

August 2, 2018

To,  
BSE Ltd.  
P. J. Towers,  
Dalal Street,  
Mumbai – 400001  
(Scrip Code : 532687)

National Stock Exchange of India Ltd.  
Exchange Plaza,  
Bandra Kurla Complex,  
Bandra East, Mumbai – 400051  
(Scrip Symbol – REPRO)

Dear Sir / Madam,

**Sub: Soft copy of Annual Report pursuant to Regulation 34 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015.**

Pursuant to Regulation 34 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, please find enclosed herewith a soft copy of Annual Report for the Financial Year 2017-18 of Repro India Limited approved and adopted in the Annual General Meeting of the Company held on Wednesday, August 01, 2018 at M.I.G. Cricket Club, Galaxy Hall, 2nd Floor, M.I.G. Colony, Bandra (East), Mumbai 400 051 at 11.30 a.m. as per the provisions of Companies Act, 2013.

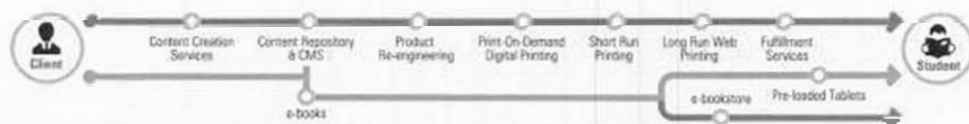
Thanking you,

Yours faithfully,  
For REPRO INDIA LIMITED,

*Kajal*

**KAJAL DAMANIA**  
**COMPANY SECRETARY & COMPLIANCE OFFICER**

Encl: As above.



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Harnessing technology.  
Reaching readers.

# The <sup>new</sup> normal

Any book! Anytime! Anywhere!



BOOKS ON DEMAND. ANYTIME, ANYWHERE

ANNUAL REPORT 2018





Harnessing technology.  
Reaching readers.

It's a milestone year. We are 25 years young – the perfect age where we are ready to leap into the opportunities of the future, with the experience of the past.

As we enter a future full of excitement, we dedicate this Annual Report to every stakeholder who has been a part of our journey in making books available to readers – while helping publishers grow their business.



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Repro India, as a Content Aggregator, bridges the miles between content owners (Publishers) and their end customer. Repro's clients who are publishers all over the world own content which requires to be delivered to their customers – who are students or readers. These physical books or e-books need to be delivered on any media (book, computers, tablets or mobiles). Repro India bridges this requirement by delivering the books in the required time, at the required price, anywhere in the world to students or readers.

Repro offers services which range from Content Designing to Digital Warehousing – from Content Adaptation to Multimedia Enhancements and from producing millions of books for students – to just One Book on Demand for the e-Commerce/e-tailers' customer. Repro has a presence across India, Africa, US and UK and has been partnering with publishers all over the world for over 2 decades, pioneering unique solutions required in the Industry.

### **Repro India Limited**

11<sup>th</sup> Floor, Sun Paradise Business Plaza, B Wing, Senapati Bapat Marg,  
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A complete version of this Annual report is available at **[www.reproindia ltd.com](http://www.reproindia ltd.com)**

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Shop from your armchair?

**Normal!**

Choose a movie at home?

**Normal!**

Book a cab from your phone?

**Normal!**

GETTING ANY ONE OF  
**A MILLION BOOKS...**

TO ANY ONE OF  
**A MILLION READERS...**

**IN JUST A FEW HOURS...**

*The <sup>new</sup> normal*

# Contents

|  |     |
|--|-----|
| 1. A CHANGING ONLINE RETAIL LANDSCAPE              |     |
| <i>A new marketplace</i>                           | 3   |
| 2. THE INDIA OPPORTUNITY IS HERE AND NOW!          |     |
| <i>The exploding potential</i>                     | 7   |
| 3. THE PUBLISHING ECO-SYSTEM DISRUPTED             |     |
| <i>The new way</i>                                 | 11  |
| 4. AGGREGATING MORE BOOKS...                       |     |
| REACHING MORE READERS                              |     |
| <i>Repro – A new solution</i>                      | 15  |
| 5. TAPPING THE REACH OF E-RETAIL GIANTS            |     |
| <i>Repro – Generating online demand</i>            | 19  |
| 6. A TIE-UP WITH A WORLD LEADER                    |     |
| <i>Repro – Building partnerships</i>               | 21  |
| 7. TAPPING THE SCHOOL MARKETS                      |     |
| <i>Repro – Reaching books directly to students</i> | 23  |
| 8. MEETING THE NEEDS OF PUBLISHERS – GLOBALLY      |     |
| <i>Repro – Producing one book to a million</i>     | 25  |
| 9. THE POWER OF TECHNOLOGY                         |     |
| <i>The infrastructure advantage</i>                | 29  |
| 10. THE FUTURE                                     |     |
| <i>The opportunity is waiting</i>                  | 31  |
| 11. BOARD OF DIRECTORS                             | 32  |
| 12. CHAIRMAN'S STATEMENT                           | 34  |
| 13. PERFORMANCE HIGHLIGHTS                         | 38  |
| 14. DIRECTOR'S REPORT                              | 39  |
| 15. CORPORATE GOVERNANCE                           | 80  |
| 16. MANAGEMENT DISCUSSION AND ANALYSIS             | 100 |
| 17. FINANCIALS – STANDALONE                        | 107 |
| 18. FINANCIALS – CONSOLIDATED                      | 178 |

# The <sup>new</sup> normal is here

Uber did it in the passenger transport industry. Airbnb did it in the hotel industry. And now Repro is doing it in the publishing industry. Creating a platform that disrupts the traditional, making way for a whole new paradigm.

Platforms of aggregation have changed the way companies reach their customers. If 10 years ago, anyone had predicted that people would order a cab on their phone, it would have been unbelievable. But reality has hit. Groceries, clothes, electronics, furniture, pizza, movie tickets... just about everything can be bought from the comfort of home.

This ripple of change has hit the book industry, creating an enormous opportunity for publishers in India.

As we reach the milestone year of 25, we're poised and ready to ride this opportunity. By helping create never before paradigms, by harnessing technology and by integrating more books to reach more readers. Anytime. Anywhere.

**FLICK, PICK,**



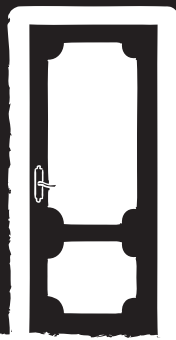
**CLICK...**



**AND**

**ITS AT YOUR**

**DO**



**RSTEP**

## Chapter - 1

### A NEW MARKETPLACE

# A changing online retail landscape

---

The publishing industry is being dramatically impacted by the rapid growth of e-commerce in India, which has been on a fast upward trajectory. By 2034, forecasts suggest that Indian e-commerce will surpass even the USA to become the second largest e-commerce market globally.

A recent survey of trends in retail shopping indicates that e-commerce has added on more than 40 new buying options for the digital shopper. This is on the rise. With networked connections of people, process and data exploding, it is expected that potential shopping formats may well increase to 800 and beyond. Just some of the kind of options we could see are mobile devices with live web engagements; checkout optimisation; mobile payments; augmented reality and drone delivery. Some of these have already started in a small way.

Take a look at some figures on how e-commerce is growing and impacting business:

1. By 2020 the Indian e-commerce market is expected to touch \$64 billion.
2. This is expected to go up further to \$200 billion by 2026.

With a greater focus on infrastructure, India's internet users are on the path to cross 800 million by 2021. A report suggests that by the end of this year, Indian e-retail will touch \$17.5 billion, growing at a rate of 15% year on year.

In the last several years, shopping on the mobile has been increasing. Many more customers are using their mobile phones for their shopping needs. A recent survey suggested that almost half of internet users from the Asia Pacific region and more than 20% of people from North America regularly shop via a mobile device, either a smartphone or a tablet computer. The respondents also stated that mobile phones would become the primary mode of shopping in the near future.

By **2020** the Indian e-commerce market is expected to touch **\$64 billion**

According to recent market research, mobile phone internet user penetration in India is projected to reach 37.36% of the population in 2021, total internet audiences in India are estimated to surpass 635 million online users in 2021.

What is all this doing to the publishing industry?

## **India's online book sales expected to cross \$1.2 billion by 2021**

Recognising this trend, most publishers are scrambling to get their books digitised and on digital storefronts. As it stands

today, India has over 9000 organised publishers. Surveys suggest that 70% of these have digitised their content to make it available to online shoppers.

In terms of e-retailers, the larger ones like Flipkart and Amazon are well ahead in the business of online selling. Flipkart says it had 4 million titles available to its 6 million user base. And its book sales have crossed 750,000 within a few years of its launch – with more than half its buyers returning to re-purchase.

**15%** of all online sales are books and this is rapidly growing

## Reaching readers – in a click

But a fact that dramatically impacts the publishing industry and Repro, is that books are among the highest items purchased online. Users are getting more and more accustomed to the habit of browsing and purchasing a book online and having it delivered home. With a competitive market, e-retailers are offering innovations that drive users to their mobile phone to shop – like sample texts as previews; reviews from other readers; algorithms that throw up readers' choices etc. All these make the process of choosing a book online more pleasurable and convenient.

The publishing industry, in which Repro operates, is thus undergoing significant changes due to the disruption in the e-retail environment. With books being among the largest component of items sold on e-commerce sites, the opportunity in this space is clearly enormous.





**INDIA'S  
BOOK MARKET  
EXPECTED TO TOUCH  
\$12 BN**



## Chapter - 2

### THE EXPLODING POTENTIAL

# The India

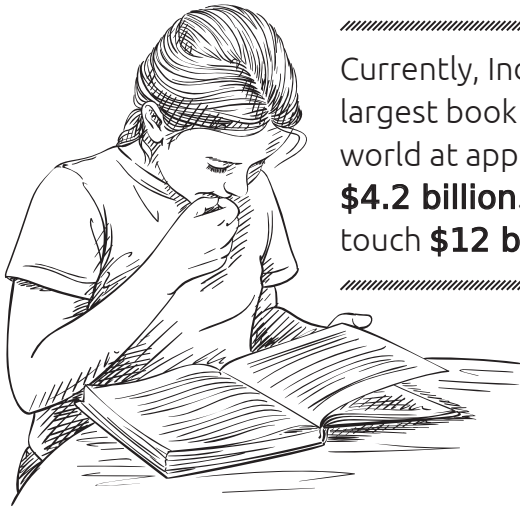
## opportunity is here and now!

---

India is one of the fastest growing book markets in the world. It is estimated to touch \$12 billion by 2020. At approximately \$4.2 billion and growing at a CAGR of 19%, it is the 6th largest book market globally.

Reading for entertainment has always been an important part of the book industry and the market for general trade books that includes fiction, non-fiction and non-educational children's book is growing. But the new trend in India is that increasingly school books are occupying a larger share of the market that they were before.

Thanks to a focus on education, India's literacy rate has improved dramatically over the last decade. According to the 2009 National Youth Readership Survey, three out of four youths in the country are literate, and a quarter of the youth population (an astonishing 83 million) identify themselves as book readers. By 2020, the country's literacy level is projected to reach 90%.



Currently, India is the 6th largest book market in the world at approximately **\$4.2 billion**. This is likely to touch **\$12 billion** by 2020.



The impact of this on the book industry can be imagined. India is currently the world's second most populated country with a population of over 1.2 billion people. With a majority of these being able to read and write, the demand for books is expected to increase dramatically.

Other factors are adding to the expected growth of book demand. One being the robust expansion of the economy with

an average GDP increase of 8% over the last few years – making India one of the world's fastest growing economies.

When one studies the book buying habits of Indians, some clear trends emerge.

## Education books

While pleasure reading is increasing with the demand for trade books on the rise, the biggest boom is in the children's school books segment. This segment accounts for the largest chunk of the book market. Books in the K-12 segment re-estimated to account for more than 71% of the market and higher education books, another 20%. Repro has a strong presence in both these segments.

In India, it is estimated that the book industry has a **CAGR of 19.3%**

## The challenge of e-retail

The publishing industry is changing and brick and mortar stores are having to deal with competition from e-commerce. Online retailers are giving book stores a run for their money in terms of price and speed of delivery. Recognising the changing scenario in the publishing industry, Repro has built tech platforms that are disrupting the publishing process to reach readers globally.



NEW MARKETS,  
NEW MINDSETS,



The <sup>new</sup> normal

*Driven by Repro's Tech Platform*

## Chapter - 3

### THE NEW WAY

# The publishing eco-system disrupted

---

**T**he publishing industry, is clearly on a growth track – both in India and globally. The CAGR for the Indian book market stands at about 20% over the last four years. Publishing revenues are expected to touch \$12 billion by 2020. Set against this growing business, e-commerce is disrupting the way people are buying and selling books.

### **Re-organising a traditional business**

Thanks to advances in information and communication technologies, business strategies such as mass customisation, globalisation and shorter production cycles are coming into play creating new paradigms and opening up new channels of distribution.

The traditional publishing process is often unwieldy and unorganised, leading to many inefficiencies. Publishers face the challenge of dealing with obsolete content, managing

complex inventory, warehousing costs, logistic issues and a long and frustrating collection cycle. The issue of returns is also a pressing one with most retailers only willing to stock on a consignment basis. The issue of piracy and long credit cycles compounds the problem.

### **Challenges publishers face**

1. Unorganised print and publishing industry
2. Warehousing and inventory costs
3. Difficulty in forecasting
4. High costs and wastage
5. Obsolescence, resulting in unsellable inventory
6. Limited reach of the traditional distributors and distribution system
7. Returns and collections



### **The new way**

In the traditional model, publishers find it hard to make their books visible to readers with publishers' reach restricted to physical distribution and sales channels. But thanks to technology and the internet, the market has changed. Traditional distribution models are giving way to the online model. Retailers are moving to selling online and readers are finding it easier and more convenient to buy from their device.

### **The demanding user**

With e-retail making buyers used to getting what they want, when they want, instantly, readers too are getting more

demanding. They now know they can have access to more books, at better prices and faster.

With 'time-to-customer' reducing, smaller players are finding it hard to meet the speed of response that the e-world demands. Warehousing and large inventories are becoming more difficult to manage and commercially unfeasible now more than ever. Digital platforms and models are edging out older traditional supply chains, and taking over the process of content, production and distribution.

## **The online solution**

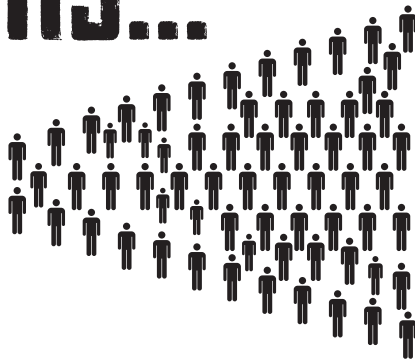
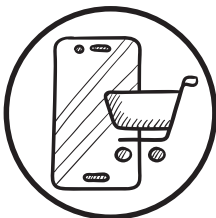
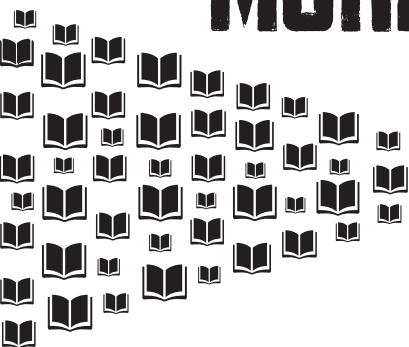
Publishers are increasingly looking for solutions that will help them take advantage of the opportunity that e-commerce has thrown up.

In this new way, publishers with digitised books, have the distinct advantage. These challenges, alongside the digital revolution, are giving rise to a new readership and market. Repro has stayed abreast of technology in order to provide publishers with the solutions for taking advantage of the e-commerce revolution. And this is the opportunity that Repro is capitalising on.





REACHING  
MORE BOOKS...



TO  
MORE READERS...

ANY TIME,  
ANYWHERE

The <sup>new</sup> normal

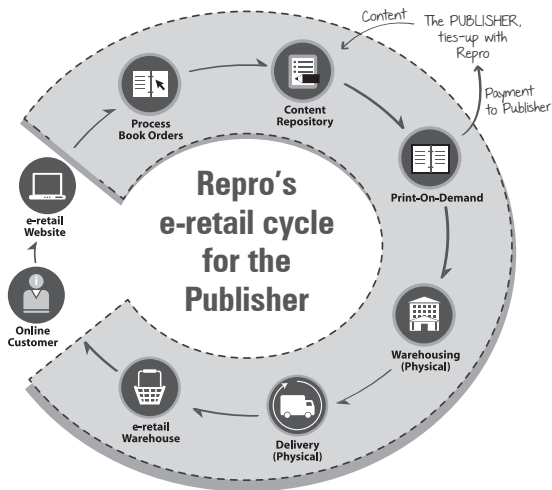
*Driven by Repro's Tech Platform*

## Chapter - 4

### REPRO – A NEW SOLUTION

# Aggregating more books... reaching more readers

The Repro solution has been designed so that every publisher can reach his reader, without any of the traditional headaches. In order to reach the right book to the reader, Repro has built tech platforms that have disrupted the publishing process to reach readers globally.



## Here's how it works

1. Repro aggregates book titles in digital form (content) from the publisher (the content owners) and archives them in a digital warehouse.
2. Titles are listed on e-retail storefronts like Amazon, Flipkart etc.
3. Content for a book is accessed on demand when an order is placed through an e-retail channel.
4. The book is then produced, delivered 'just-in-time' to the end user in India and across the world.
5. The solution extends to distribution and collection – Repro gives publishers their distribution share for each book purchased and produced.
6. Since the book is produced after it has been bought, it results in benefits for publishers including:
  - 📖 zero inventory
  - 📖 zero up-front investment
  - 📖 zero forecasting
  - 📖 zero obsolescence
  - 📖 zero freight costs
  - 📖 zero warehousing costs
  - 📖 zero returns
  - 📖 zero loss in sales

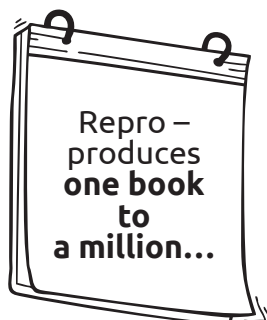
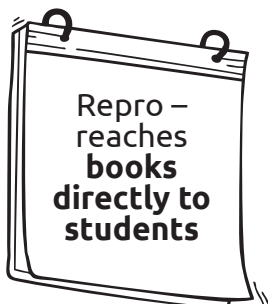
The solution is designed to reach the readers with the books they want – wherever and whenever they want!

