in accordance with the accounting principles generally accepted in India, including the Accounting Standards specified under Section 133 of the Act, read with Rule 7 of the Companies (Accounts) Rules, 2014. This responsibility also includes the maintenance of adequate accounting records in accordance with the provision of the Act for safeguarding of the assets of the Company and for preventing and detecting the frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and design, implementation and maintenance of adequate internal financial controls, that were



operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Those Board of Directors are also responsible for overseeing the Company's financial reporting process.

## **F. Auditor's Responsibilities for the Audit of the Financial Statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with standards on Auditing will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with standards on Auditing, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances. Under Section 143(3)(i) of the Act, we are also responsible for explaining our opinion on whether the Company has adequate internal financial controls system in place and the operating effectiveness of such controls.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure, and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with those charged with governance, we determine those matters that were of most significance in the audit of the financial statements of the current period and are therefore the key audit



matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

## **G. Report on Other Legal and Regulatory Requirements**

As required by Section 197(6) of the Act, we report that the Company has paid remuneration to its directors during the year in accordance with the provisions of and limits laid down under section 197 read with Schedule V to the Act.

As required by the companies (Auditor's Report) Order, 2016 "(the Order) issued by the central government of India in terms of sub-section (11) of section 143 of the Act, we give in the "Annexure A" statement on the matters specified in paragraphs 3 and 4 of the Order to the extent applicable.

Further to our comments in Annexure A, as required by Section 143(3) of the Act, we report that:

- a) We have sought and obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit.
- b) In our opinion, proper books of account as required by law have been kept by the Company so far as appears from our examination of those books.
- c) The Balance Sheet, the Statement of Profit and Loss Statement and the Cash Flow Statement dealt with by this Report are in agreement with the books of accounts.
- d) In our opinion, the aforesaid standalone financial statements comply with the Accounting Standards specified under section 133 of the Act, read with Rule 7 of the Companies (Accounts) Rules, 2014.
- e) On the basis of written representations received from the directors as on March 31, 2019, taken on record by the Board of Directors, none of the directors is disqualified as on March 31, 2019, from being appointed as a director in terms of Section 164(2) of the Act.
- f) We have also audited the internal financial controls over financial reporting of the Company as on March 31, 2019 in conjunction with our audit of the Standalone financial statements of the Company for the year ended on March 31, 2019 and our report as per Annexure B expressed on unmodified opinion.
- g) With respect to the other matters to be included in the Auditor's Report in accordance with the Rule 11 of the Companies (Audit and Auditor's) Rules, 2014, in our opinion and according to the best of our information and according to the explanations given to us:
  - (i) The Company does not have any pending litigations which would impact its financial position.
  - (ii) The Company did not have any long-term contracts including derivatives contracts for which there were any material foreseeable losses.
  - (iii) There was no amount which was required to be transferred to the Investor Education and Protection Fund by the Company.

**As per our report of even date  
For C D KHAKHAR & CO.,  
Chartered Accountants  
ICAI FRN: 141767W**

**CA CHETAN D KHAKHAR  
Proprietor  
Memb. No. : 122647**

Place : Vapi  
Date : 25/05/2019

**ANNEXURE 'A' TO THE INDEPENDENT AUDITOR'S REPORT**

**Auditor's Report to the matters specified in paragraphs 3 and 4 of the Companies (Auditor's Report) Order, 2017 ("the Order") issued by the Central Government of India in terms of sub-section (11) of section 143 of the Act.**

**1. In respect of its fixed assets:**

- a) According to the information and explanation given to us, the company has maintained proper records showing full particulars including quantitative details and situation of fixed assets.
- b) According to the information and explanation given to us, all the fixed assets have been physically verified by the management during the year and no material discrepancies were noticed on such verification.
- c) According to the information and explanation given to us, the title deeds of immovable properties are held in the name of the company.

**2. In respect of its inventories:**

The Company is in the business of trading and does not have any physical inventories. Accordingly, reporting under clause 3 (ii) of the Order is not applicable to the Company.

**3. Loans granted by the company:**

In our opinion and according to the information and explanations given to us, the company has complied with the provisions of section 185 and 186 of the Companies Act in respect of loans, investment, guarantees and securities.

**4. Loans, Investment, Guarantees and Securities:**

In our opinion and according to the information and explanations given to us, the company has complied with the provisions of section 185 and 186 of the Companies Act in respect of loans, investment, guarantees and securities.

**5. Public Deposits:**

According to the information and explanations given to us, the company has not accepted any deposits and consequently, the directives issued by the Reserve Bank of India, provisions of Section 73 to 76 or any other relevant provisions of the Companies Act and the rules framed thereunder, where applicable with regard to the acceptance of deposit are not applicable.

**6. Cost Records:**

The maintenance of cost records has not been specified by the Central Government under section 148(1) of the Companies Act, 2013 for the business activities carried out by the Company. Thus reporting under clause 3(vi) of the order is not applicable to the Company.

**7. Statutory Dues:**

- a) In our opinion and according to information and explanations given to us, the company has been regular in depositing undisputed statutory dues including provident fund, employees state insurance, income tax, sales tax, wealth tax, service tax, duty of customs, duty of excise, value added tax, cess and any other statutory dues with the appropriate authorities.
- b) According to the information and explanation given to us, no undisputed amounts in case of dues of income tax or sales tax or wealth tax or service tax or duty of customs or duty of excise or value added tax or cess is outstanding as at the year.

**8. Repayment of financial dues:**

In our opinion and according to the information and explanations given to us, the company has not defaulted in repayment of dues to a financial institutions or bank.

**9. Utilization of Term Loans and Initial Public Offer (IPO):**

In our opinion and according to the information and the explanations given to us, the Company has raised Rs.3.324 Crore through Initial Public offer for the purpose working capital requirement. The Company has utilized full amount as on 31st March 2018.

**10. Frauds:**

According to the information and explanations given to us, no fraud on or by the company by its officer/employees has been noticed or reported during the year.



**11. Managerial remuneration:**

According to the information and explanations given to us, the managerial remuneration has been paid or provided in accordance with the requisite approvals mandated by the provisions of section 197 read with schedule V of the Companies Act. There is no restriction relating to managerial remuneration for a private company.

**12. Nidhi Company**

In our opinion, the company is not a Nidhi Company. Therefore, the Provisions of clause 4(xii) of the order are not applicable to the company.

**13. Related Party Transaction**

In our opinion, all transactions with the related parties are in compliance with section 177 and 188 of the Companies Act and the details has been disclosed in the financial statement as required by the applicable standards.

**14. Preferential Allotment or Private Placement of Shares or Convertible Debentures (Fully or Partly):**

According to the information and explanation given to us, the company has not made any preferential allotment or private placement of shares or fully or partly convertible debentures during the year under review.

**15. Non-cash Transaction**

According to the information and explanations given to us, the company has not entered into any non-cash transactions with the directors or the persons connected with him. Accordingly, the provisions of clause 3(xv) of the order are not applicable to the company.

**16. Registration u/s 45-IA of RBI Act, 1934:**

In our opinion, the company is not required to be registered under section 45 IA of the Reserve Bank of India Act, 1934 and accordingly, the provisions of clause 3(xvi) of the order are not applicable to the company.

**As per our report of even date  
For C D KHAKHAR & CO.,  
Chartered Accountants  
ICAI FRN: 141767W**

**CA CHETAN D KHAKHAR  
Proprietor  
Memb. No. : 122647**

Place : Vapi  
Date : 25/05/2019





## ANNEXURE “B” TO THE INDEPENDENT AUDITOR’S REPORT

Report on the Internal Financial Controls Over Financial Reporting under Clause (i) of Subsection 3 of Section 143 of the Companies Act, 2013 (“the Act”)

We have audited the internal financial controls over financial reporting of GAUTAM EXIM LIMITED (“the Company”) as of March 31, 2019 in conjunction with our audit of the standalone financial statements of the Company for the year ended on that date.

### Management’s Responsibility for Internal Financial Controls

The Board of Directors of the Company is responsible for establishing and maintaining internal financial controls based on the internal control over financial reporting criteria established by the Company considering the essential components of internal control stated in the Guidance Note on Audit of Internal Financial Controls over Financial Reporting issued by the Institute of Chartered Accountants of India. These responsibilities include the design, implementation and maintenance of adequate internal financial controls that were operating effectively for ensuring the orderly and efficient conduct of its business, the safeguarding of its assets, the prevention and detection of frauds and errors, the accuracy and completeness of the accounting records, and the timely preparation of reliable financial information, as required under the Companies Act, 2013.

### Auditor’s Responsibility

Our responsibility is to express an opinion on the internal financial controls over financial reporting of the Company based on our audit. We conducted our audit in accordance with the Guidance Note on Audit of Internal Financial Controls Over Financial Reporting (the “Guidance Note”) issued by the Institute of Chartered Accountants of India and the Standards on Auditing prescribed under Section 143(10) of the Companies Act, 2013, to the extent applicable to an audit of internal financial controls. Those Standards and the Guidance Note require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether adequate internal financial controls over financial reporting was established and maintained and if such controls operated effectively in all material respects.

Our audit involves performing procedures to obtain audit evidence about the adequacy of the internal financial controls system over financial reporting and their operating effectiveness. Our audit of internal financial controls over financial reporting included obtaining an understanding of internal financial controls over financial reporting, assessing the risk that a material weakness exists, and testing and evaluating the design and operating effectiveness of internal control based on the assessed risk. The procedures selected depend on the auditor’s judgement, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion on the Company’s internal financial controls system over financial reporting.

### Meaning of Internal Financial Controls over Financial Reporting

A company’s internal financial control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. A company’s internal financial control over financial reporting includes those policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorisations of management and directors of the company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorised acquisition, use, or disposition of the company’s assets that could have a material effect on the financial statements.

### Limitations of Internal Financial Controls over Financial Reporting

Because of the inherent limitations of internal financial controls over financial reporting, including the possibility of collusion or improper management override of controls, material misstatements due to error or fraud may occur and not be detected. Also, projections of any evaluation of the internal financial controls over financial reporting to future periods are subject to the risk that the internal financial control over financial reporting may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.



## Opinion

In our opinion, to the best of our information and according to the explanations given to us, the Company has, in all material respects, an adequate internal financial controls system over financial reporting and such internal financial controls over financial reporting were operating effectively as at March 31, 2019, based on the internal control over financial reporting criteria established by the Company considering the essential components of internal control stated in the Guidance Note on Audit of Internal Financial Controls Over Financial Reporting issued by the Institute of Chartered Accountants of India.

**For C D KHAKHAR & CO.,  
Chartered Accountants  
ICAI FRN: 141767W**

**CA CHETAN D KHAKHAR  
Proprietor  
Memb. No. : 122647**

Place : Vapi  
Date : 25/05/2019



**GAUTAM EXIM LIMITED**  
**Balance Sheet as at 31<sup>st</sup> March, 2019**

(Rs.)

Particulars	Notes	As at 31 <sup>st</sup> March, 2019	As at 31 <sup>st</sup> March, 2018
<b>EQUITY AND LIABILITIES</b>			
Share Capital	2	3,08,10,000	3,08,10,000
Reserve and Surplus	3	7,57,28,822	6,36,71,344
<b>Total Shareholder's Fund</b>		<b>10,65,38,822</b>	<b>9,44,81,344</b>
<b>Non-Current Liability</b>			
Long-term borrowings	4	4,08,23,523	4,11,21,644
Deferred Tax Liabilities		81,763	1,04,792
Other Long term liabilities		-	-
<b>Total Non-Current Liabilities</b>		<b>4,09,05,286</b>	<b>4,12,26,436</b>
<b>Current Liabilities</b>			
Short-term borrowing	5	26,47,96,835	23,35,73,379
<b>Trade payables</b>			
Total outstanding dues of Micro and Small Enterprise		-	-
Total outstanding dues of creditors other than Micro and Small Enterprise	6	10,27,30,374	17,87,85,647
Other current liabilities	7	5,15,72,800	3,24,81,758
Short-term provisions	8	30,88,386	78,31,918
<b>Total Current Liabilities</b>		<b>42,21,88,395</b>	<b>45,26,72,702</b>
<b>TOTAL</b>		<b>56,96,32,503</b>	<b>58,83,80,482</b>
<b>ASSETS</b>			
<b>Non-current assets</b>			
Fixed assets			
Tangible assets	9	45,22,582	49,87,908
Intangible assets		-	-
Non-current investments		-	-
Deferred Tax Assets		-	-
Long term loans and advances	10	2,54,478	2,54,478
Other non-current assets		-	-
<b>Total Non-current assets</b>		<b>47,77,060</b>	<b>52,42,386</b>
<b>Current assets</b>			
Current investments		-	-
Inventories		-	-
Trade receivables	11	41,97,07,819	40,36,56,346
Cash and cash equivalents	12	7,39,16,798	11,70,65,805
Short-term loans and advances	13	7,09,79,442	5,86,78,626
Other current assets	14	2,51,384	37,37,319
<b>Total Current assets</b>		<b>56,48,55,443</b>	<b>58,31,38,096</b>
<b>TOTAL</b>		<b>56,96,32,503</b>	<b>58,83,80,482</b>
Significant accounting policies	1		

As per our report of even date  
**For C D KHAKHAR & CO.,**  
**Chartered Accountants**  
**Firm Registration No. 141767W**

**Balasubramanian Raman**  
**Managing Director (DIN-00410443)**

**Umakant Kashinath Bijapur**  
**Ind. Director(DIN – 07269181)**

**(CHETAN D KHAKHAR)**  
**Proprietor**  
**Membership No. 122647**

**Lakshmi Ramanathan Iyer**  
**CFO**

**Silkyben Bhikhalal Shah**  
**Company Secretary**

25/05/2019  
Vapi


**Profit & Loss Statement for the period ended 31<sup>st</sup> March, 2019**

(Rs.)