Repro has designed this solution so that publishers can reach their readers, students and avail of many new channels to increase their sales while being cost effective.



# THE REPRO SOLUTION: CREATING PLATFORMS THAT DISRUPT

Repro's tech platforms are  
disrupting the publishing process  
and reaching more readers... globally!

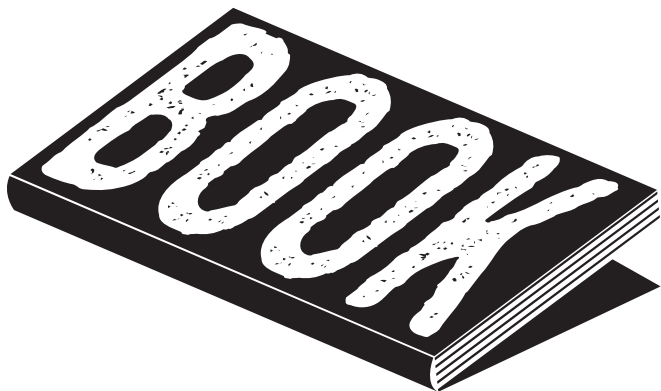


**Books on demand...  
anytime, anywhere!**



# PRODUCING

A



## AFTER IT HAS BEEN

## BOUGHT

The <sup>new</sup> normal

*Driven by Repro's Tech Platform*

## Chapter - 5

### REPRO – GENERATING ONLINE DEMAND

# Tapping the reach of **e-retail** giants

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**T**hanks to e-commerce, retail has changed exponentially, and today's online consumer explores all sorts of never-before channels. The Repro solution fulfills the demand through various channels – by aggregating, digitising, listing titles on online storefronts, producing on demand, delivering anywhere in the world.

Repro has entered tie-ups with India's largest e-retailers.

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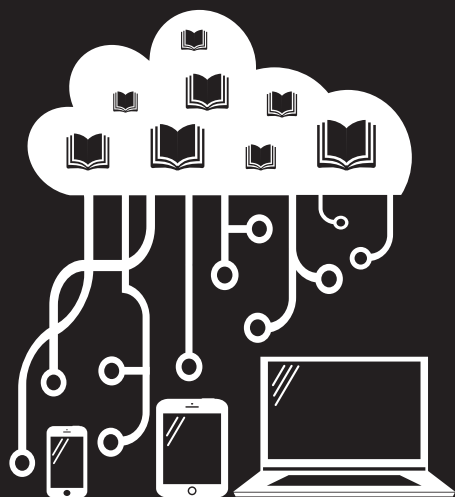


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By placing books on these channels, the global market is opened up to every publisher's books. Orders for books placed on these channels, are fulfilled comprehensively by Repro.



**AGGREGATING  
COLLABORATING  
EXPANDING**

*The <sup>new</sup> normal*

*Driven by Repro's Tech Platform*

## Chapter - 6

### REPRO – BUILDING PARTNERSHIPS

# A tie-up with a world leader

---

Repro's tie-up with the Ingram Content Group brings with it a slew of benefits – to publishers and readers.

- 📖 Ingram Content Group is one of the world's largest content aggregators with more than 14 million titles in their repository
- 📖 They have a reach of over 39,000 global distribution partners – both e-tail and physical
- 📖 With this tie-up, we can take their books to the world through the Ingram Global Connect programme.

Repro offers value added distribution for publishers by pre-printing and stocking front titles to capture larger market share. It also offers pre-ordering and bundling offers. Further, visibility and sales are improved by offering marketing and promotions.



GETTING  
BOOKS TO  
STUDENTS...



AT THEIR  
DOORSTEP



The <sup>new</sup> normal

*Driven by Repro's Tech Platform*

## Chapter - 7

### REPRO – REACHING BOOKS DIRECTLY TO STUDENTS

# Tapping the school markets

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**R**ecognising the challenges that parents and students face at the beginning of every new school year, Repro has put into place a new solution that takes text books and other educational books directly to students – right to their doorstep.

With strong relationships with numerous publishers already in place, Repro discovers the books that a school is prescribing. It then aggregates those books from publishers and stores them in digital archives, ready for print when an order is placed.

These books are also listed on preferred e-retail channels on specific school pages. When orders are placed by students or parents, Repro produces and fulfills the orders delivering the books directly to students at their homes.

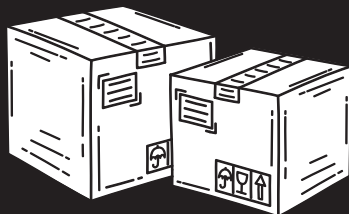
For parents and students it means no more rushing to bookstores, or finding books out of stock. For publishers it means increased sales with minimised logistics while saving costs.



**ONE BOOK...**

**OR A  
MILLION...**

**PRODUCED  
AND**



**DELIVERED**

*The <sup>new</sup> normal*

*Driven by Repro's Tech Platform*

## Chapter - 8

### REPRO – PRODUCING ONE BOOK TO A MILLION

# Meeting the needs of publishers – globally

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## Education – an enduring focus

Over the last several years, Repro has achieved a position of strength in the space of education publishing solutions. It has strong relationships with some of the world's largest publishers. Its businesses encompass solutions to educational publishers across India and African countries. Education has long defined the company's drive to be a total solutions provider for educational publishers everywhere. Today, Repro meets the content, print and digital requirements of some of the largest educational publishers. The company's vision is to partner customers and enable them to deliver quality educational material to customers' end users, i.e., students.

## Customised solutions

It is with this vision that Repro has, over the years, invested in skills, technologies and systems so that the company is able

to provide customers with every solution that enables them to improve educational products and thereby contribute to education. Repro partners publishers by planning and mass producing the right product, at the right price, in the required time – reaching it anywhere in the world. Having understood the price and quality sensitivity of the school publishing segment, the education solution helps publishers increase their business by adding value at every stage.

## **A wide product range**

Repro's product range includes text books, supplementary books, higher education books, distance learning and vocational courseware. With technologies and syllabi changing frequently, version management and obsolescence control becomes important particularly in the segments of higher education and courseware.

A large number of India's largest publishers – both Indian and multinational – have already tied in with us to avail of this solution and are reaching their books to a wider readership than ever before.

Repro already has a strong presence in 27 countries across Africa, educational books are produced for Governments as well as schools in large numbers. Repro has strategic relationships with several MNC publishers where Repro offers an integrated value added print and fulfillment offering.

In India too, Repro has a large customer base of some of the world's largest multinational publishers, as well as leading Indian publishers.



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**Repro's product range** includes text books, supplementary books, higher education books, distance learning and vocational courseware

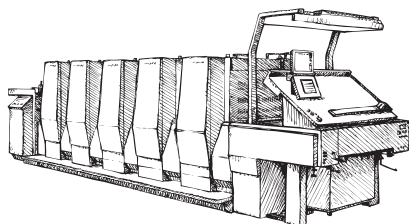
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Since Repro offers customised solutions, often of a contractual nature, the long-term relationships result in benefits for all stakeholders – and some of these include:

- 📖 **Partnership** rather than transactional business
- 📖 Understanding of business – **value added services**
- 📖 Tied-in to relationship – **long-term view and planning**
- 📖 **Predictable Annual business** – aids optimal planning
- 📖 **More value** for a service based model for clients



TECHNOLOGY  
HARNESSED...



SOLUTIONS  
CUSTOMISED

The <sup>new</sup> normal

*Driven by Repro's Tech Platform*

## Chapter - 9

### THE INFRASTRUCTURE ADVANTAGE

# The Power of technology

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**R**epro's infrastructure has been custom built to meet the needs of the growing on demand segments, while also meeting the massive needs of educational publishers in India and globally.

### **State-of-the-art POD technology**

Repro has invested in state-of-the-art digital print on demand technology that ensures that client needs for even a single copy are met cost effectively. Repro has invested in infrastructure for specifically identified segments of operations.

### **The Special Economic Zone (SEZ) advantage**

Repro has built a solution for optimum pricing and the fastest time to market. The custom built facility in the Special Economic Zone (SEZ) gives international publishers the advantage of cost, turn-around time, delivery in India and internationally.



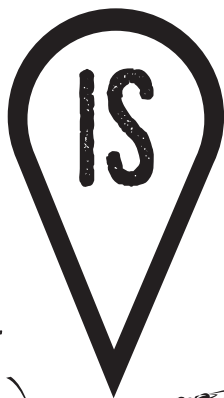


THE

FUTURE

WHERE

WE ARE



The future...  
The excitement...  
**The opportunity...**  
is waiting

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**T**he future looks very exciting. E-retailing is exploding and we are ready to seize the opportunity. New formats for buying, greater accessibility and a wider choice, will unquestionably grow the demand for books. Keeping pace with the changing market trends remains our focus. And helping publishers ride this enormous opportunity remains our mission.

The future is upon us. We have imagined it, we have anticipated it and we have planned for it. We, as partners, are committed to making the most of the opportunities that the future will bring.

Because the future we are all waiting for, is here!



## Board of Directors

The Board of Directors has among its members distinguished personalities from different walks of life, who have shared their experience and expertise and helped make Repro a leading publishing solutions company.

## Executive Directors



## COMPANY SECRETARY & COMPLIANCE OFFICER

Kajal Damania

## AUDITORS:

**BSR & Co. LLP**, Chartered Accountants

## BANKERS

Axis Bank Ltd. | IndusInd Bank Ltd.  
Standard Chartered Bank | State Bank of India

## SOLICITORS

Crawford Bayley & Co., Solicitors and Advocates

## REGISTRAR AND TRANSFER AGENTS

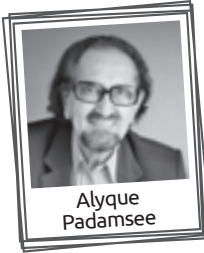
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Website: [www.linkintime.co.in](http://www.linkintime.co.in)

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## Non-Executive Directors



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Fax: +91 44 2449 0836

Website: [www.reproindialtd.com](http://www.reproindialtd.com)

# Strategy of growth

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**Dear Shareholders,**

Today, we are standing at an exciting point in our growth. We are 25 years young. 25 – the perfect age where we are ready to leap into the opportunities of the future, with the experience of the past to support our newer initiatives.

## **The emergence of aggregation**

It's been an exciting year. The world has experienced more change in the last 10 years than it has in the last entire century. If 10 years ago, anyone had predicted that the average person would do his or her shopping on a phone, that prediction would have been met with disbelief. But we are in 2018 and the reality has hit.

Companies like Uber, Airbnb, Zomato, among others, have changed the way people shop and use services by creating tech based platforms where buyers and sellers can come together.

What these companies are doing in the people transport, travel, food and other industries, Repro is doing in the publishing industry. And all this is possible because of the e-commerce revolution.

////////////////////////////////////  
There are about **148 million people**  
**shopping** online in India alone  
////////////////////////////////////

## The e-commerce boom

India is one of the world's fastest growing e-commerce market places. Millions of internet users are being added continuously, all of them shopping using the inexpensive mobile connections they now have access to. As of today, there are about 148 million people shopping online in India alone, with rapid growth projected that will see an additional 210 million users shopping online by 2020. In 2015, e-commerce in India through the mobile amounted to \$7.78 billion. By 2020, this figure is expected to reach \$63.53 billion.

When one co-relates this figure to books, the potential is mind boggling. With books accounting for 15% of the overall e-retail trade, one can see the potential of the market.

////////////////////////////////////

Books account for **15% of the overall e-retail trade.**

This is creating an enormous opportunity for Repro

////////////////////////////////////

The market for books in India will touch \$12 billion by 2020. Repro has taken the lead in the online book sales revolution in India, to explode this growing opportunity.

## Giving publishers a tech platform

In this environment, publishers that have not digitised to reach their customers online, are being left behind. At Repro, this is where we have seen our opportunity, where we are disrupting the traditional publishing industry and creating a new normal.

## A strategy gaining traction

Over the last year, our strategy of aggregating books and making them available to more readers has gained traction and the results reflect this change and focus. We aggregate publishers' books in our digital warehouses, and make them available to readers online.

## Continuing a strategy of growth

We have continued our aggressive growth strategy of aggregating more and more titles, and tying up with more and more online channels. We have invested in relationships with leading online retailers like Amazon, Flipkart and other key players. As a part of Ingram's Global Connect Program, we offer customers access to millions of international titles in India.

////////////////////////////////////  
We **aggregate books** on an online platform,  
so that more readers can access more books  
////////////////////////////////////

We have also put into place strategies for reaching all stakeholders in the publishing value chain. We reach school books directly to students by aggregating and archiving prescribed books on digital storefronts.

To achieve these objectives, we have invested in a state-of-the-art manufacturing facility that has been custom built for the e-tail business. The facility, based in Bhiwandi, prints and delivers even a single book to a customer, who can place the order online.

## Strengthening current businesses

In terms of our traditional print businesses, our focus on value added services for MNC customers – leading to predictability of business and better realisations.

In Africa too, a similar strategy is followed, in a now reviving market. Our existing relationships with publishers in more than 27 African countries is ensuring that our business in Africa is picking up as the economy revives.

The cost rationalisation strategy that we had put into place last year has borne fruit, and we have achieved significant efficiencies due to the right product mix.



## Being Future Ready

We are set to harness technology to greater effect and build newer platforms to increase business opportunities and explore new models of growth. The future looks very exciting.

In conclusion, e-commerce is changing our lives; Aggregators like Uber, Airbnb and others are growing rapidly; the book market is exploding; online sales and e-retail giants like Amazon, Flipkart etc. are changing the paradigm, and Repro is seizing the booming online opportunity by creating disruptive solutions for its customers.

I take this opportunity to thank all of you and also congratulate you all on this milestone moment.

I look forward to your continued support in the years to come.

Thank you  
Vinod Vohra





## Performance Highlights

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**7500** books per day are being sold on **e-retail channels** through **books on demand**

**Global MNC publisher** giants including Oxford University Press, Cambridge University Press, MacMillan, Pearson, etc., constitute **25% of sales** for publishing services

**Re-certified with the Forest Stewardship Council** – one of the few printers in India with this certification

With an **EBITA of ₹42 cr**, the **consolidated PAT reaches ₹16.39 cr** from a negative of ₹0.55 cr (YOY)

### **Debt: Equity ratio**

Consolidated Financials: down to **0.65** in FY 2017-18 **from 1.47** in FY 2016-17

Standalone Financials: down to **0.52** in FY 2017-18 **from 1.25** in FY 2016-17

### **EPS**

Consolidated Financials: ₹**14.72** in FY 2017-18 **from -0.51** in FY 2016-17

Standalone Financials: ₹**27.12** in FY 2017-18 **from 1.77** in FY 2016-17

# DIRECTORS' REPORT

To

## The Members,

Your Directors take pleasure in presenting the Twenty-Fifth Annual Report of your Company together with the Audited Financial Statements for the financial year ended on March 31, 2018.

### Taking advantage of the e-commerce boom

The last few years have seen a dramatic disruption in the retail segment thanks to a boom in e-commerce. This has had a major impact on the publishing industry in which your Company operates. Having been close to ground realities, your Company has foreseen these changes and implemented strategies to take advantage of this boom. Your Company has built platforms that are disrupting the way the publishing industry operates. Thus, your Company reaches many more readers through many newer online channels, that enable a reader anywhere in the world to get a book when he wants and where he wants.

Your Company is doing this by investing in newer business technologies and processes in order to lay the ground for sustained growth. Hence, your Company can absorb the changes the future will bring – especially in light of the everchanging nature of the digital space and the opportunities thrown up.

The key strategies and areas of focus are:

- A focus on building and growing solutions in the e-retail space for exponential growth
- A focus on consolidation of “right” customers (the large publishing houses in India / MNCs) in the traditional businesses i.e., India and Africa
- A focus on consolidating and retaining the best customers and working towards the security of funds in Africa
- A continued focus on education with publishers

The overall business focus will remain on financial consolidation, cash flows and collections, improving financial ratios and reduction of expenses.

### FINANCIAL RESULTS

The summarised financial results of the Company for the Financial Year ended March 31, 2018 are presented below:

#### STANDALONE

(₹ in Lakhs)

| Particulars                                       | Financial Year |          |
|---|----------------|----------|
|   | 2017-18        | 2016-17  |
| Revenue from operations                           | 23288.51       | 29385.12 |
| Profit before interest, depreciation and taxation | 4441.62        | 2226.38  |
| Financial Expenses (net of interest income)       | 293.81         | 956.69   |
| Depreciation                                      | 1275.40        | 1275.64  |
| Profit before tax                                 | 2872.41        | (5.95)   |
| Tax Expenses                                      | 148.63         | 198.65   |
| Profit after Tax                                  | 3021.04        | 192.70   |
| Transfer to General Reserve                       | -              | -        |
| Proposed Dividend                                 | -              | -        |
| Tax on Dividend                                   | -              | -        |

## CONSOLIDATED

(₹ in Lakhs)

| Particulars                                       | Financial Year |          |
|---|----------------|----------|
|   | 2017-18        | 2016-17  |
| Revenue from operations                           | 29931.28       | 32145.57 |
| Profit before interest, depreciation and taxation | 3577.65        | 2562.40  |
| Financial Expenses (net of interest income)       | 669.97         | 1393.76  |
| Depreciation                                      | 1417.15        | 1422.52  |
| Profit before tax                                 | 1490.53        | (253.88) |
| Tax Expenses                                      | 148.63         | 198.65   |
| Profit after Tax                                  | 1639.16        | (55.23)  |
| Transfer to General Reserve                       | -              | -        |
| Proposed Dividend                                 | -              | -        |
| Tax on Dividend                                   | -              | -        |

Note: Previous year's figures have been regrouped/reclassified, wherever necessary to correspond with the current year classification/disclosure.

## PERFORMANCE OVERVIEW

The highlights of the Company's Standalone and Consolidated performance are as under:

**Standalone:** During the year there has been a 20.75% reduction in the revenues from ₹ 29385.12 Lakhs to ₹ 23288.51 Lakhs. The Company's profit for the financial year is ₹ 2872.41 Lakhs whereas, in the last year, the loss before tax was ₹ 5.95 Lakhs.

**Consolidated:** During the year there has been a reduction in revenue by 6.89% from ₹ 32145.57 Lakhs to ₹ 29931.28 Lakhs. The Company's profit for the financial year is ₹ 1490.53 whereas, in the last year, the loss before tax was ₹ 253.88 Lakhs.

## CONSOLIDATED FINANCIAL ACCOUNTS

In compliance with the Companies Act, 2013 and SEBI (Listing Obligation and Disclosure Requirements) Regulation 2015, (hereinafter referred to as 'the Listing Regulations'), the Consolidated Financial Statement of the Company and its subsidiaries have been prepared for the year under report as per IndAS applicable to the Company. However, IndAS was applicable to the Company at the beginning of the financial year April 2017 and the Company have prepared its first financial results from the second quarter ended September 2017 as per the extension provided under the Listing Regulations. These financial statements for the year ended March 31, 2018 are the first financials prepared under IndAS. For all previous periods including the year ended March 31, 2017, the Company had prepared its financial statements in accordance with the accounting standards notified under Companies (Accounting Standard) Rule, 2006 (as amended) and other relevant provisions of the Act (hereinafter referred to as 'Previous GAAP'). The Audited Consolidated Financial Statement along with the Auditors Report thereon form part of this Annual Report. The Consolidated Financial Statement presented by the Company include the financial results of all the subsidiaries. The Audited Financial Statement of these entities have been reviewed by the Audit Committee.

## SUBSIDIARIES, JOINT VENTURES AND ASSOCIATE COMPANIES

During the year under review, your Company has two Subsidiary Companies, viz Repro Knowledgecast Limited and Repro Innovative Digiprint Limited. A separate statement containing the salient features of financial statements of Subsidiary Company forms part of

the consolidated financial statements in compliance with Section 129 and other applicable provisions, if any, of the Companies Act, 2013. The financial statements of the Subsidiary Companies and related information are available for inspection by the members at the Registered Office of your Company during business hours on all days except Saturdays, Sundays and National holidays upto the date of the Annual General Meeting (AGM) as required under Section 136 of the Companies Act, 2013. Any member desirous of obtaining a copy of the said financial statements may write to the Company Secretary at the Registered Office of your Company. In accordance with Section 136 of the Companies Act, 2013, the financial statements including the consolidated financial statements, financial statements of Subsidiaries and all other documents required to be attached to this report have been uploaded on the website of your Company [www.reproindia ltd.com](http://www.reproindia ltd.com).

A statement containing the salient features of the financial performance of each of the Subsidiaries are included in the consolidated financial statements of your Company is set out in the “**Annexure A**” to this Report.

During the year, no Companies have become or ceased to be the Subsidiaries, Associates and Joint ventures during the year.

## **BUSINESS HIGHLIGHTS**

The last year has seen your Company continue its focus on developing and implementing new age solutions to take advantage of the e-commerce boom.

### **A new shopper and a new opportunity**

The internet has created an entirely new kind of shopper. Thanks to e-commerce, retail has changed exponentially, and today's online consumer explores all sorts of never-before channels to find the product she or he is looking for. This sweeping digital transformation has dramatically changed the shopping behaviour of consumers. Because of this, retailers are re-defining business models, re-thinking strategies, and re-learning traditional customer segmentation.

The opportunity for e-retail in India is enormous. Brick and mortar retail is becoming difficult for both retailers and customers. With real estate being expensive and infrastructure in a state of flux, retailers are opting for the e-model. The Indian e-commerce industry has 250 million internet users, making India ripe for growth. The figures indicate the trend. Just 12 to 18 months ago, total online transactions were in single digits. Since then, many companies have reported that today 40% to 50% of their transactions come from mobile shoppers.

But perhaps the most significant fact is that books remain among the highest in online sales – as compared to other products. The habit of buying a book online, and having it delivered home, is one that is catching on fast.

### **Driving change through innovation in the publishing Industry.**

The publishing industry, in which Repro operates, is thus undergoing significant changes due to the disruption in the e-retail environment. With books being among the largest component of items sold on e-commerce sites, the opportunity in this space is clearly enormous.

The publishing process is an old one and is often disorganised and unwieldy. Publishers deal with obsolete content, complex inventory, warehousing costs, logistic issues and often a long and frustrating collection cycle. The issue of returns is also a pressing one, with most retailers only willing to stock on a consignment basis. The issue of piracy and long credit cycles compounds the problem.

In the traditional distribution process, publishers are dependent on physical distribution and reach is limited to the sales force of the appointed distributors. But thanks to e-commerce, and the new shopper, books can be made visible to readers online, thus crashing boundaries of geography. Age-old distribution models are giving way to the e-retail model. More and more retailers are converting to e-sales and selling books online. Readers too are getting increasingly acclimatised to buying online.

The outcome is that more customers choose to buy through digital platforms because they get a larger choice, home delivery at cheaper costs – without the inconvenience of going to bookstores and then finding a book is out of stock.

With customers becoming more demanding, smaller publishers are finding it difficult to meet the speed of response that the e-world demands. Warehousing and large inventories are becoming more difficult to manage and commercially unfeasible, now more than ever. Digital platforms and models are edging older traditional supply chains, and taking over the process of content, production and distribution.

### **Harnessing technology to reach more readers**

These challenges, alongside the digital revolution, are giving rise to a new readership and market. Your Company has stayed abreast of technology in order to provide publishers with the solutions for taking advantage of the e-commerce revolution. And this is the opportunity that your Company is capitalising on.

In keeping with its approach of staying alert to changing markets and the consequent customer requirements, your Company has put into place an aggressive strategy that is geared to respond to the opportunities that the e-retail market is creating. With this strategy in place, your Company is poised to capitalise on these new opportunities.

Your Company has customised and implemented a solution that is designed specifically to address both the needs and opportunities of the digital marketplace – keeping your Company in step with changing technologies and market realities.

Building on this position of strength, your Company has invested time and resources in developing a customised model that specifically caters to the newly emerging e-retail business. As a content aggregation and dissemination company, your Company today is pioneering the way in e-retail solutions in India.

From the first mile of a publisher's content assets to the last mile of content delivery to the end user, your Company manages all the miles in between.

### **Creating a comprehensive online solution**

Your Company aggregates content from the publisher (the content owners) and archives it in digital warehouse; accesses it on demand when an order is placed through an e-retail channel; produces, fulfills and delivers it 'just-in-time' to the end user – in India and across the world. The solution even extends to distribution and collection – and then payment of royalties to the publisher for each book bought.

Your Company's longstanding relationships with major publishers, has allowed the Company to build a large repository of book titles for print on demand use. An investment in the latest POD technology gives your Company the ability to print on demand as low as 1 copy per title, with a rapid turnaround time.

Through the 'one-book' model your Company is able to print books in real time based on actual demand. This allows your Company to help the Publisher to drastically reduce storage and inventory costs, while still meeting customer demand. Additionally, thanks to a vast digital warehouse, digital storage of data is a part of the value added service.

This solution benefits not just readers everywhere as they get access to more books – anywhere in the world. But the largest and most significant benefit is to publishers everywhere. Suddenly the entire world is a market with content becoming available to anyone, anywhere.

### **Tie-ups with online giants**

To harness the opportunities in publishing that these disruptive technologies are creating, your Company has forged a new alliance with the US based Ingram Content Group Inc. This alliance is opening up a new market for publishers and helping them reach more readers across the world.

Your Company has tie-ups with international and Indian e-retailers like Amazon and Flipkart to enable the listing of publishers' titles on e-tail sites, giving the readers access to global titles with significantly reduced lead times and price. This entire value chain enables your Company to partner publishers to increase their revenues and reach their e-retail customer by providing a complete solution thereby improving efficiencies and reducing costs.

This solution benefits not just readers everywhere as they get access to more books – anywhere in the world. Suddenly the entire world is a market with content becoming available to anyone, anywhere.

By producing books after they have been bought – your Company enables zero loss in sales. Publishers can access new markets at the click of a button ensuring a wider reach of front list titles. It enables revival of backlist titles. The benefit of production and fulfilment through a POD facility in India, ensures the lowest production costs, zero up-front investment, zero inventory, zero forecasting, zero freight costs and zero returns.

### **Increasing market scope : Tapping School markets**

Your Company has created a solution that ensures that publishers' titles reach each student directly at home. Your Company aggregates books required by students from publishers and lists them online on school specific pages. Once the order is placed by the student, Your Company ensures that the student receives the kit at home.

This solution opens up newer markets for the publisher and there is an increase in sales while the logistics are minimised. The school, parents and students are able to avail of the benefits of technology to have books delivered at home at the click of a button.

### **Partnering publishers in their growth plans – One book to a million**

Your Company partners with its customers right from creating and managing publishers' content; to producing it in the required format, print or digital; to ensuring books or e-books reach the end user anywhere in the world.

Your Company is leveraging its strong relationships with publishers over the last 2 decades to become the largest aggregator of content. This gives your Company a significant competitive advantage. Your Company has tie-up with MNC publishers and is able to tie-up business models which are annual in nature and hence offer predictable revenues and enable better planning and realisations.

Your Company is providing integrated services and end-to-end solution to content owners like educational publishers in India and globally. Your Company has a market leadership in virtually all educational segments and products – from textbooks, supplementary books, distance learning, vocational courseware etc., your Company is able to offer value added services to all its clients and hence the publisher can concentrate on his core competence which is to create the demand and fulfill it, while your Company is a strategic partner for creating, producing and delivering the books anywhere in the world.

Your Company has strong relationships with the key publishers in over 27 countries in Africa. With a first mover advantage and a deep understanding of the business environment, this segment has tremendous potential – especially once the challenges in some countries in Africa are resolved.

Your Company also has strong relationships with multinational publishers in the UK and USA. The e-retail solution is global in nature and will help foster deeper relationships with multinational publishers and give the export potential a fillip. The extensive network of e-channels will also open up new opportunities.

Your Company has created custom built infrastructure in a Special Economic Zone (SEZ) which offers the benefits of cost and time like never before. Its value added services continue to enable your Company stay ahead and your Company continues to remain a strategic partner for creating, producing and delivering the books anywhere in the world.

### **Innovating for the Future**

With the online space exploding and the book market on the growth trajectory, your Company is anticipating and planning for the change that is taking place. Your Company is always innovating to keep pace with the changing market trends to ride the opportunities that lead to growth. Your Company is ready to seize the change and is committed to making the most of the opportunities that the future will bring.

Your Company is also committed to the consolidation strategy, implemented two years ago – which has borne fruit. The global economy has remained volatile for the last several years. The consolidation strategy entails a focus on working with the “right” customers; on ensuring financial consolidation specially in Africa; on cash flows and collections; on reducing debt; and on improving financial ratios and a reduction of expenses.

## **MANAGEMENT DISCUSSION AND ANALYSIS**

Pursuant to Regulation 34 of the Listing Regulations, the Management Discussion and Analysis Report on the operations of the Company forms an integral part of this Report and gives detail of the overall industry structure, developments, performance and state of affairs of the Company's various businesses, internal controls and their adequacy, risk management systems and other material developments during the financial year 2017-18 under review and the same is given in a separate section of this Annual Report.

## **EMPLOYEE STOCK OPTIONS SCHEMES (ESOP)**

The Nomination and Remuneration Committee of the Board of Directors (NRC) of the Company, inter alia, administers and monitors the Employee Stock Option Scheme 2010 (“ESOS 2010” or “Scheme”) of the Company in accordance with the SEBI Regulations.

During the year under review, the Company has granted 400,000 options to the employees, however there has been no exercise of ESOPs and hence there is no allotment.

## **SHARE CAPITAL**

During the year under review, Company had issued 592,592 equity shares of the face value of ₹ 10 each fully paid-up to Malabar India Fund Limited, Malabar Value Fund and Kedia Securities Pvt. Ltd. on a preferential basis pursuant to the provisions of Section 62 of the Companies Act, 2013 and other applicable provisions, if any.

As a result of the above, the outstanding issued, subscribed and paid-up equity shares increase from 10,903,759 to 11,496,351 equity shares of ₹ 10/- each fully paid up as at March 31, 2018.

## **TRANSFER TO RESERVES**

The Company has not transferred any amount to General Reserve.

## **PUBLIC DEPOSITS**

During the financial year 2017-18, your Company has not accepted any deposit within the meaning of Sections 73 and 74 of the Companies Act, 2013 read together with the Companies (Acceptance of Deposits) Rules, 2014.

## **DIVIDEND**

During the current financial year, your Directors have not recommended dividend for the financial year under review because the Company decided to open new location for expansion of its business to reach out to new market segment and hence the Company require funds for growth.

## **AUDITOR'S AND AUDITOR'S REPORT**

The matters related to Auditors and their Reports are as under:

### **STATUTORY AUDITOR**

The observation made in the Auditors' Report on the Company's financial statements for the financial year ended March 31, 2018 are self-explanatory and therefore do not require for any further comments/information. The Auditors' Report does not contain any qualification or adverse remarks.

### **SECRETARIAL AUDITOR**

Pursuant to the provisions of Section 204 of the Companies Act, 2013, M/s. MMJC & Associates LLP, Practicing Company Secretaries have been appointed to undertake the Secretarial Audit of the Company for the year ended March 31, 2018. The Secretarial Audit Report is set out in the "Annexure B" which forms an integral part of this report.

The Secretarial Audit Report does not contain any qualification, reservation or adverse remark except the following: *Company has appointed Statutory Auditor for a period of two years instead of five consecutive years under section 139(1) of the Companies Act, 2013.*

In terms of Section 204 of the Companies Act, 2013, the Audit Committee recommended and the Board of Directors of the Company have appointed M/s. MMJC & Associates LLP, Practicing company Secretaries, as the Secretarial Auditor of the Company for the financial year ending March 31, 2019. The Company has received their consent for the said appointment.



## **EXTRACT OF ANNUAL RETURN**

The details forming part of the extract of the Annual Return of the Company in Form MGT- 9 in accordance with Section 92(3) and Section 134(3)(a) of the Companies Act, 2013 read with Rule 12(1) of the Companies (Management and Administration) Rules, 2014, are set out in the “**Annexure C**” to this Report.

## **INVESTOR EDUCATION AND PROTECTION FUND (IEPF)**

Pursuant to the applicable provisions of the Companies Act, 2013, read with the IEPF Authority (Accounting, Audit, Transfer and Refund) Rules, 2016 (‘the Rules’), all unpaid or unclaimed dividends are required to be transferred by the Company to the IEPF established by the Central Government, after the completion of seven years. Further, according to the Rules, the shares in respect of which dividend has not been paid or claimed by the shareholders for seven consecutive years or more shall also be transferred to the Demat account created by the IEPF Authority. Accordingly, the Company has transferred the unclaimed and unpaid dividends. Further, the corresponding shares will be transferred as per the requirements of the IEPF rules, details of which are provided on our website at [www.reproindia ltd.com](http://www.reproindia ltd.com).

## **PARTICULARS OF CONTRACTS OR ARRANGEMENTS WITH RELATED PARTIES**

In line with the requirements of the Companies Act, 2013 and SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, your Company has formulated a policy on related party transactions which is also available on Company’s website at [www.reproindia ltd.com](http://www.reproindia ltd.com).

Prior omnibus approval is obtained for related party transactions which are of repetitive nature and entered in the ordinary course of business and at arm’s length basis. Pursuant to Regulation 23 of the Listing Regulations, all related party transactions were placed before the Audit Committee on a quarterly basis, specifying the nature, value and terms and conditions of the transactions for their review and approval.

Contracts/arrangements/transactions entered by the Company during the financial year with related parties were on an arm’s length basis and largely in the ordinary course of business. All related party transactions are placed for approval before the Audit Committee and also before the Board wherever necessary in compliance with the provisions of the Act and Listing Regulations. During the year, the Company has not entered into any contracts/ arrangements/ transactions with related parties which could be considered material in accordance with the policy of the Company on material related party transactions or under Section 188(1) of the Companies Act, 2013. Accordingly, there are no particulars to report in Form AOC- 2.

## **INVESTMENTS, LOANS, GUARANTEE AND SECURITY**

Particulars of loans given, investments made, guarantees given and securities provided along with the purpose for which the loan or guarantee or security is proposed to be utilised by the recipient are provided in the financial statement forms part of this Annual Report.

## **DISCLOSURES UNDER SECTION 134(3)(l) OF THE COMPANIES ACT, 2013**

Except as disclosed elsewhere in this report, no material changes and commitments which could affect the Company’s financial position have occurred between the end of the financial year of the Company and date of this report.

## **RISK MANAGEMENT**

Your Company continues to focus on a system based approach to business risk management. The Company has in place comprehensive risk assessment and minimisation procedures, which have been reviewed by the Board periodically.

Your Company recognises that risk is an integral part of business and is committed to managing the risks in a proactive and efficient manner. Your Company periodically assesses risks in the internal and external environment, along with the cost of treating risks and incorporates risk treatment plans in its strategy, business and operational plans.

There are no risks which in the opinion of the management threaten the existence of your Company.

However, some of the risks which may pose challenges are set out in the Management Discussion and Analysis which forms part of this Report.

## **PROHIBITION OF INSIDER TRADING**

In compliance with SEBI (Prohibition of Insider Trading) Regulations, 2015, the Company has adopted a 'Code of Conduct for Regulating, Monitoring and Reporting of Trading by Insiders' and 'Code of Fair Disclosure' of Unpublished Price Sensitive Information to ensure prohibition of insider trading in the organisation. The said codes are available on Company's website at [www.reproindia ltd.com](http://www.reproindia ltd.com). The 'Trading Window' is closed when the Compliance Officer determines that a designated person or class of designated persons can reasonably be expected to have possession of unpublished price sensitive information. The Company Secretary of the Company has been designated as Compliance Officer to administer the Code of Conduct and other requirements under SEBI (Prohibition of Insider Trading) Regulations, 2015.

We seek to promote and follow the highest level of ethical standards in all our business transactions guided by our value system. The SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 mandated the formulation of certain policies for all listed Companies. All our corporate governance policies are available on our website.

## **VIGIL MECHANISM/WHISTLE BLOWER POLICY**

The Company has established a vigil mechanism to provide avenues to the Directors and employees to bring to the attention of the management.

Your Company is committed to highest standards of ethical, moral and legal business conduct.

Your Company has Vigil Mechanism/Whistle Blower Policy as per provisions of Section 177 (10) of the Companies Act, 2013 and Regulation 22 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. The policy provides for a framework and process whereby concerns can be raised by its employees against any kind of discrimination, harassment, victimisation or any other unfair practice being adopted against them. More details on the Vigil Mechanism and the Whistle Blower Policy of your Company have been outlined in the Corporate Governance Report which forms part of this report.

## **CORPORATE SOCIAL RESPONSIBILITY**

The Board of Directors at its meeting held on February 8, 2018 reviewed the Corporate Social Responsibility (CSR) Policy of the Company required under the provisions of Section 135 of the Companies Act, 2013 read with the Companies (CSR Policy) Rules, 2014. The CSR Policy outlines the CSR activities of your Company with the focus area being education and providing education tools and enhancing Educational and Learning outcomes.