Particulars	Notes	Year ended 31 <sup>st</sup> March, 2019	Year ended 31 <sup>st</sup> March, 2018
Revenue From Operations	15	5,03,22,51,397	3,76,34,27,899
Other Income	16	2,71,48,660	1,33,52,520
<b>Total Revenue</b>		<b>5,05,94,00,057</b>	<b>3,77,67,80,419</b>
<b>Expenses:</b>			
Cost of materials consumed			
Purchases of Stock-in-Trade	17	4,96,37,10,570	3,71,48,63,521
Changes in inventories of finished goods, work-in-progress and Stock-in-Trade			
Employee benefits expense	18	75,34,597	34,49,258
Finance costs	19	3,78,85,678	2,33,76,165
Depreciation and amortization expense	9	6,75,026	6,14,831
Other expenses	20	2,63,43,498	1,53,13,957
<b>Total expenses</b>		<b>5,03,61,49,369</b>	<b>3,75,76,17,732</b>
<b>Profit before exceptional and extraordinary items and tax</b>		<b>2,32,50,688</b>	<b>1,91,62,687</b>
Exceptional items		-	-
<b>Profit before extraordinary items and tax</b>		<b>2,32,50,688</b>	<b>1,91,62,687</b>
Extraordinary Items		-	-
<b>Profit before tax</b>		<b>2,32,50,688</b>	<b>1,91,62,687</b>
Tax expense:			
Current tax		75,92,209	72,19,531
Deferred Tax Liabilities/(Assets)		(23,029)	15,464
Tax adjustment		(90,487)	-
<b>Profit (Loss) for the period from continuing operations</b>		<b>1,57,71,995</b>	<b>1,19,27,692</b>
Profit/(loss) from discontinuing operations		-	-
Tax expense of discontinuing operations		-	-
<b>Profit/(loss) from Discontinuing operations (after tax)</b>		<b>-</b>	<b>-</b>
<b>Profit (Loss) for the period</b>		<b>1,57,71,995</b>	<b>1,19,27,692</b>
<b>Earnings per equity share:</b>			
Basic		5.12	3.87
Diluted		5.12	3.87

As per our report of even date

**For C D KHAKHAR & CO.,**  
Chartered Accountants  
Firm Registration No. 141767W

**Balasubramanian Raman**  
Managing Director (DIN-00410443)

**Umakant Kashinath Bijapur**  
Ind. Director(DIN – 07269181)

**(CHETAN D KHAKHAR) Proprietor**  
Membership No. 122647

25/05/2019  
Vapi

**Lakshmi Ramanathan Iyer**  
CFO

**Silkyben Bhikhalal Shah**  
Company Secretary



**GAUTAM EXIM LIMITED**  
**Cash Flow for the period ended March 31, 2019**

PARTICULARS		Year ended 31 <sup>st</sup> March, 2019 (Rs.)	Year ended 31 <sup>st</sup> March, 2018 (Rs.)
A	<b>CASH FLOW FROM OPERATING ACTIVITIES</b>		
	<b>Net Profit/(Loss) before tax</b>	<b>2,32,50,688</b>	<b>1,91,62,687</b>
	Adjustments:		
	Depreciation and Amortization Expenses	6,75,026	6,14,831
	Interest Expenses	3,53,79,740	2,12,29,678
	Interest Income	(1,98,22,673)	(1,10,25,540)
	<b>Operating Profit / (Loss) before working capital changes</b>	<b>3,94,82,781</b>	<b>2,99,81,656</b>
	<b>Movements in working capital:</b>		
	(Increase)/decrease in Inventories	-	-
	(Increase)/decrease in Trade Receivables	(1,60,51,473)	(16,35,84,625)
	(Increase)/decrease in Loans & Advances	(1,23,00,815)	(2,18,11,727)
	(Increase)/decrease in Other Current Assets	34,85,935	(3,27,549)
	Increase/(decrease) in Trade Payables	(7,60,55,273)	12,97,93,970
	Increase/(decrease) in Current Liabilities and Provisions	1,43,47,509	2,79,64,510
	<b>Cash generated from/(used in) operations</b>	<b>(4,70,91,336)</b>	<b>20,16,235</b>
	Less : Income Tax	(75,01,722)	(72,19,531)
	Wealth tax paid	-	-
	<b>Net Cash flow from/(used in) Operating Activities</b>	<b>(5,45,93,058)</b>	<b>(52,03,296)</b>
B	<b>CASH FLOW FROM INVESTING ACTIVITIES</b>		
	Interest Income	1,98,22,673	1,10,25,540
	Purchase of Fixed Assets, including intangible assets, capital work-in-progress	(2,09,700)	(4,13,458)
	Decrease in investments	-	20,00,000
	<b>Net Cash flow from/(used in) Investing Activities</b>	<b>1,96,12,973</b>	<b>1,26,12,082</b>
C	<b>CASH FLOW FROM FINANCING ACTIVITIES</b>		
	Proceeds from issue of equity shares	-	83,10,000
	Increase in Security Premium reserve	-	2,49,30,000
	Proceeds from Long-term borrowings	-	4,00,00,000
	Repayment of long-term borrowings	(2,98,121)	(3,72,903)
	Proceeds from Short-term borrowings	3,12,23,455	(2,89,43,633)
	Interest Expenses	(3,53,79,740)	(2,12,29,678)
	Dividend paid	(30,81,000)	-
	Dividend Distribution Tax	(6,33,517)	-
	<b>Net Cash flow from/(used in) Financing Activities</b>	<b>(81,68,922)</b>	<b>2,26,93,786</b>
	<b>Net Increase/(Decrease) in Cash &amp; Cash Equivalents</b>	<b>(4,31,49,007)</b>	<b>3,01,02,572</b>
	Cash & Cash Equivalents as at beginning of the year	<b>11,70,65,805</b>	<b>8,69,63,233</b>
	<b>Cash &amp; Cash Equivalents as at end of the year</b>	<b>7,39,16,798</b>	<b>11,70,65,805</b>
	Summary of Cash and cash equivalents as at the end of the year		
	Cash on Hand	15,517	1,68,814
	Balance with Banks		
	- In Current Accounts / FD etc.	7,39,01,281	11,68,96,991
		<b>7,39,16,798</b>	<b>11,70,65,805</b>

As per our report of even date

**For C D KHAKHAR & CO.,**  
**Chartered Accountants**  
**Firm Registration No. 141767W**

**Balasubramanian Raman**  
**Managing Director (DIN-00410443)**

**Umakant Kashinath Bijapur**  
**Ind. Director(DIN – 07269181)**

**(CHETAN D KHAKHAR) Proprietor**  
**Membership No. 122647**

**Lakshmi Ramanathan Iyer**  
**CFO**

**Silkyben Bhikhalal Shah**  
**Company Secretary**

**25/05/2019**  
**Vapi**

**Note : 2 : SHARE CAPITAL**

Share Capital	As at 31st March 2019		As at 31st March 2018	
	Number	Amt. Rs.	Number	Amt. Rs.
<b>Authorized</b> Equity Shares of Rs.10 each	- 50,00,000	- 5,00,00,000.00	- 50,00,000	- 5,00,00,000.00
<b>Issued, Subscribed &amp; Fully paid-up</b> Equity Shares of Rs.10 each	30,81,000	3,08,10,000.00	30,81,000	3,08,10,000.00
<b>Total</b>	30,81,000	3,08,10,000.00	30,81,000	3,08,10,000.00

**Note : 2.1 : Reconciliation of number of Shares**

Particulars	Equity Shares		Equity Shares	
	Number	Amt. Rs.	Number	Amt. Rs.
Shares outstanding at the beginning of the year	30,81,000	3,08,10,000.00	30,81,000	3,08,10,000.00
Shares Issued during the year	-	-	-	-
Shares bought back during the year	-	-	-	-
Shares outstanding at the end of the year	30,81,000	3,08,10,000.00	30,81,000	3,08,10,000.00

**Note : 2.2 : Details of Shares held by shareholders holding more than 5% of the aggregate shares in the co.**

Name of Shareholder	As at 31st March 2019		As at 31st March 2018	
	No. of Shares held	% of Holding	No. of Shares held	% of Holding
R. Balasubramaniam	1168650	37.93%	1168650	37.93%
Nagalaxmi Balasubramaniam	989775	32.13%	989775	32.13%
Pantomath Stock Brokers Private Limited	436000	14.15%	234000	7.59%

**Note : 3 : Reserve and Surplus**

Particulars	As at 31st March 2019	As at 31st March 2018
<b>A. Securities Premium Account</b>		
Opening Balance	-	-
Add : Securities premium credited on Share issue	2,49,30,000	2,49,30,000
<u>Less : Premium Utilised for various reasons</u>	-	-
For Issuing Bonus Shares	-	-
Closing Balance	<b>2,49,30,000</b>	<b>2,49,30,000</b>
Opening balance	3,87,41,344	4,68,13,652
(+) Net Profit/(Net Loss) For the current year	1,57,71,995	1,19,27,692
(-) Preliminary Expenses Written off	-	-
(-) TRS to Share Capital	-	(2,00,00,000)
(-) Dividend paid A/C.	(30,81,000)	-
(-) Equity Dividend Distribution Tax	(6,33,517)	-
Closing Balance	<b>5,07,98,822</b>	<b>3,87,41,344</b>
<b>Total</b>	<b>7,57,28,822</b>	<b>6,36,71,344</b>

**Note : 4 : Long Term Borrowings**

Particulars	As at 31st March 2019	As at 31st March 2018
<b>Secured</b>		
(a) Term loans		
<b>From Bank &amp; Financial Institutions</b>		
- Term Loan	-	-
- Vehicle Loan	8,23,523	11,21,644
( Loan obtained from SBI for the Purchase of the Car (Wagon R). Loan payable in 59 monthly installments of Rs. 18,528/- starting from 16.11.2015 upto 15.09.2020 & Car Innova loan payable in 84 installments of 16064/- starting from 13/03/17 upto 13/02/24)		
<b>From Others</b>		
Sub-total (a)	8,23,523	11,21,644
Unsecured Loan from Director	4,00,00,000	4,00,00,000
<b>Total</b>	<b>4,08,23,523</b>	<b>4,11,21,644</b>

**Note : 5 : Short Term Borrowings**

Particulars	As at 31st March 2019	As at 31st March 2018
<b>Secured</b>		
(a) Working Capital Loans		
(b) Buyers' Credit Facilities - Foreign Currency Loan	8,28,82,002	22,37,82,708
(a) Pari pasu charge on all present and future current assets and movable fixed assets of the company along with Kotak Mahindra and DBS Bank Ltd	1,88,64,371	
Over Draft A/C DBS Bank	-	97,90,672
PID of DBS Bank	16,30,50,462	-
<b>Total</b>	<b>26,47,96,835</b>	<b>23,35,73,380</b>

**Note : 6 : Trade Payables**

Particulars	As at 31st March 2019	As at 31st March 2018
(a) Micro, Small and Medium Enterprise		
(b) Others	-	-
For Goods	2,38,12,012	7,07,06,798
For Services	7,89,18,362	10,80,83,842
For Capital Goods	-	-
<b>Total</b>	<b>10,27,30,374</b>	<b>17,87,85,647</b>

**Note : 7 : Other Current Liabilities**

Particulars	As at 31st March 2019	As at 31st March 2018
(i) Current maturities of Long Term Debt		
(i.e. Term Liability classified as current) Vehicle Loan	2,69,119	2,69,119
(ii) Statutory Remittance		
TDS Payable	93,405	2,31,553
Entry Tax and Vat Payable	-	-
Additional VAT		
Professional Tax Payable	13,420	8,100
Differ Tax Liability	-	-



<b>(iii) Credit Balance of Debtors</b>	5,00,66,395	2,30,54,695
<b>(iv) Other Payables (Specify Nature)</b>		
Interest on FCL Payable	3,96,201	11,87,725
Audit Fees Payable	97,750	97,750
Claim Payable	4,36,760	7,70,205
Professional Fees Payable	9,750	9,750
Premium on forward contact payable A/C	-	-
Internal Audit Fees Payable A/C	45,000	45,000
Bill discounting A/C	-	68,07,861
Security Deposit Pritesh Shah	1,00,000	-
Certification Fees Payable A/c	45,000	-
<b>Total</b>	<b>5,15,72,800</b>	<b>3,24,81,758</b>

**Note : 8 : Short Term Provisions**

Particulars	As at 31st March 2019	As at 31st March 2018
<b>Provision For</b>		
<b>(a) Employee benefits</b>		
(i) Contribution to PF, Worker Salary Payable, Gratuity Provisions, Other		
<b>(i) Income Tax</b>		
Net Income Tax (Prov. For Tax+Refund of I.T.-SA Tax - Adv Tax -TDS)	-	-
TCS	-	-
Provision for I.T. for FY 17-18	-	72,19,531
Provision for I.T. for FY 18-19	75,92,209	-
Provision for I.T. for FY 18-19	(45,16,046)	-
Provision for Interest	-	2,89,874
<b>(ii) Other Expenses</b>	12,223	3,22,514
<b>Total</b>	<b>30,88,386</b>	<b>78,31,919</b>





**Note : 10: Long Term Loans and Advances**

Particulars	As at 31st March 2019	As at 31st March 2018
(Unsecured and Considered Good)		
<b>a. long term loans and advances recoverable from Directors/Promoters/Promoter Group/ Associates/ Relatives of Directors/Group Company</b>	-	-
<b>b. Other Long Term Loans &amp; Advances Security Deposits</b>		
Deposit for Vapi Office	1,21,000	1,21,000
Security Deposit with GEB	33,478	33,478
Deposit for Mumbai Office	1,00,000	1,00,000
<i>(recoverable in cash or kind or for value to be received)</i>		
<b>Total</b>	<b>2,54,478</b>	<b>2,54,478</b>

**Note : 11 : Trade Receivables**

Particulars	As at 31st March 2019	As at 31st March 2018
(Unsecured and Considered Good)		
<b>a. From Directors/Promoters/ Promoter Group/ Associates / Relatives of Directors / Group Companies</b>		
Over Six Months	-	-
Others	-	-
<b>b. From Others</b>		
Over Six Months	34,70,127	15,63,009
Others	41,62,37,692	40,20,93,337
<b>Total</b>	<b>41,97,07,819</b>	<b>40,36,56,346</b>