Digital solution in education to enhanced learning has been identified as a key CSR activity of the Company.

The Company have not spent money towards CSR due to cash flow crunch during the financial year 2017-18.

In years to come, Company looks forward to be proactively engaged with employees, customers and the communities on a larger scale where the CSR creates a footprint and attains the level of 'Value Creation' promoting sustainable business model.

The CSR Committee confirms that the implementation and monitoring of the CSR Policy is in compliance with the CSR objectives and Policy of the Company.

## **DIRECTORS**

### **Board of Directors and Key Managerial Personnel**

#### **i. Appointment**

During the year, there were no changes in the composition of the Board of Directors.

#### **ii. Resignation**

None of the Directors of the Company has resigned as Director of the Company.

### **Retirement by Rotation**

As per the provisions of Section 152 of the Companies Act, 2013, two-third of the total number of Directors, other than Independent Directors should be liable to retire by rotation. One-third of these Directors are required to retire every year and if eligible, these Directors qualify for re-appointment.

Mr. Rajeev Vohra (DIN: 00112001), Director proposed to retire by rotation at the ensuing Annual General Meeting (AGM), and being eligible, offers himself for re-appointment. The Board recommends his re-appointment.

The Nomination and Remuneration Committee and Board of Directors of the Company have recommended the reappointment of Dr. Pramod Khera as Whole-time Director of the Company upon expiry of his present term of office, for a further period of 5 years as mentioned in the Resolution seeking Members' approval at the ensuing AGM. Necessary information including the applicable terms and conditions and the proposed remuneration is given in the said Resolution and the explanatory statement included in the Notice convening the ensuing AGM. Details about the directors are given in the accompanying Notice of AGM and Corporate Governance Report.

## **AUDITORS**

M/s. B S R & Co. LLP, Chartered Accountants (Registration No. 101248W/W-100022) be and is hereby appointed as Statutory Auditors of the Company for a term of 5 (Five) consecutive years from the conclusion of this AGM till the conclusion of the Thirtieth (30th) AGM of the Company. They confirmed their eligibility to the effect that their appointment, if made, would be within the prescribed limit under the Act and they are not disqualified for appointment.

Your Company has received written consent and a certificate stating that they satisfy the criteria provided under Section 141 of the Companies Act, 2013 read with the Companies (Audit and Auditors) Rules, 2014 and that the appointment, if made, shall be in accordance with the applicable provisions of the Companies Act, 2013 and rules issued thereunder.

The Audit Committee and the Board of Directors recommend the appointment of M/s. B S R & Co. LLP, Chartered Accountants, as the Auditors of your Company for the period of five years from the conclusion of this AGM to the conclusion of the Thirtieth AGM of the Company.

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

The information on conservation of energy and technology absorption and foreign exchange earnings & outgo as stipulated under Section 134 of the Companies Act, 2013 read with the Companies (Accounts) Rules, 2014, is set out herewith as “**Annexure D**” to this Report.

### **CORPORATE GOVERNANCE REPORT AND CERTIFICATE**

In compliance with Regulation 34 read with Schedule V (C) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, a report on Corporate Governance and the certificate as required under Schedule V (E) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 from the Practicing Company Secretary confirming compliance of the conditions of Corporate Governance as stipulated under the Listing Regulations is appended to this report.

The declaration by the Managing Director regarding compliance by Board Members and Senior Management Personnel with the code of conduct also forms a part of the Annual Report.

### **DISCLOSURE RELATING TO REMUNERATION OF DIRECTORS, KEY MANAGERIAL PERSONNEL AND PARTICULARS OF EMPLOYEES**

The Managing Director of your Company does not receive remuneration from any of the Subsidiaries of your Company.

The information required under Section 197 of the Companies Act, 2013 read with Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014 in respect of Directors, employees of your Company is set out in “**Annexure E**” to this Report.

### **DECLARATION BY INDEPENDENT DIRECTORS**

The Company has received necessary declaration from each Independent Director under Section 149(7) of the Company's Act, 2013, that he/she meets the criteria of independence laid down in compliance with Section 149 (6) of the Companies Act, 2013 and Regulation 25 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 has been taken on record from all Independent Directors of the Company.

### **BOARD EVALUATION**

Pursuant to the provisions of Section 134(3), Section 149(8) and Schedule IV of the Act read with SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, Annual Performance Evaluation of the Board, the Directors as well as Committees of the Board has been carried out. The performance evaluation of all the Directors and the Board as a whole was conducted based on the criteria and framework adopted by the Board which in detail has been provided in the Corporate Governance Report.

The performance evaluation of the Independent Directors was carried out by the entire Board and the performance evaluation of the Chairman and Non-Independent Directors was carried out by the Independent Directors in their separate meeting.

## **FAMILIARISATION PROGRAMME FOR INDEPENDENT DIRECTORS**

The Familiarisation Programme seeks to update the Independent Directors on various matters covering Company's strategy, to understand the business functionaries, business model, operations, organisation structure, finance, risk management, etc. It also seeks to update the Independent Directors with their roles, rights, responsibilities, duties under the Companies Act, 2013 and other statutes.

The policy and details of familiarisation programme imparted to the Independent Directors of the Company has been kept on the website of the Company [www.reproindia.com](http://www.reproindia.com).

## **NUMBER OF MEETINGS OF THE BOARD AND ITS COMMITTEE**

### **MEETINGS OF THE BOARD**

During the year, your Board met 5 (five) times the details of which are available in the Corporate Governance Report annexed to this report.

### **AUDIT COMMITTEE**

The Audit Committee of the Board has been constituted in terms of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and Section 177 of the Companies Act, 2013. The constitution and other relevant details of the Audit Committee are given in the Corporate Governance Report. All the recommendations made by the Audit Committee were accepted by the Board of Directors.

### **NOMINATION AND REMUNERATION COMMITTEE**

The Nomination and Remuneration Committee of the Board has been constituted in terms of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and Section 178 of the Companies Act, 2013. The constitution and other relevant details of the Committee are given in the Corporate Governance Report.

The Board has in accordance with the provisions of sub-section (3) of Section 178 of the Companies Act, 2013, formulated the policy setting out the criteria for determining qualifications, positive attributes, independence of a Director and policy relating to remuneration for Directors, Key Managerial Personnel and other employees.

The Nomination and Remuneration Policy can be accessed on the Company's website at the link: <http://www.repro.in/investors/overview>

### **COMMITTEES OF THE BOARD**

A detailed note on the composition of the Board and its Committees is provided in the Corporate Governance Report, which forms part of this report.

## **INTERNAL FINANCIAL CONTROLS RELATED TO FINANCIAL STATEMENTS AND ITS ADEQUACY**

Your Company has a proper and adequate internal financial control system, to ensure that all assets are safeguarded and protected against loss from unauthorised use.

The Board has adopted policies and procedures for ensuring the orderly and efficient conduct of its business, including adherence to the Company's policies, 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 disclosures.

## **COMPANY SECRETARY AND COMPLIANCE OFFICER**

Ms. Kajal Damania acts as a Company Secretary, Compliance Officer and Key Managerial Personnel of the Company with effect from October 7, 2017 due to resignation of Ms. Dimple Chopra on October 6, 2017.

## **DIRECTORS' RESPONSIBILITY STATEMENT**

Pursuant to Section 134(3)(c) of the Companies Act, 2013, the Directors of your Company confirm that:

- (a) in the preparation of the annual accounts for the financial year ended March 31, 2018, the applicable accounting standards and Schedule III of the Companies Act, 2013, 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 your Company as at March 31, 2018 and of the profit and loss of the Company for the financial year ended March 31, 2018;
- (c) proper and sufficient care has been taken for the maintenance of adequate accounting records in accordance with the provisions of the Companies Act, 2013 for safeguarding the assets of the Company and for preventing and detecting fraud and other irregularities;
- (d) the annual accounts have been prepared on a 'going concern' basis;
- (e) proper internal financial controls laid down by the Directors were followed by the Company and that such internal financial controls are adequate and were operating effectively; and
- (f) proper systems to ensure compliance with the provisions of all applicable laws were in place and that such systems were adequate and operating effectively.

## **HUMAN RESOURCES MANAGEMENT**

The Human Resources Management (HRM) function has driven changes in the way Human Resources (HR) are managed and developed, striking a balance between business needs and individual aspiration. HRM has now become business partner and is taking key decision not just with respect to HR but businesses as whole. It focuses on improving the way of life work culture, employee engagement, productivity, effectiveness and efficiency.

Your Company initiated multiple actions to keep the workforce engaged. The HR Department is continuously looking at expanding opportunities for growth. The broader our employees' experience, education and background, the more diverse their opinions and insights, the deeper your Company's collective understanding grows. The result is a collaborative environment that respects individual needs and promotes ongoing development.

## **SIGNIFICANT/MATERIAL ORDERS PASSED BY THE REGULATORS**

There are no significant/material orders passed by the Regulators or Courts or Tribunals impacting the going concern status of your Company and its operations in future.

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

Your Company has in place policy on Prevention, Prohibition and Redressal of the Sexual Harassment of Women at Workplace (Prevention, Prohibition and Redressal) Act, 2013 and the Rules thereunder, for which your Company formed an Internal Complaints Committee. There was no complaint about sexual harassment during the year under review.

## **SECRETARIAL STANDARDS**

The Company complies with all applicable Secretarial Standards.

## **APPRECIATION**

Your Directors express their deep sense of appreciation and extend their sincere thanks to every executive, employee and associates for their dedicated and sustained contribution and they look forward the continuance of the same in future.

## **ACKNOWLEDGEMENT**

Your Directors wish to place on record their appreciation for the continuous assistance, support and co-operation received from all the stakeholders viz. financial institutions, banks, governments, authorities, shareholders, clients, suppliers, customers and associates.

For and on behalf of the Board of Directors

### **VINOD VOHRA**

DIN: 00112245

Chairman

Address: 11th Floor,  
Sun Paradise Business Plaza, B Wing,  
Senapati Bapat Marg,  
Lower Parel,  
Mumbai 400 013

Place: Mumbai

Date: May 24, 2018

# ANNEXURE A – DIRECTORS’ REPORT

Statement containing salient features of the financials statements of Subsidiaries/Associate Companies/Joint Ventures

The financial performances of each of the Subsidiaries included in the consolidated financial statements are detailed below:

( ₹ in Lakhs)

| Sl. No. | Name of the Subsidiary             | Turnover       |                 | Profit/(Loss) Before Tax |                | Profit/(Loss) After Tax |            |
|---------|------------------------------------|----------------|-----------------|--------------------------|----------------|-------------------------|------------|
|         |                                    | Current Period | Previous Period | Growth (%)               | Current Period | Previous Period         | Growth (%) |
| 1       | Repro Innovative Digiprint Limited | 39.36          | 837.50          | -95%                     | -727.54        | 106.84                  | -781%      |
| 2       | Repro Knowledgecast Limited        | 6812.92        | 2928.95         | 133%                     | -654.34        | 354.75                  | -84%       |

For and on behalf of the Board of Directors

**Vinod Vohra**

Chairman

Place: Mumbai

Date: May 24, 2018

**Sanjeev Vohra**

Managing Director

**Kajal Damania**

Company Secretary & Compliance Officer



# ANNEXURE B – DIRECTORS' REPORT

FORM NO. MR.3

## SECRETARIAL AUDIT REPORT

For The Financial Year Ended 31st March, 2018

[Pursuant to section 204(1) of the Companies Act, 2013 and rule 9 of the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014]

To,

The Members,

**REPRO INDIA LIMITED**

11th Floor, Sun Paradise Business Plaza,

B Wing Senapati Bapat Marg,

Lower Parel, Mumbai – 400013

We have conducted the secretarial audit of the compliance of applicable statutory provisions and the adherence to good corporate practices by **Repro India 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 31st March, 2018 (**'Audit Period'**) 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 the Company for the financial year ended on 31st March, 2018 according to the provisions of:

- (i) The Companies Act, 2013 (**the Act**) and the rules made there under;
- (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 External Commercial Borrowing (**Foreign Direct Investments and Overseas Direct Investments are not applicable during the audit period**)
- (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, 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 (Share Based Employee Benefits) Regulations, 2014 (**Not Applicable to the Company during the audit period**)
  - (e) The Securities and Exchange Board of India (Issue and Listing of Debt Securities) Regulations, 2008 (**Not Applicable to the Company during the audit period**)

- (f) The Securities and Exchange Board of India (Registrars to an Issue and Share Transfer Agents) Regulations, 1993 regarding the Companies Act and dealing with client
- (g) The Securities and Exchange Board of India (Delisting of Equity Shares) Regulations, 2009 (**Not Applicable to the Company during the audit period**) and
- (h) The Securities and Exchange Board of India (Buyback of Securities) Regulations, 1998 (**Not Applicable to the Company during the audit period**)
- (i) The Securities and Exchange Board of India (Listing and Obligation Disclosure Requirements) Regulations, 2015

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

- (i) Secretarial Standards issued by The Institute of Company Secretaries of India.
- (ii) Listing Agreements entered with Stock Exchange.

During the period under review the Company has complied with the provisions of the Act, Rules, Regulations, Guidelines, Standards, etc., *except that Company has appointed Statutory Auditor for a period of two years instead of five Consecutive years under section 139(1) of the Companies Act, 2013.*

**We further report** that, having regard to the Compliance system prevailing in the Company and on examination of the relevant documents and records in pursuance thereof on test check basis, the Company has complied with the following law applicable specifically to the Company:

- The Special Economic Zone Act, 2005
- The Press and Registration of Books Act, 1867

#### **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 period under review were carried out in compliance with the provisions of the Act.

Adequate notice is given to all directors to schedule the Board Meetings and agenda items were sent at least seven days in advance 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 decisions at Board Meetings and Committee Meetings are carried out either unanimously or majority as recorded in the minutes of the meetings of the Board of Directors or Committee of the Board, as the case may be.

**We 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

#### **For MMJC & Associates LLP, Company Secretaries**

Deepti Joshi  
FCS No. 8167  
CP No. 8968

Place: Mumbai  
Date: May 8, 2018

# ANNEXURE C – DIRECTORS' REPORT

## EXTRACT OF ANNUAL RETURN as on the Financial Year ended March 31, 2018

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

### FORM NO. MGT - 9

#### I. REGISTRATION AND OTHER DETAILS

|     |  |   |
|-----|--|---|
| i   | CIN  | L22200MH1993PLC071431   |
| ii  | Registration Date                                      | April 1, 1993   |
| iii | Name of the Company                                    | Repro India Limited   |
| iv  | Category of the Company                                | Public Company  |
|     | Sub-category of the Company                            | Public Non-Government Company limited by shares   |
| v   | Address of the Registered Office & contact details:    |   |
|     | Address :  | 11th Floor, Sun Paradise Business Plaza, B Wing, Senapati Bapat Marg, Lower Parel, Mumbai-400 013 |
|     | Town / City :  | Mumbai  |
|     | State :  | Maharashtra   |
|     | Country Name :   | India   |
|     | Telephone (with STD Code) :                            | 022-71914000  |
|     | Fax Number :   | 022-71914001  |
|     | Email Address :  | investor@reproindia ltd.com   |
|     | Website, if any :                                      | www.reproindia ltd.com  |
| vi  | Whether listed company                                 | Yes   |
| vii | Name and Address of Registrar & Transfer Agents (RTA): |   |
|     | Name of RTA:   | Link Intime India Private Limited   |
|     | Address :  | C-101, 247 Park, L.B.S. Marg, Vikhroli (West), Mumbai – 400 083                                   |
|     | Town/City :  | Mumbai  |
|     | State :  | Maharashtra   |
|     | Telephone (with STD Code) :                            | 022-49186270  |
|     | Fax Number :   | 022-49186060  |
|     | Email Address :  | rnt.helpdesk@linkintime.co.in   |

#### 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       | Printing of magazines and other periodicals, books and brochures, maps, atlases, posters, etc. | 18112                           | 100%                               |

**III. PARTICULARS OF HOLDING, SUBSIDIARY AND ASSOCIATE COMPANIES**

| Sl. No. | Name of the Company                | Address of the Company   | CIN/GLN               | Holding/ Subsidiary/ Associate | % of shares held | Applicable Section |
|---------|------------------------------------|--|-----------------------|--------------------------------|------------------|--------------------|
| 1       | Repro Enterprises Private Limited  | 11th Floor, Sun Paradise Business Plaza, B Wing, Senapati Bapat Marg, Lower Parel Mumbai - 400 013 | U22200MH2006PTC158959 | Holding                        | 48.17            | 2(46)              |
| 2       | Repro Knowledgecast Limited        | 11th Floor, Sun Paradise Business Plaza, B Wing, Senapati Bapat Marg, Lower Parel Mumbai - 400 013 | U22212MH2009PLC191532 | Subsidiary                     | 100.00           | 2(87)              |
| 3       | Repro Innovative Digiprint Limited | 11th Floor, Sun Paradise Business Plaza, B Wing, Senapati Bapat Marg, Lower Parel Mumbai - 400 013 | U22200MH2009PLC191090 | Subsidiary                     | 100.00           | 2(87)              |

#### IV. SHAREHOLDING PATTERN (Equity Share Capital Breakup as percentage of Total Equity)

##### i Category-wise Shareholding

| Category of Shareholders   | No. of Shares held at the beginning of the year (as on April 1, 2017) |          | No. of Shares held at the end of the year (as on March 31, 2018) |          | % Change during the year |
|--|---|----------|--|----------|--------------------------|
|  | Demat   | Physical | Demat  | Physical |                          |
| <b>A. Promoter and Promoter Group</b>                                  |   |          |  |          |                          |
| <b>(1) Indian</b>  |   |          |  |          |                          |
| a) Individual/HUF  | 1190518   | 0        | 821538   | 0        | 7.15                     |
| b) Central Government  | 0   | 0        | 0  | 0        | 0.00                     |
| c) State Government(s)   | 0   | 0        | 0  | 0        | 0.00                     |
| d) Bodies Corporate  | 5537643   | 0        | 5537643  | 0        | 0.00                     |
| e) Banks / Financial Institutions                                      | 0   | 0        | 0  | 0        | 0.00                     |
| f) Any other   | 0   | 0        | 0  | 0        | 0.00                     |
| <b>Sub-Total A(1)</b>  | <b>6728161</b>  | <b>0</b> | <b>6359181</b>   | <b>0</b> | <b>-6.39</b>             |
| <b>(2) Foreign</b>   |   |          |  |          |                          |
| a) NRI - Individual  | 0   | 0        | 0  | 0        | 0.00                     |
| b) Other - Individual  | 0   | 0        | 0  | 0        | 0.00                     |
| c) Bodies Corporate  | 0   | 0        | 0  | 0        | 0.00                     |
| d) Banks/Financial Institutions  | 0   | 0        | 0  | 0        | 0.00                     |
| e) Any Others  | 0   | 0        | 0  | 0        | 0.00                     |
| <b>Sub-Total A(2)</b>  | <b>0</b>  | <b>0</b> | <b>0</b>   | <b>0</b> | <b>0</b>                 |
| <b>Total Shareholding of Promoter and Promoter Group A = A(1)+A(2)</b> | <b>6728161</b>  | <b>0</b> | <b>6359181</b>   | <b>0</b> | <b>-6.39</b>             |
| <b>B. Public Shareholding</b>  |   |          |  |          |                          |
| <b>I. Institutions</b>   |   |          |  |          |                          |
| a) Mutual Funds  | 0   | 0        | 0  | 0        | 0.00                     |
| b) Banks/Financial Institutions  | 1846  | 0        | 10379  | 0        | 0.09                     |
| c) Central Government  | 0   | 0        | 0  | 0        | 0.00                     |
| d) State Government(s)   | 0   | 0        | 0  | 0        | 0.00                     |
| e) Venture Capital Funds   | 0   | 0        | 0  | 0        | 0.00                     |

| Category of Shareholders  | No. of Shares held at the beginning of the year (as on April 1, 2017) |          |          | No. of Shares held at the end of the year (as on March 31, 2018) |          |          | % Change during the year |        |                   |
|---|---|----------|----------|--|----------|----------|--------------------------|--------|-------------------|
|   | Demat   | Physical | Total    | % of Total Shares  | Demat    | Physical |                          | Total  | % of Total Shares |
| f) Insurance Companies  | 0   | 0        | 0        | 0.00   | 0        | 0        | 0                        | 0.00   | 0.00              |
| g) Foreign Portfolio Investors  | 881481  | 0        | 881481   | 8.08   | 1331123  | 0        | 1331123                  | 11.58  | 3.50              |
| h) Foreign Venture Capital Funds  | 0   | 0        | 0        | 0.00   | 0        | 0        | 0                        | 0.00   | 0.00              |
| i) Others (specify)   | 0   | 0        | 0        | 0.00   | 0        | 0        | 0                        | 0.00   | 0.00              |
| Trust   | 0   | 0        | 0        | 0  | 88889    | 0        | 88889                    | 0.77   | 0.77              |
| Sub-Total B(1):   | 883327  | 0        | 883327   | 8.10   | 1430391  | 0        | 1430391                  | 12.44  | 4.34              |
| 2. Non-Institutions   |   |          |          |  |          |          |                          |        |                   |
| a) Bodies Corporate   |   |          |          |  |          |          |                          |        |                   |
| i) Indian   | 629754  | 0        | 629754   | 5.78   | 679865   | 0        | 679865                   | 5.91   | 0.14              |
| ii) Overseas  | 0   | 0        | 0        | 0.00   | 0        | 0        | 0                        | 0.00   | 0.00              |
| b) Individuals  |   |          |          |  |          |          |                          |        |                   |
| i) Individual shareholders holding nominal share capital upto ₹ 1 lakh          | 1172744   | 8353     | 1181097  | 10.83  | 1273829  | 6961     | 1280790                  | 11.15  | 0.32              |
| ii) Individual shareholders holding nominal share capital in excess of ₹ 1 lakh | 883844  | 0        | 883844   | 8.11   | 1307977  | 0        | 1307977                  | 11.38  | 3.27              |
| c) Others (specify)   |   |          |          |  |          |          |                          |        |                   |
| i) Clearing Member  | 22614   | 0        | 22614    | 0.21   | 55482    | 0        | 55482                    | 0.48   | 0.28              |
| ii) Non Resident Indians  | 182627  | 0        | 182627   | 1.67   | 153270   | 0        | 153270                   | 1.33   | -0.34             |
| iii) Directors and their Relatives  | 297601  | 0        | 297601   | 2.73   | 116300   | 0        | 116300                   | 1.01   | -1.72             |
| iv) Trust   | 0   | 0        | 0        | 0.00   | 5792     | 0        | 5792                     | 0.05   | 0.05              |
| v) Office Bearers   | 6333  | 14700    | 21033    | 0.19   | 2722     | 11950    | 14672                    | 0.13   | -0.07             |
| vi) HUF   | 73701   | 0        | 73701    | 0.68   | 89985    | 0        | 89985                    | 0.78   | 0.11              |
| vii) IEPF   | 0   | 0        | 0        | 0  | 2646     | 0        | 2646                     | 0.02   | 0.02              |
| Sub-Total B(2):   | 3269218   | 23053    | 3292271  | 30.19  | 3687868  | 18911    | 3706779                  | 32.24  | 2.05              |
| Total Public Shareholding B=B(1)+ B(2)  | 4152545   | 23053    | 4175598  | 38.29  | 5118259  | 18911    | 5137170                  | 44.68  | 6.39              |
| C. Shares held by Custodian for GDRs and ADRs                                   | 0   | 0        | 0        | 0.00   | 0        | 0        | 0                        | 0.00   | 0.00              |
| Grand Total (A+B+C)   | 10880706  | 23053    | 10903759 | 100.00   | 11477440 | 18911    | 11496351                 | 100.00 | 0.00              |

ii Shareholding of Promoters

| Sl. No. | Shareholder's Name             | Shareholding at the beginning of the year<br>(as on April 1, 2017) |                                  |  | Shareholding at the end of the year<br>(as on March 31, 2018) |                                  |  | % change in share holding during 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 |   |
| 1       | Repro Enterprises Private Ltd. | 5537643  | 50.79                            | 0.00   | 5537643   | 48.17                            | 0.00   | -2.62                                     |
| 2       | Sanjeev Vohra                  | 224050   | 2.05                             | 0.00   | 3050  | 0.03                             | 0.00   | -2.02                                     |
| 3       | Mukesh Dhruve                  | 200500   | 1.84                             | 0.00   | 200500  | 1.75                             | 0.00   | -0.09                                     |
| 4       | Abhinav Vohra                  | 112000   | 1.03                             | 0.00   | Nil   | 0.00                             | 0.00   | -1.03                                     |
| 5       | Natasha Vohra                  | 112000   | 1.03                             | 0.00   | 72737   | 0.63                             | 0.00   | -0.40                                     |
| 6       | Trisha Vohra                   | 112000   | 1.03                             | 0.00   | 57000   | 0.50                             | 0.00   | -0.53                                     |
| 7       | Sonam Parekh                   | 112000   | 1.03                             | 0.00   | 287000  | 2.50                             | 0.00   | 1.47                                      |
| 8       | Tanya Vohra                    | 112000   | 1.03                             | 0.00   | 35000   | 0.30                             | 0.00   | -0.73                                     |
| 9       | Kunal Vohra                    | 112000   | 1.03                             | 0.00   | 35000   | 0.30                             | 0.00   | -0.73                                     |
| 10      | Rahul Vohra                    | 37112  | 0.34                             | 0.00   | 37112   | 0.32                             | 0.00   | -0.02                                     |
| 11      | Deepa Vohra                    | 14920  | 0.14                             | 0.00   | 44100   | 0.38                             | 0.00   | 0.24                                      |
| 12      | Renu Vinod Vohra               | 8920   | 0.08                             | 0.00   | 8920  | 0.08                             | 0.00   | 0.00                                      |
| 13      | Avinash Vohra                  | 8917   | 0.08                             | 0.00   | Nil   | 0.00                             | 0.00   | -0.08                                     |
| 14      | Shruti Dhruve                  | 7799   | 0.07                             | 0.00   | 7799  | 0.07                             | 0.00   | 0.00                                      |
| 15      | Aanchal Sachdev                | 1300   | 0.01                             | 0.00   | 3320  | 0.03                             | 0.00   | 0.02                                      |
| 16      | Renu Sanjeev Vohra             | 15000  | 0.13                             | 0.00   | 25000   | 0.22                             | 0.00   | 0.09                                      |
| 17      | Nirbhay Sachdev                | Nil  | 0.00                             | 0.00   | 5000  | 0.04                             | 0.00   | 0.04                                      |
|         | <b>TOTAL</b>                   | <b>6728161</b>   | <b>61.71</b>                     | <b>0.00</b>                                      | <b>6359181</b>  | <b>55.32</b>                     | <b>0.00</b>                                      | <b>-6.39</b>                              |

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

| Sl. No. | Shareholder's Name                               | Shareholding at the beginning of the year |                                  | Increase/ (Decrease) in Shareholding | Cumulative Shareholding during the year (01.04.2017 to 31.03.2018) |                                  |
|---------|--|---|----------------------------------|--------------------------------------|--|----------------------------------|
|         |  | No. of Shares                             | % of total shares of the Company |                                      | No. of Shares  | % of total shares of the Company |
| 1       | Repro Enterprises Private Limited                |   |                                  |                                      |  |                                  |
|         | At the beginning of the year                     | 5537643                                   | 50.79                            |                                      |  |                                  |
|         | At the end of the year                           |   |                                  |                                      | 5537643  | 48.17                            |
| 2       | Sanjeev Vohra                                    |   |                                  |                                      |  |                                  |
|         | At the beginning of the year                     | 224050                                    | 2.05                             |                                      |  |                                  |
|         | Sale of shares on September 11, 2017             |   |                                  | -204000                              |  |                                  |
|         | Inter-se-transfer of shares on February 12, 2018 |   |                                  | -17000                               |  |                                  |
|         | At the end of the year                           |   |                                  |                                      | 3050   | 0.03                             |
| 3       | Mukesh Dhruve                                    |   |                                  |                                      |  |                                  |
|         | At the beginning of the year                     | 200500                                    | 1.84                             |                                      |  |                                  |
|         | At the end of the year                           |   |                                  |                                      | 200500   | 1.75                             |
| 4       | Natasha Vohra                                    |   |                                  |                                      |  |                                  |
|         | At the beginning of the year                     | 112000                                    | 1.03                             |                                      |  |                                  |
|         | Inter-se-transfer of shares on Feb 14, 2018      |   |                                  | 7842                                 |  |                                  |
|         | Inter-se-transfer of shares on Feb 22, 2018      |   |                                  | -7842                                |  |                                  |
|         | Inter-se-transfer of shares on Feb 26, 2018      |   |                                  | -39263                               |  |                                  |
|         | At the end of the year                           |   |                                  |                                      | 72737  | 0.63                             |
| 5       | Abhinav Vohra                                    |   |                                  |                                      |  |                                  |
|         | At the beginning of the year                     | 112000                                    | 1.03                             |                                      |  |                                  |
|         | Sale of shares on Dec 18, 2017                   |   |                                  | -112000                              |  |                                  |
|         | At the end of the year                           |   |                                  |                                      | Nil  | 0.00                             |
| 6       | Sonam Parekh                                     |   |                                  |                                      |  |                                  |
|         | At the beginning of the year                     | 112000                                    | 1.03                             |                                      |  |                                  |
|         | Purchase of shares on Dec 18, 2017               |   |                                  | 112000                               |  |                                  |
|         | Inter-se-transfer of shares on Jan 12, 2018      |   |                                  | 14820                                |  |                                  |
|         | Inter-se-transfer of shares on Jan 13, 2018      |   |                                  | 8917                                 |  |                                  |



| Sl. No. | Shareholder's Name                          | Shareholding at the beginning of the year |                                  | Increase/ (Decrease) in Shareholding | Cumulative Shareholding during the year (01.04.2017 to 31.03.2018) |                                  |
|---------|---|---|----------------------------------|--------------------------------------|--|----------------------------------|
|         |   | No. of Shares                             | % of total shares of the Company |                                      | No. of Shares  | % of total shares of the Company |
|         | Inter-se-transfer of shares on Feb 14, 2018 |   |                                  | -31421                               |  |                                  |
|         | Inter-se-transfer of shares on Feb 22, 2018 |   |                                  | 31421                                |  |                                  |
|         | Inter-se-transfer of shares on Feb 26, 2018 |   |                                  | 39263                                |  |                                  |
|         | At the end of the year                      |   |                                  |                                      | 287000   | 2.50                             |
| 7       | Kunal Vohra                                 |   |                                  |                                      |  |                                  |
|         | At the beginning of the year                | 112000                                    | 1.03                             |                                      |  |                                  |
|         | Sale of shares on September 11, 2017        |   |                                  | -55000                               |  |                                  |
|         | Inter-se-transfer of shares on Jan 24, 2018 |   |                                  | -22000                               |  |                                  |
|         | At the end of the year                      |   |                                  |                                      | 35000  | 0.30                             |
| 8       | Trisha Vohra                                |   |                                  |                                      |  |                                  |
|         | At the beginning of the year                | 112000                                    | 1.03                             |                                      |  |                                  |
|         | Sale of shares on Sept 11, 2017             |   |                                  | -55000                               |  |                                  |
|         | Inter-se-transfer of shares on Feb 14, 2018 |   |                                  | 23579                                |  |                                  |
|         | Inter-se-transfer of shares on Feb 23, 2018 |   |                                  | -23579                               |  |                                  |
|         | At the end of the year                      |   |                                  |                                      | 57000  | 0.50                             |
| 9       | Tanya Vohra                                 |   |                                  |                                      |  |                                  |
|         | At the beginning of the year                | 112000                                    | 1.03                             |                                      |  |                                  |
|         | Sale of shares on Sept 11, 2017             |   |                                  | -55000                               |  |                                  |
|         | Inter-se-transfer of shares on Jan 31, 2018 |   |                                  | -22000                               |  |                                  |
|         | At the end of the year                      |   |                                  |                                      | 35000  | 0.30                             |
| 10      | Rahul Vohra                                 |   |                                  |                                      |  |                                  |
|         | At the beginning of the year                | 37112                                     | 0.34                             |                                      |  |                                  |
|         | At the end of the year                      |   |                                  |                                      | 37112  | 0.32                             |
| 11      | Renu Sanjeev Vohra                          |   |                                  |                                      |  |                                  |
|         | At the beginning of the year                | 15000                                     | 0.14                             |                                      |  |                                  |
|         | Inter-se-transfer of shares on Feb 12, 2018 |   |                                  | 10000                                |  |                                  |
|         | At the end of the year                      |   |                                  |                                      | 25000  | 0.22                             |

| Sl. No. | Shareholder's Name                          | Shareholding at the beginning of the year |                                  | Increase/ (Decrease) in Shareholding | Cumulative Shareholding during the year (01.04.2017 to 31.03.2018) |                                  |
|---------|---|---|----------------------------------|--------------------------------------|--|----------------------------------|
|         |   | No. of Shares                             | % of total shares of the Company |                                      | No. of Shares  | % of total shares of the Company |
| 12      | Deepa Vohra                                 |   |                                  |                                      |  |                                  |
|         | At the beginning of the year                | 14920                                     | 0.14                             |                                      |  |                                  |
|         | Inter-se-transfer of shares on Jan 12, 2018 |   |                                  | -14820                               |  |                                  |
|         | Inter-se-transfer of shares on Jan 24, 2018 |   |                                  | 22000                                |  |                                  |
|         | Inter-se-transfer of shares on Jan 31, 2018 |   |                                  | 22000                                |  |                                  |
|         | At the end of the year                      |   |                                  |                                      | 44100  | 0.38                             |
| 13      | Renu Vinod Vohra                            |   |                                  |                                      |  |                                  |
|         | At the beginning of the year                | 8920                                      | 0.08                             |                                      |  |                                  |
|         | At the end of the year                      |   |                                  |                                      | 8920   | 0.08                             |
| 14      | Avinash Vohra                               |   |                                  |                                      |  |                                  |
|         | At the beginning of the year                | 8917                                      | 0.08                             |                                      |  |                                  |
|         | Inter-se-transfer of shares on Jan 13, 2018 |   |                                  | -8917                                |  |                                  |
|         | At the end of the year                      |   |                                  |                                      | Nil  | 0.00                             |
| 15      | Shruti Dhruve                               |   |                                  |                                      |  |                                  |
|         | At the beginning of the year                | 7799                                      | 0.07                             |                                      |  |                                  |
|         | At the end of the year                      |   |                                  |                                      | 7799   | 0.07                             |
| 16      | Aanchal Sachdev                             |   |                                  |                                      |  |                                  |
|         | At the beginning of the year                | 1300                                      | 0.01                             |                                      |  |                                  |
|         | Sale of shares on May 11, 2017              |   |                                  | -200                                 |  |                                  |
|         | Purchase of shares on May 30, 2017          |   |                                  | 200                                  |  |                                  |
|         | Sale of shares on July 24, 2017             |   |                                  | -130                                 |  |                                  |
|         | Purchase of shares on Oct 3, 2017           |   |                                  | 150                                  |  |                                  |
|         | Inter-se-transfer of shares on Feb 12, 2018 |   |                                  | 2000                                 |  |                                  |
|         | At the end of the year                      |   |                                  |                                      | 3320   | 0.03                             |
| 17      | Nirbhay Sachdev                             |   |                                  |                                      |  |                                  |
|         | At the beginning of the year                | 0   | 0                                |                                      |  |                                  |
|         | Inter-se-transfer of shares on Feb 12, 2018 |   |                                  | 5000                                 |  |                                  |
|         | At the end of the year                      |   |                                  |                                      | 5000   | 0.04                             |
|         | Total                                       |   |                                  |                                      | 6359181  | 55.32                            |

iv. Shareholding Pattern of Top Ten Shareholders (Other than Directors, Promoters and Holders of GDRs and ADRs)