**Note : 12 : Cash and Bank Balances**

Particulars	As at 31st March 2019	As at 31st March 2018
<b>a. Cash &amp; Bank Equivalent</b>		
Cash on hand*	15,517	1,68,814
Balances with banks		
IDBI Bank, Vapi	7,29,784	35,51,984
State Bank of India, Vapi - current	6,52,900	16,71,854
Yes Bank	43,41,089	2,72,338
Kotak Mahindra Bank (CCH)	91,44,345	4,98,79,406
Margin A/c	3,62,226	2,85,366
DBS Bank Ltd	96,78,632	-
Kotak Mahindra Bank	7,47,857	
Kotak Mahindra	25,000	
ICICI Bank A/c	10,000	
Dividend A/c Kotak Bank	50,000	
DBS Bank Ltd	200	
<b>b. Balance in Deposit Accounts</b>		
Fixed Deposit with DBS Bank	69,10,000	2,12,10,000
Fixed Deposit with Kotak Mahindra	4,12,49,246	4,00,26,042
<b>Total</b>	<b>7,39,16,798</b>	<b>11,70,65,805</b>

**Note : 13 : Short Term Loans and Advances**

Particulars	As at 31st March 2019	As at 31st March 2018
(Unsecured and Considered Good)		
<b>Advance Paid to Suppliers</b>	<b>5,75,28,957</b>	<b>5,18,42,275</b>



Interest Receivable on FDR	6,35,666	8,68,169
Delayed Interest Charges Receivable	-	6,08,072
Interest Receivable Rajvi	1,93,315	1,93,315
Advance to Step Management	2,00,000	2,00,000
Advance for Travelling	-	36,981
Prepaid Insurance	-	39,748
Bill Discounting Account	6,98,802	-
Security Deposit with BSE	-	3,32,400
GST a/c	50,72,992	35,20,074
TCS	14,43,009	10,37,592
Prepaid Interest on Supply Bills Purchase	14.83.196	-
Exchange Gain Receivable	4,44,000	-
MEIS Receivable A/c,	32,79,504	-
<b>Total</b>	<b>7,09,79,442</b>	<b>5,86,78,626</b>

**Note : 14 : Other Current Assets**

Particulars	As at 31st March 2019	As at 31st March 2018
Preliminary Expenses not w/off.		
Net Income Tax (SA Tax + Adv Tax +TDS -Prov. For Tax-Refund of I.T.)	-	34,85,935
TDS Receivable	-	-
Advance Tax	-	-
Deffered Tax Income IPO	251383	2,51,384
<b>Total</b>	<b>2,51,383</b>	<b>37,37,319</b>

**Note : 15 : Revenue from Operation**

Particulars	As at 31st March 2019	As at 31st March 2018
Sale of goods/services as applicable		
Sales of goods (Domestic)	3,25,70,05,701	3,43,04,37,260
Export sales	11,22,26,754	2,59,05,599
Sales of Finished Paper	1,58,22,36,138	16,41,84,489
<b>Total</b>	<b>4,95,14,68,593</b>	<b>3,62,05,27,348</b>
Sale of services	8,07,82,804	14,29,00,551
<b>Gross Total</b>	<b>5,03,22,51,397</b>	<b>3,76,34,27,899</b>

**Note : 16 : Other Income**

Particulars	As at 31st March 2019	As at 31st March 2018
(a) Deffered Tax IPO Income	-	2,51,384
<b>Total</b>	<b>-</b>	<b>2,51,384</b>
(b) Other Non Operating Revenue		
Interest other/billn dis.char.recod	-	3,15,607
Delayed Interest Charges Recovered	1,58,00,621	65,61,941
Interest received(Kotak)	28,55,553	26,66,547
Interest received(DBS bank)	10,19,991	14,81,445
Divident Received mutual fund	-	3,66,780
Exchange diff. A/c	14,75,003	17,08,816
Drawback Duty Received on Export	18,26,502	-
MEIS on Export Received	40,24,482	-
Interest from Debtors	1,46,508	-
<b>Gross Total</b>	<b>2,71,48,660</b>	<b>1,33,52,520</b>

**Note : 17 : Purchase of Traded Goods**

Particulars	As at 31st March 2019	As at 31st March 2018
Purchase of Trading Goods	3,21,78,77,949	3,38,13,02,044
Purchase of Services	81,03,33,314	14,66,02,317
Purchase of Finished Paper	1,66,47,99,307	18,69,59,160
<b>Total</b>	<b>4,96,37,10,570</b>	<b>3,71,48,63,521</b>

**Note : 18 : Employee Benefit Expenses**

Particulars	As at 31st March 2019	As at 31st March 2018
Salaries-staff- Vapi	29,30,954	18,99,092
Staff welfare expenses	3,52,815	2,37,569
Bonus to staff	5,39,465	4,44,738
Salaries-staff-Mumbai	4,63,832	2,43,500
Leave surrender salary	41,223	-
Ex-Gratia	26,308	2,02,644
Overtime Exp	-	1,715
Salaries to Director	28,10,000	4,20,000
Contribution to Group Gratuity Scheme	3,00,000	-
Special Incentive Bonus	70,000	-
<b>Total</b>	<b>75,34,597</b>	<b>34,49,258</b>

**Note : 19 : Finance Cost**

Particulars	As at 31st March 2019	As at 31st March 2018
Interest on bank	2,13,37,706	4,10,142
Bill discounting charges	1,16,11,822	1,31,95,987
Interest on buyer's credit	22,65,190	70,56,726
Withholding TAX	1,65,022	5,66,823
<b>Other Borrowing Cost</b>		
Bank charges	15,19,330	12,95,258
Exchange difference a/c	85,547	-
L/C opening expenses	8,76,062	14,812
Swift charges	25,000	8,36,417
Bank charges for Opening Dividend A/c.	2,13,37,706	
<b>Total</b>	<b>3,78,85,678</b>	<b>2,33,76,165</b>

**Note : 20 : Other Expenses**

Particulars	As at 31st March 2019	As at 31st March 2018
<b>Sales and Administrative Expenses</b>		
Auditor Remuneration	80,000	80,000
Adhoc Exp	-	2,500
Advertisement charges	1,155	2,600
Amendment Fees	2,000	-
Annual Listing Fees	25,000	-
Annual General Meeting	12,000	-
ASBA Fees	-	1,15,000
Balance written off	-	141
BID verification Charges	-	15,000
Books & Periodicals	3,250	600