| Sl. No. | Name                            | Shareholding   |                                  | Date       | Increase/ Decrease in Shareholding | Reason   | Cumulative Shareholding during the year (01.04.2017 to 31.03.2018) |                                  |
|---------|---------------------------------|--|----------------------------------|------------|------------------------------------|----------|--|----------------------------------|
|         |                                 | No. of Shares at the beginning (01.04.2017) / end of the year (31.03.2018) | % of total shares of the Company |            |                                    |          | No. of Shares  | % of total shares of the Company |
| 1       | Vijay Kishanlal Kedia           | 753928   | 6.91%                            | 01.04.2017 |                                    |          | 753928   | 6.91%                            |
|         |                                 |  |                                  | 12.05.2017 | 20000                              | Purchase | 773928   | 7.10%                            |
|         |                                 |  |                                  | 21.07.2017 | -18922                             | Sale     | 755006   | 6.92%                            |
|         |                                 |  |                                  | 28.07.2017 | -16078                             | Sale     | 738928   | 6.78%                            |
|         |                                 | 738928   | 6.43%                            | 31.03.2018 |                                    |          | 738928   | 6.43%                            |
| 2       | Malabar India Fund Limited      | Nil  | 0.00%                            | 01.04.2017 |                                    |          | Nil  | 0.00%                            |
|         |                                 |  |                                  | 22.12.2017 | 429629                             | Purchase | 429629   | 3.74%                            |
|         |                                 | 429629   | 3.74%                            | 31.03.2018 |                                    |          | 429629   | 3.74%                            |
| 3       | University Of Notre Dame Du Lac | 343224   | 3.15%                            | 01.04.2017 |                                    |          | 343224   | 3.15%                            |
|         |                                 |  |                                  | 31.03.2018 | 7000                               | Purchase | 350224   | 3.05%                            |
|         |                                 | 350224   | 3.05%                            | 31.03.2018 |                                    |          | 350224   | 3.05%                            |
| 4       | Pivotal Business Managers LLP   | 281800   | 2.58%                            | 01.04.2017 |                                    |          | 281800   | 2.58%                            |
|         |                                 | 281800   | 2.45%                            | 31.03.2018 |                                    |          | 281800   | 2.45%                            |
| 5       | Mukul Mahavirprasad Agrawal     | Nil  | 0.00%                            | 01.04.2017 |                                    |          | Nil  | 0.00%                            |
|         |                                 |  |                                  | 15.09.2017 | 275000                             | Purchase | 275000   | 2.52%                            |
|         |                                 | 275000   | 2.39%                            | 31.03.2018 |                                    |          | 275000   | 2.39%                            |

| Sl. No. | Name   | Shareholding  |  | Date       | Increase/<br>Decrease in<br>Shareholding | Reason   | Cumulative Shareholding<br>during the year<br>(01.04.2017 to 31.03.2018) |  |
|---------|--|---|--|------------|--|----------|--|--|
|         |  | No. of Shares at the<br>beginning (01.04.2017)<br>/ end of the year<br>(31.03.2018) | % of total<br>shares of the<br>Company |            |  |          | No. of<br>Shares   | % of total<br>shares of the<br>Company |
| 6       | Washington University -<br>Chanakya Capital Partners | 228290  | 2.09%                                  | 01.04.2017 |  |          | 228290   | 2.09%                                  |
|         |  |   |  | 10.10.2017 | 1804                                     | Purchase | 230094   | 2.11%                                  |
|         |  |   |  | 16.02.2018 | 2212                                     | Purchase | 232306   | 2.02%                                  |
|         |  |   |  | 23.02.2018 | 2904                                     | Purchase | 235210   | 2.05%                                  |
|         |  |   |  | 02.03.2018 | 404                                      | Purchase | 235614   | 2.05%                                  |
|         |  | 235614  | 2.05%                                  | 31.03.2018 |  |          | 235614   | 2.05%                                  |
| 7       | Premier Investment Fund<br>Limited                   | 150868  | 1.38%                                  | 01.04.2017 |  |          | 150868   | 1.38%                                  |
|         |  |   |  | 23.03.2018 | 20643                                    | Purchase | 171511   | 1.49%                                  |
|         |  | 171511  | 1.49%                                  | 31.03.2018 |  |          | 171511   | 1.49%                                  |
| 8       | Nita Pramod Khara                                    | Nil   | 0.00%                                  | 01.04.2017 |  |          | Nil  | 0.00%                                  |
|         |  |   |  | 14.07.2017 | 90650                                    | Purchase | 90650  | 0.83%                                  |
|         |  |   |  | 18.08.2017 | 90651                                    | Purchase | 181301   | 1.66%                                  |
|         |  |   |  | 15.09.2017 | -30000                                   | Sale     | 151301   | 1.39%                                  |
|         |  | 151301  | 1.32%                                  | 31.03.2018 |  |          | 151301   | 1.32%                                  |
| 9       | Malabar Value Fund                                   | Nil   | 0.00%                                  | 01.04.2017 |  |          | Nil  | 0.00%                                  |
|         |  |   |  | 22.12.2017 | 88889                                    | Purchase | 88889  | 0.77%                                  |
|         |  | 88889   | 0.77%                                  | 31.03.2018 |  |          | 88889  | 0.77%                                  |

| Sl. No. | Name                                       | Shareholding  |  | Date       | Increase/<br>Decrease in<br>Shareholding | Reason   | Cumulative Shareholding<br>during the year<br>(01.04.2017 to 31.03.2018) |  |
|---------|--|---|--|------------|--|----------|--|--|
|         |  | No. of Shares at the<br>beginning (01.04.2017)<br>/ end of the year<br>(31.03.2018) | % of total<br>shares of the<br>Company |            |  |          | No. of<br>Shares   | % of total<br>shares of the<br>Company |
| 10      | GP Emerging Markets<br>Strategies, LP      | 72184   | 0.66%                                  | 01.04.2017 |  |          | 72184  | 0.66%                                  |
|         |  |   |  | 10.11.2017 | 570                                      | Purchase | 72754  | 0.63%                                  |
|         |  |   |  | 16.02.2018 | 700                                      | Purchase | 73454  | 0.64%                                  |
|         |  |   |  | 23.02.2018 | 919                                      | Purchase | 74373  | 0.65%                                  |
|         |  | 74373   | 0.65%                                  | 31.03.2018 |  |          | 74373  | 0.65%                                  |
| 11      | Kedia Securities<br>Limited                | Nil   | 0.00%                                  | 01.04.2017 |  |          | Nil  | 0.00%                                  |
|         |  |   |  | 22.12.2017 | 74074                                    | Purchase | 74074  | 0.64%                                  |
|         |  | 74074   | 0.64%                                  | 31.03.2018 |  |          | 74074  | 0.64%                                  |
| 12      | Massachusetts Institute of<br>Technology 2 | 66272   | 0.61%                                  | 01.04.2017 |  |          | 66272  | 0.61%                                  |
|         |  |   |  | 31.03.2018 |  |          | 66272  | 0.58%                                  |
| 13      | Rajesh Kumar M S                           | 102500  | 0.93%                                  | 01.04.2017 |  |          | 102500   | 0.94%                                  |
|         |  |   |  | 07.04.2017 | -150                                     | Sale     | 102350   | 0.94%                                  |
|         |  |   |  | 28.04.2017 | -1850                                    | Sale     | 100500   | 0.92%                                  |
|         |  |   |  | 05.05.2017 | 50                                       | Purchase | 100550   | 0.92%                                  |
|         |  |   |  | 12.05.2017 | 1700                                     | Purchase | 102250   | 0.94%                                  |
|         |  |   |  | 26.05.2017 | -200                                     | Sale     | 102050   | 0.94%                                  |

| Sl. No. | Name                                 | Shareholding   |                                  | Date       | Increase/<br>Decrease in<br>Shareholding | Reason | Cumulative Shareholding during the year (01.04.2017 to 31.03.2018) |                                  |
|---------|--------------------------------------|--|----------------------------------|------------|--|--------|--|----------------------------------|
|         |                                      | No. of Shares at the beginning (01.04.2017) / end of the year (31.03.2018) | % of total shares of the Company |            |  |        | No. of Shares  | % of total shares of the Company |
|         |                                      |  |                                  | 23.06.2017 | -250                                     | Sale   | 101800   | 0.93%                            |
|         |                                      |  |                                  | 21.07.2017 | -300                                     | Sale   | 101500   | 0.93%                            |
|         |                                      |  |                                  | 25.08.2017 | -1000                                    | Sale   | 100500   | 0.92%                            |
|         |                                      |  |                                  | 15.09.2017 | -7000                                    | Sale   | 93500  | 0.86%                            |
|         |                                      |  |                                  | 13.10.2017 | -10200                                   | Sale   | 83300  | 0.76%                            |
|         |                                      |  |                                  | 27.10.2017 | -13300                                   | Sale   | 70000  | 0.64%                            |
|         |                                      |  |                                  | 03.11.2017 | -3000                                    | Sale   | 67000  | 0.61%                            |
|         |                                      |  |                                  | 09.02.2018 | -4000                                    | Sale   | 63000  | 0.55%                            |
|         |                                      | 63000  | 0.55%                            | 31.03.2018 |  |        | 63000  | 0.55%                            |
| 14      | Sunidhi Securities & Finance Limited | 88000  | 0.81%                            | 01.04.2017 |  |        | 88000  | 0.81%                            |
|         |                                      |  |                                  | 07.04.2017 | -600                                     | Sale   | 87400  | 0.80%                            |
|         |                                      |  |                                  | 14.04.2017 | -500                                     | Sale   | 86900  | 0.80%                            |
|         |                                      |  |                                  | 21.04.2017 | -417                                     | Sale   | 86483  | 0.79%                            |
|         |                                      |  |                                  | 28.04.2017 | -1474                                    | Sale   | 85009  | 0.78%                            |
|         |                                      |  |                                  | 05.05.2017 | -2270                                    | Sale   | 82739  | 0.76%                            |
|         |                                      |  |                                  | 12.05.2017 | -8349                                    | Sale   | 74390  | 0.68%                            |

| Sl. No. | Name | Shareholding  |  | Date       | Increase/<br>Decrease in<br>Shareholding | Reason   | Cumulative Shareholding<br>during the year<br>(01.04.2017 to 31.03.2018) |  |
|---------|------|---|--|------------|--|----------|--|--|
|         |      | No. of Shares at the<br>beginning (01.04.2017)<br>/ end of the year<br>(31.03.2018) | % of total<br>shares of the<br>Company |            |  |          | No. of<br>Shares   | % of total<br>shares of the<br>Company |
|         |      |   |  | 19.05.2017 | -1853                                    | Sale     | 72537  | 0.67%                                  |
|         |      |   |  | 26.05.2017 | -486                                     | Sale     | 72051  | 0.66%                                  |
|         |      |   |  | 02.06.2017 | -1278                                    | Sale     | 70773  | 0.65%                                  |
|         |      |   |  | 09.06.2017 | -1843                                    | Sale     | 68930  | 0.63%                                  |
|         |      |   |  | 16.06.2017 | -793                                     | Sale     | 68137  | 0.62%                                  |
|         |      |   |  | 23.06.2017 | -1242                                    | Sale     | 66895  | 0.61%                                  |
|         |      |   |  | 30.06.2017 | -200                                     | Sale     | 66695  | 0.61%                                  |
|         |      |   |  | 07.07.2017 | -1045                                    | Sale     | 65650  | 0.60%                                  |
|         |      |   |  | 14.07.2017 | -4814                                    | Sale     | 60836  | 0.56%                                  |
|         |      |   |  | 21.07.2017 | -2474                                    | Sale     | 58362  | 0.54%                                  |
|         |      |   |  | 28.07.2017 | -46874                                   | Sale     | 11488  | 0.11%                                  |
|         |      |   |  | 04.08.2017 | -2438                                    | Sale     | 9050   | 0.08%                                  |
|         |      |   |  | 11.08.2017 | -5477                                    | Sale     | 3573   | 0.03%                                  |
|         |      |   |  | 18.08.2017 | -3573                                    | Sale     | 0  | 0.00%                                  |
|         |      |   |  | 25.08.2017 | 400                                      | Purchase | 400  | 0.00%                                  |
|         |      |   |  | 08.09.2017 | -400                                     | Sale     | 0  | 0.00%                                  |
|         |      |   |  | 15.09.2017 | 450                                      | Purchase | 450  | 0.00%                                  |
|         |      |   |  | 22.09.2017 | 400                                      | Purchase | 850  | 0.01%                                  |
|         |      |   |  | 29.09.2017 | -400                                     | Sale     | 450  | 0.00%                                  |
|         |      |   |  | 06.10.2017 | -400                                     | Sale     | 50   | 0.00%                                  |
|         |      |   |  | 13.10.2017 | -50                                      | Sale     | 0  | 0.00%                                  |
|         |      |   |  | 27.10.2017 | 7123                                     | Purchase | 7123   | 0.07%                                  |
|         |      |   |  | 03.11.2017 | -7039                                    | Sale     | 84   | 0.00%                                  |

| Sl. No. | Name | Shareholding  |  | Date       | Increase/<br>Decrease in<br>Shareholding | Reason   | Cumulative Shareholding<br>during the year<br>(01.04.2017 to 31.03.2018) |  |
|---------|------|---|--|------------|--|----------|--|--|
|         |      | No. of Shares at the<br>beginning (01.04.2017)<br>/ end of the year<br>(31.03.2018) | % of total<br>shares of the<br>Company |            |  |          | No. of<br>Shares   | % of total<br>shares of the<br>Company |
|         |      |   |  | 10.11.2017 | 246                                      | Purchase | 330  | 0.00%                                  |
|         |      |   |  | 17.11.2017 | 684                                      | Purchase | 1014   | 0.01%                                  |
|         |      |   |  | 24.11.2017 | -394                                     | Sale     | 620  | 0.01%                                  |
|         |      |   |  | 01.12.2017 | 1219                                     | Purchase | 1839   | 0.02%                                  |
|         |      |   |  | 08.12.2017 | -1839                                    | Sale     | 0  | 0.00%                                  |
|         |      |   |  | 15.12.2017 | 1692                                     | Purchase | 1692   | 0.01%                                  |
|         |      |   |  | 22.12.2017 | -1528                                    | Sale     | 164  | 0.00%                                  |
|         |      |   |  | 29.12.2017 | -124                                     | Sale     | 40   | 0.00%                                  |
|         |      |   |  | 05.01.2018 | 246                                      | Purchase | 286  | 0.00%                                  |
|         |      |   |  | 12.01.2018 | 1000                                     | Purchase | 1286   | 0.01%                                  |
|         |      |   |  | 19.01.2018 | 454                                      | Purchase | 1740   | 0.02%                                  |
|         |      |   |  | 26.01.2018 | -740                                     | Sale     | 1000   | 0.01%                                  |
|         |      |   |  | 16.02.2018 | 25                                       | Purchase | 1025   | 0.01%                                  |
|         |      |   |  | 23.02.2018 | 725                                      | Purchase | 1750   | 0.02%                                  |
|         |      |   |  | 16.03.2018 | 1269                                     | Purchase | 3019   | 0.03%                                  |
|         |      |   |  | 23.03.2018 | -491                                     | Sale     | 2528   | 0.02%                                  |
|         |      | 3189  | 0.03%                                  | 31.03.2018 | 661                                      | Purchase | 3189   | 0.03%                                  |
|         |      |   |  | 31.03.2018 |  |          | 3189   | 0.03%                                  |



**v. Shareholding of Directors and Key Managerial Personnel:**

| Sl. No.      | Shareholder's Name                               | Shareholding at the beginning of the year |                                  | Increase/ (Decrease) in Shareholding | Cumulative Shareholding during the year (01.04.2017 to 31.03.2018) |                                  |
|--------------|--|---|----------------------------------|--------------------------------------|--|----------------------------------|
|              |  | No. of Shares                             | % of total shares of the Company |                                      | No. of Shares  | % of total shares of the Company |
| A. DIRECTORS |  |   |                                  |                                      |  |                                  |
| 1            | Sanjeev Vohra                                    |   |                                  |                                      |  |                                  |
|              | At the beginning of the year                     | 224050                                    | 2.05%                            |                                      |  |                                  |
|              | Sale of shares on September 11, 2017             |   |                                  | -204000                              |  |                                  |
|              | Inter-se-transfer of shares on February 12, 2018 |   |                                  | -17000                               |  |                                  |
|              | At the end of the year                           |   |                                  |                                      | 3050   | 0.03%                            |
| 2            | Mukesh Dhruve                                    |   |                                  |                                      |  |                                  |
|              | At the beginning of the year                     | 200500                                    | 1.84%                            |                                      |  |                                  |
|              | At the end of the year                           |   |                                  |                                      | 200500   | 1.75%                            |
| 3            | Pramod Kherra                                    |   |                                  |                                      |  |                                  |
|              | At the beginning of the year                     | 181301                                    | 1.66%                            |                                      |  |                                  |
|              | Inter-se-transfer of shares on July 14, 2017     |   |                                  | -90650                               |  |                                  |
|              | Inter-se-transfer of shares on August 18, 2017   |   |                                  | -90651                               |  |                                  |
|              | At the end of the year                           |   |                                  |                                      | Nil  | 0.00%                            |
| 4            | Ullal Bhat                                       |   |                                  |                                      |  |                                  |
|              | At the beginning of the year                     | 10000                                     | 0.09%                            |                                      |  |                                  |
|              | At the end of the year                           |   |                                  |                                      | 10000  | 0.09%                            |
| 5            | Dushyant Mehta                                   |   |                                  |                                      |  |                                  |
|              | At the beginning of the year                     | 25800                                     | 0.24%                            |                                      |  |                                  |
|              | At the end of the year                           |   |                                  |                                      | 25800  | 0.22%                            |
| 6            | Mahalakshmi Ramadorai                            |   |                                  |                                      |  |                                  |
|              | At the beginning of the year                     | 2500                                      | 0.02%                            |                                      |  |                                  |
|              | At the end of the year                           |   |                                  |                                      | 2500   | 0.02%                            |
| 7            | Vinod Vohra                                      |   |                                  |                                      |  |                                  |
|              | At the beginning of the year                     | Nil                                       | 0.00%                            |                                      |  |                                  |
|              | At the end of the year                           |   |                                  |                                      | Nil  | 0.00%                            |
| 8            | Rajeev Vohra                                     |   |                                  |                                      |  |                                  |
|              | At the beginning of the year                     | Nil                                       | 0.00%                            |                                      |  |                                  |
|              | At the end of the year                           |   |                                  |                                      | Nil  | 0.00%                            |

| Sl. No.                            | Shareholder's Name           | Shareholding at the beginning of the year |                                  | Increase/ (Decrease) in Shareholding | Cumulative Shareholding during the year (01.04.2017 to 31.03.2018) |                                  |
|------------------------------------|------------------------------|---|----------------------------------|--------------------------------------|--|----------------------------------|
|                                    |                              | No. of Shares                             | % of total shares of the Company |                                      | No. of Shares  | % of total shares of the Company |
| <b>9</b>                           | <b>P. Krishnamurthy</b>      |   |                                  |                                      |  |                                  |
|                                    | At the beginning of the year | Nil                                       | 0.00%                            |                                      |  |                                  |
|                                    | At the end of the year       |   |                                  |                                      | Nil  | 0.00%                            |
| <b>10</b>                          | <b>Jamshed Irani</b>         |   |                                  |                                      |  |                                  |
|                                    | At the beginning of the year | Nil                                       | 0.00%                            |                                      |  |                                  |
|                                    | At the end of the year       |   |                                  |                                      | Nil  | 0.00%                            |
| <b>11</b>                          | <b>Alyque Padamsee</b>       |   |                                  |                                      |  |                                  |
|                                    | At the beginning of the year | Nil                                       | 0.00%                            |                                      |  |                                  |
|                                    | At the end of the year       |   |                                  |                                      | Nil  | 0.00%                            |
| <b>12</b>                          | <b>Bhumika Batra</b>         |   |                                  |                                      |  |                                  |
|                                    | At the beginning of the year | Nil                                       | 0.00%                            |                                      |  |                                  |
|                                    | At the end of the year       |   |                                  |                                      | Nil  | 0.00%                            |
| <b>B. KEY MANAGERIAL PERSONNEL</b> |                              |   |                                  |                                      |  |                                  |
| <b>1</b>                           | <b>Kajal Damania</b>         |   |                                  |                                      |  |                                  |
|                                    | At the beginning of the year | Nil                                       | 0.00%                            |                                      |  |                                  |
|                                    | At the end of the year       |   |                                  |                                      | Nil  | 0.00%                            |

## V. INDEBTEDNESS

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

(₹ in Lakhs)

| Indebtedness at the beginning of the Financial Year | Secured Loans excluding Deposits | Unsecured Loans | Deposits | Total Indebtedness |
|---|----------------------------------|-----------------|----------|--------------------|
| i) Principal Amount                                 | 23626.64                         | -               | -        | 23626.64           |
| ii) Interest due but not paid                       | -                                | -               | -        | -                  |
| iii) Interest accrued but not due                   | 123.56                           | -               | -        | 123.56             |
| <b>Total (i + ii + iii)</b>                         | <b>23750.20</b>                  | -               | -        | <b>23750.20</b>    |
| Change in Indebtedness during the financial year    | Secured Loans excluding deposits | Unsecured Loans | Deposits | Total Indebtedness |
| * Addition  | 412.38                           | -               | -        | 412.38             |
| * Reduction   | 9784.33                          | -               | -        | 9784.33            |
| <b>Net Change</b>                                   | <b>9371.95</b>                   | -               | -        | <b>9371.95</b>     |
| Indebtedness at the end of the Financial Year       | Secured Loans excluding Deposits | Unsecured Loans | Deposits | Total Indebtedness |
| i) Principal Amount                                 | 14344.88                         | -               | -        | 14344.88           |
| ii) Interest due but not paid                       | -                                | -               | -        | -                  |
| iii) Interest accrued but not due                   | 33.37                            | -               | -        | 33.37              |
| <b>Total (i+ii+iii)</b>                             | <b>14378.25</b>                  | -               | -        | <b>14378.25</b>    |

## VI. REMUNERATION OF DIRECTORS AND KEY MANAGERIAL PERSONNEL

### A. Remuneration to Managing Director, Whole-time Directors and/or Manager: (₹ in Lakhs)

| Sl. No. | Particulars of Remuneration   | Name of MD/WTD/ Manager |                       |                      |                        |                           | Total Amount  |
|---------|---|-------------------------|-----------------------|----------------------|------------------------|---------------------------|---------------|
|         |   | Mukesh Rajnikant Dhruve | Rajeev Inderjit Vohra | Vinod Inderjit Vohra | Sanjeev Inderjit Vohra | Pramod Krishnagopal Khera |               |
| 1       | Gross salary  | 25.56                   | 30.24                 | 0                    | 30.24                  | 56.35                     | 142.39        |
|         | (a) Salary as per provisions contained in Section 17(1) of the Income-tax Act, 1961 | 25.37                   | 30.05                 | 0                    | 30.05                  | 51.60                     | 137.07        |
|         | (b) Value of perquisites u/s 17(2) Income-tax Act, 1961                             | 0.19                    | 0.19                  | 0                    | 0.19                   | 8.13                      | 8.70          |
|         | (c) Profits in lieu of salary under Section 17(3) Income tax Act, 1961              | -                       | -                     | -                    | -                      | -                         | -             |
| 2       | Stock Option  | -                       | -                     | -                    | -                      | -                         | -             |
| 3       | Sweat Equity  | -                       | -                     | -                    | -                      | -                         | -             |
| 4       | Commission  | -                       | -                     | -                    | -                      | -                         | -             |
|         | - as % of profit  | -                       | -                     | -                    | -                      | -                         | -             |
|         | - others, specify   | -                       | -                     | -                    | -                      | -                         | -             |
| 5       | Others, please specify  | -                       | -                     | -                    | -                      | -                         | -             |
|         | <b>Total</b>  | <b>25.56</b>            | <b>30.24</b>          | -                    | <b>30.24</b>           | <b>59.73</b>              | <b>145.77</b> |

**B. Remuneration to other Directors:**

Remuneration paid to the Executive Directors is within the ceiling provided under Section 197 of the Companies Act, 2013

(₹ in Lakhs)

| Sl. No. | Name of Director                                     | Fee for attending Board/ Committee Meetings | Commission | Total       |
|---------|--|---|------------|-------------|
|         | <b>Independent Directors:</b>                        |   |            |             |
| 1       | U R Bhat   | 1.25  | 0          | 1.25        |
| 2       | Jamshed J Irani                                      | 0.75  | 0          | 0.75        |
| 3       | Alyque Padamsee                                      | 1.55  | 0          | 1.55        |
| 4       | Mahalakshmi Ramadorai                                | 1.00  | 0          | 1.00        |
| 5       | P Krishnamurthy                                      | 1.80  | 0          | 1.80        |
| 6       | Bhumika Batra  | 0.75  | 0          | 0.75        |
|         | <b>Non-Executive &amp; Non-Independent Director:</b> |   |            |             |
| 7       | Dushyant Mehta                                       | 1.25  | 0          | 1.25        |
|         | <b>Total</b>   |   |            | <b>8.35</b> |

Ceiling as per the Act: ₹ 1 lakh per meeting of Board and Committees

## C. Remuneration to Key Managerial Personnel other than MD/Manager/WTD:

(₹ in Lakhs)

| Sl. No. | Particulars of Remuneration   | Key Managerial Personnel |                                    |                                     |              |              |
|---------|---|--------------------------|------------------------------------|-------------------------------------|--------------|--------------|
|         |   | CEO                      | Company Secretary (Dimple Chopra)* | Company Secretary (Kajal Damania)** | CFO          | Total        |
| 1       | Gross salary  |                          |                                    |                                     |              |              |
|         | (a) Salary as per provisions contained in Section 17(1) of the Income-tax Act, 1961 | 0                        | 6.03                               | 7.68                                | 25.37        | 39.08        |
|         | (b) Value of perquisites u/s 17(2) Income-tax Act, 1961                             | 0                        | 0                                  | 0                                   | 0.19         | 0.19         |
|         | (c) Profits in lieu of salary under Section 17(3) Income-tax Act, 1961              | 0                        | 0                                  | 0                                   | 0            | 0            |
| 2       | Stock Option  | 0                        | 0                                  | 0                                   | 0            | 0            |
| 3       | Sweat Equity  | 0                        | 0                                  | 0                                   | 0            | 0            |
| 4       | Commission  | 0                        | 0                                  | 0                                   | 0            | 0            |
|         | - as % of profit  | 0                        | 0                                  | 0                                   | 0            | 0            |
|         | - others, specify...  | 0                        | 0                                  | 0                                   | 0            | 0            |
| 5       | Others, please specify  | 0                        | 0                                  | 0                                   | 0            | 0            |
|         | <b>Total</b>  | <b>0</b>                 | <b>6.03</b>                        | <b>7.68</b>                         | <b>25.56</b> | <b>39.27</b> |

\* Ms. Dimple Chopra have resigned on October 6, 2018

\*\*Ms. Kajal Damania has been appointed w.e.f. October 7, 2018

## VII. PENALTIES / PUNISHMENT/ COMPOUNDING OF OFFENCES

| Type        | Section of the Companies Act | Brief Description | Authority [RD / NCIT/ COURT] | Appeal made, if any | Details of Penalty / Punishment/ Compounding fees imposed |           |     |
|-------------|------------------------------|-------------------|------------------------------|---------------------|---|-----------|-----|
|             |                              |                   |                              |                     | Company   | Directors | KMP |
| Penalty     | Nil                          | Nil               | Nil                          | Nil                 | 0   | 0         | 0   |
| Punishment  | Nil                          | Nil               | Nil                          | Nil                 | 0   | 0         | 0   |
| Compounding | Nil                          | Nil               | Nil                          | Nil                 | 0   | 0         | 0   |

## ANNEXURE D – DIRECTORS' REPORT

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

Section 134 of the Companies Act, 2013 read with Companies (Accounts) Rules, 2014

#### CONSERVATION OF ENERGY

##### A. The steps taken or impact on conservation of energy:

All the manufacturing facilities continued their efforts to reduce the specific energy consumption. Specific and total energy consumption is tracked on daily basis at individual factory/block level and also at consolidated manufacturing level. Energy audits are conducted at all the manufacturing units periodically and findings of the audit are implemented.

During the year, the Company has not taken any new initiative in connection with the Conservation of Energy. The measures taken at Company's manufacturing units are briefly enumerated as below:

- Replacement of MHL by LED is going on in manufacturing facility at Surat.
- Fixed 16 nos. of LED Medium bay Fixtures & 40 nos. of LED tube lights in newly constructed warehouse for storing paper reels as well as cut sheets.
- Fixed transparent sheets on roofs as well as side walls to maximise use of day lights in warehouse.
- Installed Shaft Less Goss Magnum Press at Surat plant which is of latest technology and has Servo Motors in each unit. This press is equipped with Quadtech Control system (Parent company in USA) for registration control & Baldwin Spray Dampening System (Parent company in UK).
- Installed UV Curing system of GEW – UK this press enable to print heavy inking jobs equivalent to Heat Set quality on Cold set press.
- Installed Automatic Cold lamination machine as a replacement of manual cold lamination machine for increasing output & also for improving lamination quality as well as reducing wastage.
- Installed Sheeter at Surat facility for cutting sheets of paper of required size from paper reel. This is for reducing inventory of cut sheets & also for increasing flexibility in system to handle multiple sizes of cut sheets.

##### B. The steps taken by the Company for utilising alternate sources of energy:

All the manufacturing units continue to put in effort to reduce specific energy consumption. The Company is evaluating other sources of energy such as solar energy.

Shaft Less Goss Magnum Press systems are for reducing paper wastage & also for improving print quality.

### **TECHNOLOGY ABSORPTION**

- i) The efforts made by the Company towards technology absorption and
- ii) The benefits derived like product improvement, cost reduction, product development or import substitution

### **RE-ENGINEERING**

Successfully completed various projects of Indigenisation of imported spares.

### **FOREIGN EXCHANGE EARNINGS AND OUTGO**

Details of expenditure and earnings in foreign currencies are given under Notes 36 and 38 in the financial statements.



## ANNEXURE E – DIRECTORS' REPORT

INFORMATION REQUIRED UNDER SECTION 197 OF THE COMPANIES ACT, 2013 READ WITH COMPANIES (APPOINTMENT AND REMUNERATION OF MANAGERIAL PERSONNEL) RULES, 2014

- 1) The percentage increase in remuneration of each Director, Chief Financial Officer and Company Secretary during the financial year 2017-18, ratio of the remuneration of each Director to the median remuneration of the employees of the Company for the financial year 2017-18 and the comparison of remuneration of each Key Managerial Personnel (KMP) against the performance of the Company are as under:

| Sr. No. | Name of Directors/ KMP  | Remuneration of Director/ KMP for the Financial Year 2016-17 (₹) | % Increase in Remuneration in the Financial Year 2017-18 | Remuneration of Director/ KMP for the Financial Year 2017-18 (₹) | Ratio of Remuneration of each Director/ to median Remuneration of Employees |
|---------|---|--|--|--|---|
| 1       | Mr. Vinod Vohra (Chairman)  | 2316600  | Nil  | Nil  | Nil   |
| 2       | Mr. Sanjeev Vohra (Managing Director)   | 2302800  | Nil  | 3024300  | 10.73   |
| 3       | Mr. Rajeev Vohra (Executive Director)   | 2282100  | Nil  | 3024300  | 10.73   |
| 4       | Mr. Mukesh Dhruve (Executive Director)  | 2247600  | Nil  | 2556300  | 9.07  |
| 5       | Mr. Pramod Khera (Executive Director)   | 3006600  | Nil  | 5973000  | 21.19   |
| 6       | Ms. Kajal Damania (Company Secretary & Compliance Officer) w.e.f. October 7, 2017 | NA   | NA   | 768382   | 2.73  |

- 2) The median remuneration of employees of the Company during the financial year was ₹ 281,929;
- 3) In the financial year, there was a decrease of 0.15% in the median remuneration of employees;
- 4) There were 645 permanent employees on the rolls of Company as on March 31, 2018;
- 5) a) Variations in the market capitalisation of the Company:

| Particulars           | As at March 31, 2018   | As at March 31, 2017   |
|-----------------------|------------------------|------------------------|
| Market Capitalisation | At BSE: ₹ 724.39 Crore | At BSE: ₹ 462.37 Crore |
|                       | At NSE: ₹ 724.39 Crore | At NSE: ₹ 461.45 Crore |

- b) Price Earnings ratio of the Company was 23.23 as at March 31, 2018 and was ₹ (161.85) as at March 31, 2017.
- c) Percentage increase over/decrease in the market quotations of the shares of the company as compared to the rate at which the company came out with the last public offer in the year:

The Company had come out with an initial public offer (IPO) in 2005 at a issue price of ₹ 165 per equity share of ₹ 10/- each. The closing market price as on March 31, 2018 of the Company's equity shares was ₹ 630.10 on BSE Limited and ₹ 630.10 on The National Stock Exchange of India Limited.

- 6) Average percentage decrease in the salaries of employees other than the managerial personnel in the last financial year i.e. 2017-18 was 13%.
- 7) The Directors have not availed of any variable component of remuneration during the year;
- 8) The ratio of the remuneration of the highest paid director to that of the employee who is not a director but receives remuneration in excess of the highest paid director during the year is 0.58; and
- 9) It is hereby affirmed that the remuneration paid is as per the Remuneration Policy for Directors, Key Managerial Personnel and other Employees.
- 10) Statement containing the particulars of employees in accordance with Rule 5(2) of the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014:
  - 1. List of employees of the Company employed throughout the financial year 2017-18 and were paid remuneration not less than ₹ 1.2 Crore per annum or in excess of that drawn by a Whole-Time Director - Nil
  - 2. Employees employed for the part of the year and were paid remuneration during the financial year 2017-18 at a rate which in aggregate was not less than ₹ 8.5 lakhs per month: Nil.

# CORPORATE GOVERNANCE REPORT

## **OUR CORPORATE GOVERNANCE PHILOSOPHY**

The Company strongly believes that business excellence is the reflection of the professionalism, conduct and ethical values of its management and employees. The basic philosophy of Corporate Governance in the Company is to achieve business excellence and dedicate itself for increasing long-term shareholder value, keeping in view the needs and interests of all its stakeholders.

The Company aims to adhere highest standards of transparency, integrity and accountability towards all its stakeholders by following professionally acknowledged good governance policies, thus meeting its obligations to all stakeholders in a balanced and accountable manner and enhancing ethical corporate behavior and fairness to all stakeholders comprising regulators, customers, vendors, investors and the society at large. Corporate Governance framework can be summarised as under:

- Communicate, externally and truthfully, about how the Company is run internally.
- Ensure transparency and maintain a high level of disclosures.
- The protection of the rights and interests of all stakeholders.
- Management is the trustee of the shareholders capital and not the owner.
- Have a simple and transparent corporate structure driven solely by business needs.

We believe and continuously endeavor to achieve good governance through timely disclosures, transparency, accountability and responsibility in all our dealings with the employees, shareholders, clients and community at large.

The Board of Directors represents the interest of the Company's stakeholders for optimizing long-term value by way of providing necessary guidance and strategic vision to the Company. The Board also ensures that the Company's management and employees operate with the highest degree of ethical standards through compliance of Code of Conduct adopted by the Company.

The Company ensures to comply with the requirements of Corporate Governance listed in the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (herein after referred to as 'the Listing Regulations').

A report on compliance with the principal of Corporate Governance as prescribed by SEBI in Chapter IV read with Schedule V of Listing Regulations forms part of this report.

## **BOARD OF DIRECTORS**

The members of the Board of Directors of the Company are eminent personalities from various fields who bring in a wide range of skills and experience to the Board and they are entrusted with the ultimate responsibility of the management, general affairs, direction and performance of the Company.

Pursuant to Regulation 17 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 the Company shall have an optimum combination of Executive and Non-Executive Directors with at least 1 (One) Woman Director and not less than 50% of the Board of Directors comprising of Non-Executive Directors. In your Company, 7 (Seven) out of 12 (Twelve) Directors are Non-Executive and hence the Company is complying with the aforesaid requirement.

The Board of Directors as on March 31, 2018 consists of 12 (Twelve) Directors. This includes 1 (One) Executive Chairman and 11 (Eleven) other Directors. These 11 (Eleven) Directors comprise of 1 (One) Managing Director, 3 (Three) Whole Time Directors and 6 (Six) Non-Executive-Independent Directors and 1 (One) Non-Executive-Non-Independent Director.

### Relationship inter-se

The following Directors of the Company are related to each other in the manner mentioned below:

| Sr. No. | Name of the Director       | Relationship inter-se   |
|---------|----------------------------|---|
| 1       | Mr. Vinod Inderjit Vohra   | Brother of Mr. Sanjeev Inderjit Vohra and Mr. Rajeev Inderjit Vohra |
| 2       | Mr. Sanjeev Inderjit Vohra | Brother of Mr. Vinod Inderjit Vohra and Mr. Rajeev Inderjit Vohra   |
| 3       | Mr. Rajeev Inderjit Vohra  | Brother of Mr. Vinod Inderjit Vohra and Mr. Sanjeev Inderjit Vohra  |

No Directors, other than those mentioned above, are in anyway related to each other.