Business Promotion Expenses	10,514	-
Certification & consultation fees	-	16,875
Clearing Charges - Export	41,03,661	-
Cleaning Expenses	3,085	-
Commission A/C	2,65,024	-
Commission on Sales	38,01,703	-
Computer Expenses	13,904	1,21,525
Conference Expenses	44,318	1,63,496
Conveyance Expenses	63,880	59,790
Courier Charges	-	47,300
Detention Charges - Export	3,107	-
Difference in Duty	4,50,924	-
Director Sitting Fees	1,72,000	2,20,000
Discount on Sales	2,19,879	-
Diwali related exp.	1,58,793	83,491
Donation account	10,200	-
Donation account 80G	2,05,000	2,00,000
Drainage charges	2,820	2,850
E Seal Exp	25,000	15,000
E- way Bill Penalty	1,14,446	-
Electrical Charges	1,24,823	1,51,439
Examination Fees	4,686	-
Export Agency charges	9,955	-
Export L/c Advising Charges	-	2,750
Export Frieght Charges	41,53,416	-
Foreign Travel Exp-Director	-	6,42,356
Gift& Souvenirs	30,322	1,60,571
Holding Charges	2,40,000	-
Insurance	6,67,734	1,92,682
Interest on vehicle loan	-	1,45,985
Interest	5,35,647	-
Internal Audit Fees	50,000	50,000
Internet charges	21,517	16,082
IPO Expenses	9,000	2,02,298
IPO EXPENSES W/OFF	-	40,51,500
L/c Amendment charges	18,006	7,254
Legal & Professional Expenses	-	9,293
Market Making Fees	6,90,000	-
MCA Fees	-	4,25,000
Medical exp.	65,890	64,427
Membership & Subscription	26,154	23,675
Notified Area Tax	-	12,315
NSDL/CDSL Charges	-	32,500
Ocean freight Interest Paid	-	-
Office Expenses	1,47,772	2,15,061
Office Rent	5,94,000	5,94,000
Postage, Telegram & Telephone	1,27,591	97,012
Premium on forward sale cont.	-	-
Premium on Sale of MEIS LICENCE	29,799	-
Printing and Stationery	3,14,265	2,66,234
Processing fees bank credit	3,97,022	3,97,100
Professional fees director	9,20,000	9,00,000
Professional fees paid	4,97,732	9,35,837



Professional Tax firm	2,500	2,500
Rate & Taxes	29,996	18,064
Rate Difference	21,66,835	-
Rating Expenses	-	1,56,000
Repair and Maintenance	3,20,143	2,39,502
Repair and Maintenance Building	-	1,01,426
ROC filling Fees	13,900	33,559
Sales Promotion Expenses	-	30,717
self Sealing Permission Exp.	30,000	-
Seminar expenses	-	4,200
Service tax	-	1,67,158
Shipping Line Charges -Export	8,50,238	-
Software solution exp	10,40,000	10,20,000
Stamping charges	68,452	7,27,461
Sundry Expenses	74,164	82,279
Tally Software Service	10,800	-
Tax audit fees	-	-
Terminal Handling Charges - Export	45,081	-
Transport Charges	7,010	9,193
Travelling ( Director & Other)	5,51,479	6,99,932
Vehical Expenses	1,42,608	1,92,345
Water Charges	15,113	20,452
Web Hosting Fees	9,000	-
<b>Gross Total</b>	<b>2,63,43,498</b>	<b>1,53,13,957</b>



## Notes forming part of the Financial Statements

### 1. Corporate Information

Gautam Exim Limited ("the Company") is a Trader and Importer of Imported Waste Paper and Indigenous Waste Paper, Chemicals and finished paper.

The Registered Office of the Company is located in Vapi, South Gujarat.

### 2. Significant accounting policies

#### a. Basis for preparation of Accounts:

The financial statements of the Company have been prepared in accordance with the Generally Accepted Accounting Principles in India (Indian GAAP) to comply with the Accounting Standards prescribed under Section 133 of the Companies Act, 2013, and the relevant provisions of the Companies Act, 2013 ("the 2013 Act"). The financial statements have been prepared on accrual basis under the historical cost convention. The accounting policies adopted in the preparation of the financial statements are consistent with those followed in the previous year.

#### b. Use of Estimates

The preparation of the financial statements in conformity with Indian GAAP requires the Management to make estimates and assumptions considered in the reported amounts of assets and liabilities (including contingent liabilities) and the reported income and expenses during the year. The Management believes that the estimates used in preparation of the financial statements are prudent and reasonable. Future results could differ due to these estimates and the differences between the actual results and the estimates are recognised in the periods in which the results are known/materialise.

#### c. Cash and cash equivalents

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.

#### d. 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 Company are segregated based on the available information.

#### e. Property, Plant and Equipments

Tangible assets are carried at cost less accumulated depreciation / amortisation and impairment losses, if any. The cost of property, plant and equipments comprises its purchase price net of any trade discounts and rebates, any import duties and other taxes (other than those subsequently recoverable from the tax authorities), any directly attributable expenditure on making the asset ready for its intended use, other incidental expenses and interest on borrowings attributable to acquisition of qualifying property, plant and equipments up to the date the asset is ready for its intended use.

#### Depreciation

Depreciable amount for assets is the cost of an asset, or other amount substituted for cost, less its estimated residual value.

Depreciation on tangible assets is calculated on the straight-line basis over the estimated useful life of all assets. The lives are in accordance with Schedule II to the Companies Act, 2013.

#### f. Borrowing Cost

Borrowing costs include Bank charges, Bank Guarantee Commission and Loan Processing charges.

#### g. Employee Benefits

Contribution to employee's benefit funds remitted to statutory authority is charged to revenue if any. No provision has been made for accruing liability for gratuity to employees. Gratuity payable is accounted for as and when payment are made.



#### h. Revenue recognition :

Net value of sales of goods and services are consider under revenue from operation.

Income from services: Revenues from contracts priced on a time and material basis are recognized when services are rendered and related costs are incurred.

#### Other income :

Interest Income is accounted on accrual basis.

#### i. Foreign currency transactions and translations :

The foreign exchange earnings was Rs.11,22,26,754/- (USD \$ 1584633)

The foreign exchange outgo was Rs. 307,17,73,921/- (USD \$ 44011087)

#### j. Earnings per share :

Basic earnings per share is computed by dividing the profit / (loss) after tax (including the post tax effect of extraordinary items, if any) by the weighted average number of equity shares outstanding during the year.

#### k. Taxes on income :

Current tax is the amount of tax payable on the taxable income for the year as determined in accordance with the provisions of the Income Tax Act, 1961.

Deferred tax is recognized on timing differences, being the differences between the taxable income and the accounting income that originate in one period and are capable of reversal in one or more subsequent periods. Deferred tax is measured using the tax rates and the tax laws enacted or substantially enacted as at the reporting date. Deferred tax liabilities are recognized for all timing differences. Deferred tax assets in respect of unabsorbed depreciation and carry forward of losses are recognized only if there is virtual certainty that there will be sufficient future taxable income available to realize such assets. Deferred tax assets are recognized for timing differences of other items only to the extent that reasonable certainty exists that sufficient future taxable income will be available against which these can be realized. Deferred tax assets and liabilities are offset if such items relate to taxes on income levied by the same governing tax laws and the Company has a legally enforceable right for such set off. Deferred tax assets are reviewed at each Balance Sheet date for their reliability Current and deferred tax relating to items directly recognized in equity is recognized in equity and not in the Statement of Profit and Loss.

#### l. Related Party Disclosure

The detail of Related Party disclosure, as required by AS-18 "Related Party Disclosure" is as under:

##### i. List of related parties and nature of relationship:

Sr. No.	Nature of Relationship	Name of Related Party
1	Key Management Personnel	Mr. Balasubramanian Raman Ms. Nagalakshmi Balasubramanian Mr. Pritesh Mahendra Shah Mr. Manishkumar Bansnarayan Ray Ms. Lakshmi Ramanathan Iyer Miss. Silkyben Bhikhalal Shah
2	Entities where control or significant influence exists	Shah Pulp And Paper Mills Limited Shah Paper Mills Limited

##### ii. Transaction with related parties

Sr. No.	Particulars	Nature of Transaction	As on 31-03-2019
1	Mr. Balasubramanian Raman	Directors Remuneration Professional Service	4,80,000 9,20,000
2	Ms. Nagalakshmi Balasubramanian	Directors Remuneration Software Solution Charges	4,80,000 10,40,000





3	Mr. Pritesh Mahendra Shah	Directors Remuneration	11,50,000
4	Mr. Manishkumar Bansnarayan Ray	Directors Remuneration	7,00,000
5	Ms. Lakshmi Ramanathan Iyer	Remuneration	4,36,382
6	Miss. Silkyben Bhikhalal Shah	Remuneration	1,55,995
7	Shah Pulp And Paper Mills Limited	Purchase of Traded Good Sale / Income from operation	130,70,03,391 76,11,67,741
8	Shah Paper Mills Limited	Purchase of Traded Good Sale / Income from Operation	35,77,92,810 211,13,95,905

**m. Micro, Small and Medium Enterprises**

According to the information and explanation provided to us, the Division has no amounts due to suppliers under the Micro, Small and Medium Enterprises Development Act, 2006 (MSMED) as at 31-03-2019 to the extent such parties have been identified by the management.

**n. Additional Information**

Sr. No.	Particulars	As on 31-03-2019	As on 31-03-2018
(i)	<b>Auditor's Remuneration</b>		
	- For Audit & Taxation Matters	27,500	27,500
	- For Company Law Matter	50,000	50,000
	- For other Services	2,500	2,500
(ii)	Value of Imports on C.I.F basis	17,02,55,713	169,32,37,286
(iii)	Expenditure in foreign currency during the year	307,17,73,921	327,66,05,719
(iv)	Earning in Foreign Currency during the year	11,22,26,754	2,59,05,599
(v)	Imported and Indigenous Consumption of Materials	488,26,77,256	356,82,61,204

**o. Previous Year Figures have been regrouped recasted wherever necessary.**

For C D KHAKHAR & CO.,  
Chartered Accountants  
Firm Registration No. 141767W

Balsubramanian Raman  
Managing Director (DIN-00410443)

Umakant Kashinath Bijapur  
Ind. Director(DIN – 07269181)

(CHETAN D KHAKHAR)  
Proprietor  
Membership No. 122647

25/05/2019  
Vapi

Lakshmi Ramanathan Iyer  
CFO

Silkyben Bhikhalal Shah  
Company Secretary



## GAUTAM EXIM LIMITED

CIN: L51100GJ2005PLC046562

Regd Off: C7/57 59, MIRGASIR COMPLEX, OPP. ADVANCE COMPLEX, N H NO 8,  
GIDC, VAPI, Gujarat - 396195

Email ID : grrpl1850@gmail.com Website : [www.gautamexim.com](http://www.gautamexim.com), Tel: 0260-2431024, Fax: 0260-2427024

### ATTENDANCE SLIP

PLEASE FILL ATTENDANCE SLIP AND HAND IT OVER AT THE ENTRANCE OF THE MEETING HALL

DP ID		Name & Address of The Registered Shareholder /Proxy
Regd. Folio No.		
No. of Shares		

I certify that I am a registered Shareholder/proxy for the registered Shareholder of the Company.

I hereby record my presence at the 14<sup>th</sup> ANNUAL GENERAL MEETING of the Company held on Saturday, the 28<sup>th</sup> September, 2019 at 11.30 a.m. at C7/57 59 MIRGASIR COMPLEX OPP ADVANCE COMPLEX N, H NO 8 GIDC, VAPI - 396195 Gujarat.

Name of Shareholder/Proxy \_\_\_\_\_

Signature of Shareholder/Proxy \_\_\_\_\_



## Form No.MGT-11

## Proxy Form

[Pursuant to section 105(6) of the Companies Act, 2013 and rule 19(3) of the Companies (Management and Administration) Rules, 2014]

Name of the member (s): \_\_\_\_\_

Registered Address: \_\_\_\_\_

E-mail Id: \_\_\_\_\_

Folio No./Client ID No. \_\_\_\_\_ DP ID No. \_\_\_\_\_

I/We, being the member (s) of equity shares of the Gautam Exim Limited, hereby appoint.

1. Name			
Address			
E-mail			
Or failing him / her	Signature		
2. Name			
Address			
E-mail			
Or failing him / her	Signature		
3. Name			
Address			
E-mail			
Or failing him / her	Signature		

as my/ our proxy to attend and vote (on a poll) for me/us and on my/our behalf at the 14<sup>th</sup> Annual General Meeting of the Company, to be held on Saturday, 28<sup>th</sup> September, 2019 at 11.30 a.m. at C7/57 59 MIRGASIR COMPLEXOPP ADVANCE COMPLEX N, H NO 8 GIDC, VAPI - 396195 Gujarat and at any adjournment thereof in respect of such resolutions as are indicated below:

Item No.	Description of Resolution	Type of Resolution (Ordinary / Special)
<b>ORDINARY BUSINESS</b>		
1	Adoption of Audited Standalone Financial Statements for the financial year ended 31st March 2019 and report of Board of Directors and Auditors thereon.	Ordinary
2	Declaration of Dividend	Ordinary
3	Appointment of Mr. Balasubramanian Raman who retires by rotation and being eligible, offers himself for reappointment	Ordinary
4	Appointment of C D Khakhar & Co., as Statutory Auditor for a period of 5 Years.	Ordinary
<b>SPECIAL BUSINESS</b>		
5	Revision of Remuneration of Mr. Manishkumar Bansnarayan Ray, Whole-time Director.	Special
6	Revision of Remuneration of Mr. Balasubramanian Raman, Managing Director.	Special

Signed this \_\_\_\_\_ day of September, 2019

Signature of Shareholder: \_\_\_\_\_ Signature of Proxy holder(s): \_\_\_\_\_

Affix  
Revenue  
Stamp

Note:

This form of proxy in order to be effective should be duly completed and deposited at the Registered Office of the Company, not less than 48 hours before the commencement of the Meeting. The Proxy need not be a member of the company



## BALLOT FORM

(To be returned to Scrutinizer appointed by the Company)

<b>Name</b>	
<b>Address</b>	
<b>DP ID*</b>	
<b>Client ID*</b>	
<b>Folio No.</b>	
<b>No. of Shares held</b>	

\*Applicable for investors holding Shares in an Electronic form.

I/ We hereby exercise my/our vote in respect of the following resolution(s) to be passed at the 14<sup>th</sup> Annual General Meeting of the Company, to be held on 28<sup>th</sup> September, 2019 at 11.30 a.m. at C7/57 59 MIRGASIR COMPLEX OPP ADVANCE COMPLEX N, H NO 8 GIDC, VAPI - 396195 Gujarat in respect of businesses as stated in the Notice dated 19<sup>th</sup> August, 2019 by conveying my/our assent/dissent to the said resolutions(s) by placing the tick (✓) mark at the box against the respective matters:

Item No.	Description of Resolution	Type of Resolution (Ordinary / Special)	I / We assent to the Resolution (FOR)	I / We dissent to the Resolution (AGAINST)	Abstain
<b>ORDINARY BUSINESS</b>					
1	Adoption of Audited Standalone Financial Statements for the financial year ended 31st March 2019 and report of Board of Directors and Auditors thereon.	Ordinary			
2	Declare Dividend	Ordinary			
3	Appointment of Mr. Balasubramanian Raman who retires by rotation and being eligible, offers himself for reappointment	Ordinary			
4	Appointment of C D Khakhar & Co., as Statutory Auditor for a period of 5 Years.	Ordinary			
<b>SPECIAL BUSINESS</b>					
5	Revision of Remuneration of Mr. Manishkumar Bansnarayan Ray, Whole-time Director.	Special			
6	Revision of Remuneration of Mr. Balasubramanian Raman, Managing Director.	Special			

Place :

Date :

\_\_\_\_\_  
Signature of the Member/ Beneficial Owner

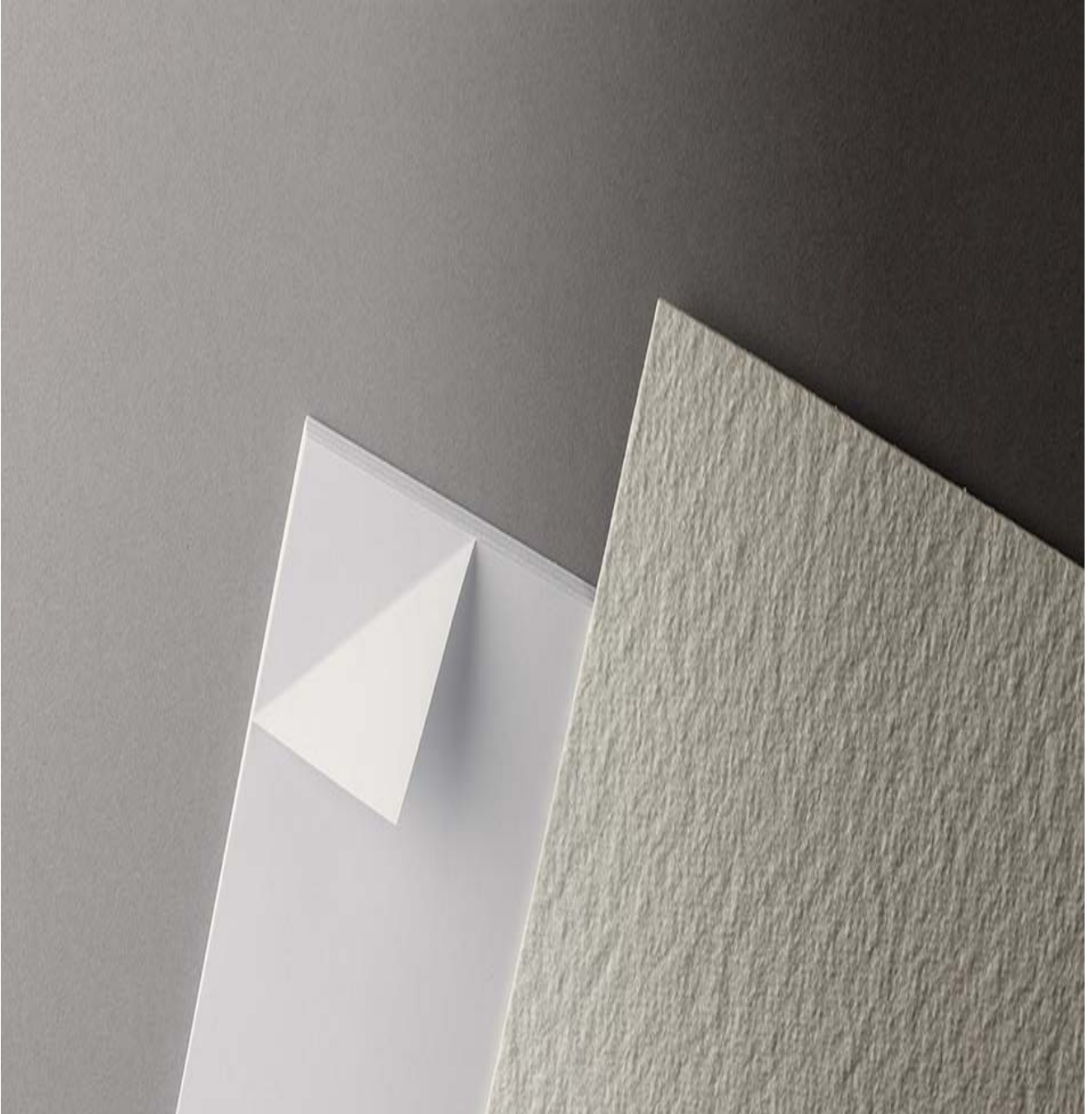
### ELECTRONIC VOTING PARTICULAR

<b>EVEN (E VOTING EVENT NUMBER)</b>
<b>111519</b>

### INSTRUCTIONS FOR FILLING THE BALLOT FORM

- A member desiring to vote by ballot form may complete this ballot form and send it to the Scrutinizer, appointed by the Company viz: Mr. Vishal Dewang, Practicing Company Secretary, C/o. Gautam Exim Limited, C7/57 59, MIRGASIR COMPLEX, OPP. ADVANCE COMPLEX, N H NO 8, GIDC, VAPI - 396195, GUJARAT, Gujarat
- In case of Companies, trusts, societies, etc. the duly completed ballot form should be accompanied by a certified true copy of Board Resolution/ Authority.
- Unsigned Ballot Forms will be rejected
- A Member need not cast all the votes in the same way.
- Duly completed Ballot Form should reach the Scrutinizer not later than 5.00 p.m. on Friday, the 27<sup>th</sup> September, 2019 at the address mentioned in point no.1 above.
- The Scrutinizer's decision on the validity of Ballot Form will be final.

# BOOK POST



If Undelivered, Please return to  
**GAUTAM EXIM LIMITED**

**REGISTERED OFFICE**

**C7/57 59 Mirgasir Complex, Opp. Advance Complex,  
N. H. No. 8, GIDC, Vapi – 396195, Gujarat  
Tele / Fax : 91-260-2432998 / 91 260 2431988  
E-mail : [mani@gautamexim.com](mailto:mani@gautamexim.com)  
Website : [www.gautamexim.com](http://www.gautamexim.com)**