### Board Independence

Based on the confirmation/disclosures received from the Directors and on evaluation of the relationships disclosed, all the Non-Executive-Independent Directors are independent in terms of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

The composition of the Board of Directors, the attendance of each Director on Board Meetings and the last Annual General Meeting (AGM) and also the number of other Board of Directors or Board Committees on which he is a Member/Chairman are as under:

| Name of the Director       | Designation         | Nature of Directorship        | Attendance Particulars |         | No. of other Directorships and Committee Members/Chairmanships |                         |                 |
|----------------------------|---------------------|-------------------------------|------------------------|---------|--|-------------------------|-----------------|
|                            |                     |                               | Board Meeting          | AGM     | Directorships*   | Committee Memberships** | Chairmanships** |
| Mr. Vinod Vohra            | Chairman            | Executive/Promoter            | 5                      | Present | 3  | Nil                     | Nil             |
| Mr. Sanjeev Vohra          | Managing Director   | Executive/Promoter            | 5                      | Present | 3  | Nil                     | Nil             |
| Mr. Mukesh Dhruve          | Whole Time Director | Executive/Promoter            | 4                      | Present | 3  | Nil                     | Nil             |
| Mr. Rajeev Vohra           | Whole Time Director | Executive/Promoter            | 5                      | Present | 3  | Nil                     | Nil             |
| Dr. Pramod Khara           | Whole Time Director | Executive                     | 5                      | Present | 2  | Nil                     | Nil             |
| Mr. Ullal R. Bhat          | Director            | Non-Executive Independent     | 5                      | Present | 4  | 8                       | Nil             |
| Dr. Jamshed J. Irani       | Director            | Non-Executive Independent     | 3                      | Present | 2  | 3                       | Nil             |
| Mr. P. Krishnamurthy       | Director            | Non-Executive Independent     | 4                      | Present | 5  | 2                       | 5               |
| Mr. Dushyant Mehta         | Director            | Non-Executive-Non-Independent | 5                      | Present | 1  | 3                       | 1               |
| Mr. Alyque Padamsee        | Director            | Non-Executive Independent     | 3                      | Absent  | Nil  | Nil                     | Nil             |
| Mrs. Mahalakshmi Ramadorai | Director            | Non-Executive Independent     | 4                      | Present | Nil  | Nil                     | Nil             |
| Ms. Bhumiika Batra         | Director            | Non-Executive Independent     | 3                      | Absent  | 8  | 9                       | 2               |

\* Excludes Directorship in Repro India Limited. The Directorship held by the Directors as mentioned above, do not include Alternate Directorships and Directorships of Foreign Companies, Section 8 Companies and Private Limited Companies.

\*\* For the purpose of considering the limit of the Committee Memberships and Chairmanships for a Director, the Audit Committee, Stakeholder's Relationship Committee, Nomination and Remuneration Committee, Corporate Social Responsibility Committee and Risk Management Committee of all other Public Limited Companies have been considered.

During the Financial Year ended March 31, 2018, 5 (Five) Board Meetings were held on the following dates: May 8, 2017, August 30, 2017, October 7, 2017, December 11, 2017 and February 8, 2018. The Company has held at least 1 (One) Board Meeting in every quarter and the maximum time gap of one hundred and twenty days between any two meetings.

All the Directors have informed the Company periodically about their Directorship and Membership on the Board/Committees of the Board of other Companies. As per the disclosures received, none of the Directors of the Company hold membership in more than 10 (Ten) Committees or act as the Chairman of more than 5 (Five) Committees across all Companies in which he/she is a Director.

The Code of Conduct applicable to the Board of Directors and the Senior Managerial Personnel has been posted on the Company's website. Further all Board Members and the Senior Managerial Personnel of the Company have affirmed their adherence to the code. The Company's Managing Director's declaration to this effect forms a part of this report.

The Board meets at least once in a quarter to review the quarterly Financial Results and operations of the Company. In addition to the above, the Board also meets as and when necessary to address specific issues concerning the business. The tentative annual calendar of Board Meetings for the ensuing year is decided well in advance by the Board and is published as part of the Annual Report. Presentations are made by the Executive Directors and Senior Management of the Company on the Company's performance, operations, plans and other matters on a periodic basis.

#### **Familiarisation Programme for Independent Directors:**

The Company believes that the Board be continuously empowered with the knowledge of the latest developments in the Company's business and the external environment affecting the industry as a whole.

The Company has conducted a familiarisation programme for all its Directors including the Independent Directors. The Company through such programme familiarized the Independent Directors with a brief background of the Company, their roles, rights, responsibilities in the Company, nature of the industry in which the Company operates, business model, operations of the Company, etc. They are also informed of the important policies of the Company including the Code of Conduct for Board Members and Senior Management Personnel and the Code of Conduct to regulate, monitor and report trading by insiders, etc.

The Managing Director, Chief Financial Officer (CFO), Company Secretary, Business Heads and other Senior Officials of the Company make presentations to the Board members on a periodical basis, briefing them on the operations of the Company, strategy, risks, new initiatives, etc.

The familiarisation programme for Independent Directors in terms of provisions of Regulation 25(7) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations,

2015 is uploaded on the website of the Company and can be accessed through the following weblink: (<http://www.repro.in/investors/overview>)

### **Separate Independent Directors' Meeting:**

In accordance with the provisions of Schedule IV (Code for Independent Directors) of the Companies Act, 2013 and Regulation 25(3) & (4) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, it mandate that the Independent Directors of the Company hold at least 1 (One) meeting in a year, without the presence of Non-Independent Directors and members of the management. It is recommended that all the Independent Directors of the Company be present at such meetings. These meetings are expected to review the performance of the Non-Independent Directors and the Board as a whole, as well as the performance of the Chairman of the Board, taking into account the views of the Executive Directors and Non-Executive Directors. The Board of Directors also discussed about the quality, quantity and timelines of the flow of information from the Management to the Board and its Committees, which is necessary to perform reasonably and discharge their duties.

During the year under review, the Independent Directors of the Company met on August 30, 2017, without the attendance of Non-Independent Directors and members of the Management.

### **Board Members Performance Evaluation:**

Pursuant to the provisions of the Companies Act, 2013 read with Rules issued there under and SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, one of the key functions of the Board is to monitor and review the Board evaluation framework. A Board Evaluation Policy has been framed and approved by the Nomination and Remuneration Committee and by the Board. The Board carried out an annual performance evaluation of its own performance, which was based on various aspects which, inter alia, included the level of participation in the Board Meetings, understanding of their roles and responsibilities, business of the Company along with the environment and effectiveness of their contribution. The Board appraised the Independent Directors individually as well as evaluated the working of the Committee of the Board. The performance evaluation of all the Directors was carried out by the Nomination and Remuneration Committee. The performance evaluation of the Chairman and the Non-Independent Directors was carried out by the Independent Directors.

The purpose of the Board evaluation is to achieve persistent and consistent improvement in the governance of the Company at the Board level with the participation of all concerned in an environment of harmony.

## **COMMITTEES OF THE BOARD**

There are 4 (Four) Committees of the Board namely: Audit Committee, Nomination and Remuneration Committee, Stakeholders Relationship Committee and Corporate Social Responsibility Committee.

### **1. AUDIT COMMITTEE**

The Company has a qualified and Independent Audit Committee which has been formed in pursuance of Regulation 18 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and Section 177 of the Companies Act, 2013.

The primary objective of the Audit Committee is to monitor and provide an effective supervision of the Management's financial reporting process to ensure accurate and

timely disclosures with the highest levels of transparency, integrity and quality of financial reporting.

The Audit Committee of the Board of Directors consists of following Directors as specified below:

1. Mr. P. Krishnamurthy : Chairman (Independent Non-Executive Director)
2. Mr. Alyque Padamsee : Member (Independent Non-Executive Director)
3. Mr. Mukesh Dhruve : Member (Executive Whole Time Director)

There has been no change in the composition of the Committee during the year.

The Committee mandatorily reviews information such as internal audit reports related to internal control weakness, management discussion and analysis of financial condition and result of operations, statement of significant related party transactions and such other matters as prescribed.

The powers, role and terms of reference of the Audit Committee includes the matters as specified under the Act and the Listing Regulations, besides other terms as referred by the Board. The broad terms of reference include; oversight of financial reporting process, review financial results and related information, approval to related party transactions, review internal financial controls, risk management, performance of statutory and internal auditors, audit process, relevant compliances, appointment and payments to auditors.

The Audit Committee is constituted and functions in accordance with Section 177 of the Companies Act, 2013 and Regulation 18 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

All the members of the Audit Committee are financially literate and Mr. P. Krishnamurthy is a Member of the Institute of Chartered Accountants of India and possesses wide and varied accounting or related financial management expertise.

Ms. Kajal Damania, Company Secretary is the Secretary to the Audit Committee. The main function of the Audit Committee is to provide the Board of Directors of the Company with additional assurance as to reliability of financial information and statutory financial statements and as to the adequacy of internal accounting and control systems. It acts as a link between the Management, Statutory Auditors and the Board of Directors.

During the year under review the Board of Directors of the Company has accepted all the recommendation of the Audit Committee. The Audit Committee met 4 (Four) times during the Financial Year - May 8, 2017, August 30, 2017, December 11, 2017 and February 7, 2018.

Necessary quorum was present at all these meetings.

| Name                 | No. of Meetings |          | Nature of Membership | Category of Directorship           |
|----------------------|-----------------|----------|----------------------|------------------------------------|
|                      | Held            | Attended |                      |                                    |
| Mr. P. Krishnamurthy | 4               | 4        | Chairman             | Non-Executive Independent Director |
| Mr. Alyque Padamsee  | 4               | 4        | Member               | Non-Executive Independent Director |
| Mr. Mukesh Dhruve    | 4               | 3        | Member               | Executive Director                 |

## 2. NOMINATION AND REMUNERATION COMMITTEE

The purpose of this Committee is to screen and review individuals qualified to serve as Executive Directors, Non-Executive Directors and Independent Directors and also designs benchmarks and continuously reviews the compensation program for our Executive Directors, Managing Director and Senior Executives.

The Nomination and Remuneration Committee coordinates and oversees the annual self-evaluation of the Board and of the individual Directors. It may also regularly evaluate the usefulness of such performance parameters and make necessary amendments.

Nomination and Remuneration Committee of the Board of Directors consists of following Directors as specified below:

1. Mr. P. Krishnamurthy : Chairman (Non-Executive Independent Director)
2. Mr. Dushyant Mehta : Member (Non-Executive-Non-Independent Director)
3. Mr. Alyque Padamsee : Member (Non-Executive Independent Director)

There has been no change in the composition of the Committee during the year.

The powers, role and terms of reference of the Nomination and Remuneration Committee includes the matters as specified under the Companies Act, 2013 and the Listing Regulations, besides other terms as referred by the Board. The broad terms of reference include formulation of remuneration policy, set criteria for determining qualifications, positive attributes and independence of a Director, formulation of criteria for evaluation of Independent Directors and the Board and criteria for appointment of Directors and Senior Management.

The Nomination and Remuneration Committee is constituted and functions in accordance with Section 178 of the Companies Act, 2013 and Regulation 19 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

The Committee met 3 (Three) times during the Financial Year - May 8, 2017, August 30, 2017 and October 7, 2017.

Necessary quorum was present at all these meetings.

| Name                 | No. of Meetings |          | Nature of Membership | Category of Directorship               |
|----------------------|-----------------|----------|----------------------|--|
|                      | Held            | Attended |                      |  |
| Mr. P. Krishnamurthy | 3               | 3        | Chairman             | Non-Executive Independent Director     |
| Mr. Dushyant Mehta   | 3               | 3        | Member               | Non-Executive-Non-Independent Director |
| Mr. Alyque Padamsee  | 3               | 2        | Member               | Non-Executive Independent Director     |

### Performance evaluation criteria for Independent Director:

The performance evaluation for Independent Directors is determined by the Nomination and Remuneration Committee. Factors that were evaluated includes participation and contribution by a Director, commitment, effective deployment of knowledge and expertise, effective management of relationship with stakeholders, integrity and maintenance of confidentiality and independence of behaviour and judgement.



### **Nomination and Remuneration Policy of the Company:**

The Nomination and Remuneration Committee is entrusted inter-alia with the responsibility of formulating a policy for payment of remuneration to Directors, Key Managerial Personnel and Senior Management of the Company.

The Nomination and Remuneration Policy provides appropriate composition of Executive, Non-Executive and Independent Directors on the Board of the Company along with criteria for appointment and remuneration including determination of qualification, positive attributes, independence of Directors and other matters as provided under sub-section (3) of Section 178 of the Companies Act, 2013.

This Policy applies to Directors, Senior Management including its Key Managerial Personnel.

### **3. STAKEHOLDERS RELATIONSHIP COMMITTEE**

The Stakeholders' Relationship Committee, oversees, inter-alia, timely redressal of shareholders' grievance such as issues involving transfer and transmission of shares, issue of duplicate Share Certificates, recording dematerialization/re-materialization, non-receipt of dividend, annual report, etc. The Committee also reviews the systems and procedures followed to resolve investor complaints and suggest several measures for improvement as may be necessary.

The Committee expresses satisfaction with the Company's performance in dealing with investor grievances and its share transfer system.

The Stakeholders Relationship Committee constituted by the Board comprises of Mr. Alyque Padamsee-Non-Executive Independent Director as Chairman and Mr. Vinod Vohra and Mr. Mukesh Dhruve - Executive Directors as its members. The Board has designated Ms. Kajal Damania - Company Secretary & Compliance Officer of the Company as the Secretary of the Committee.

The Committee acts in accordance with the terms of reference specified by the Board from time to time which, inter alia, includes enquiring into and redressing complaints of shareholders and investors and to resolve the grievance of the security holders.

During the year, the Company has received 1 (One) complaint, which has been timely resolved to the satisfaction of the complainant(s) and there was no investor complaint pending as on March 31, 2018. The status of complaints, if any, is periodically reported to the Committee.

Ms. Kajal Damania - Company Secretary is the Compliance Officer nominated for this purpose under SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. She looks into the investor grievances and co-ordinates with the Registrar & Share Transfer Agents, M/s Link Intime India Private Limited for redressal of grievances. The Company as per Regulation 20 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with Section 178 of the Companies Act, 2013, has a dedicated email id: [investor@reproindia ltd.com](mailto:investor@reproindia ltd.com) for the investor related queries and the same have been posted on the website of the Company as well.

The Committee held two meetings during the Financial Year - May 08, 2017 and February 08, 2018. Necessary quorum was present at all these meetings.

| Name                | No. of Meetings |          | Nature of Membership | Category of Directorship           |
|---------------------|-----------------|----------|----------------------|------------------------------------|
|                     | Held            | Attended |                      |                                    |
| Mr. Alyque Padamsee | 2               | 2        | Chairman             | Non-Executive Independent Director |
| Mr. Vinod Vohra     | 2               | 2        | Member               | Executive Director                 |
| Mr. Mukesh Dhruve   | 2               | 2        | Member               | Executive Director                 |

There has been no change in the composition of the committee during the year.

#### 4. CORPORATE SOCIAL RESPONSIBILITY COMMITTEE

The Corporate Social Responsibility (CSR) Committee oversees Corporate Social Responsibility, Corporate Governance and other matters as may be referred by the Board of Directors. As per Section 135 of the Companies Act, 2013 this Committee discharges the role of CSR Committee which includes formulating and recommending to the Board a CSR Policy, indicating the activities to be undertaken by the Company as per Schedule VII to the Companies Act, 2013 recommending the amount of expenditure to be incurred and monitoring the CSR Policy of the Company.

The Committee has been formed in conformity with Section 135 of the Companies Act, 2013 read with the Companies (Corporate Social Responsibility Policy) Rules, 2014.

The CSR committee is empowered pursuant to its terms of reference includes:

- (i) Formulate and recommend to the Board, a CSR Policy which shall indicate the activities to be undertaken by the Company as specified in Schedule VII of the Companies Act, 2013.
- (ii) Recommend the amount of expenditure to be incurred on the activities.
- (iii) Monitor the CSR policy of the Company from time to time.
- (iv) Prepare a transparent monitoring mechanism for ensuring implementation of the projects/programmes/activities proposed to be undertaken by the Company; and such other activities as the Board of Directors may determine from time to time.
- (v) To implement its CSR initiatives.

The Committee met once during the Financial Year: February 8, 2018.

Necessary quorum was present at the meeting.

| Name                       | Meeting(s) details |          | Nature of Membership | Category of Directorship               |
|----------------------------|--------------------|----------|----------------------|--|
|                            | Held               | Attended |                      |  |
| Dr. Jamshed J. Irani       | 1                  | 1        | Chairman             | Non-Executive Independent Director     |
| Mr. Ullal R. Bhat          | 1                  | 0        | Member               | Non-Executive Independent Director     |
| Mr. Dushyant Mehta         | 1                  | 1        | Member               | Non-Executive-Non-Independent Director |
| Mr. Vinod Vohra            | 1                  | 1        | Member               | Executive Director                     |
| Mrs. Mahalakshmi Ramadorai | 1                  | 1        | Member               | Non-Executive Independent Director     |

There has been no change in the composition of the committee during the year, Ms. Kajal Damania - Company Secretary, acts as a Secretary to the Committee.

In years to come, your Company looks forward to be proactively engaged with employees, customers and the communities on a larger scale where the CSR creates a footprint and attains the level of 'Value creation' promoting sustainable business model.

During the year 2017-2018, the Company is not in a position to spend money on CSR activity due to cash crunch in the Company.

The CSR Policy has been placed on the website of the Company and can be accessed through the following weblink: (<http://www.repro.in/investors/overview>)

### **SUBSIDIARY COMPANY**

Company does not have any material non-listed Indian Subsidiary Company in terms of Regulation 16 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. The minutes of the Board Meetings of the Subsidiary Companies are placed at the meeting of the Board of Directors of the Company on periodical basis. The Audit Committee reviews the financial statements including investments made by the unlisted Subsidiary Companies of the Company.

The policy for determining "material" subsidiaries has been placed on the website of the Company and can be accessed through the following weblink: (<http://www.repro.in/investors/overview>)

### **RELATED PARTY TRANSACTIONS (RPTs)**

Your Company enters into various transactions with related parties as defined under Section 2(76) of the Companies Act, 2013, in its ordinary course of business. All the RPTs are undertaken in compliance with the provisions set out in Companies Act, 2013 and Regulation 23 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. The Audit Committee and the Board of Directors of the Company have formulated the Policy on dealing with RPTs and a Policy on materiality of RPTs which is uploaded on the website of the Company and can be accessed through the following weblink: (<http://www.repro.in/investors/overview>)

The transactions with Related Parties are referred to the Audit Committee for its approval at the scheduled quarterly meetings or as may be called upon from time to time along with all relevant and stipulated information of such transaction(s).

During the financial year ended March 31, 2018, the Company has entered into RPTs in the ordinary course of business and on arms' length basis; and in accordance with the provisions of the Companies Act, 2013 read with the Rules issued thereunder, Regulation 23 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and the Policy of the Company on dealing with RPTs. During the financial year ended March 31, 2018, there are no transactions with related parties which qualify as a material transaction in terms of the applicable provisions of Regulation 23 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. The details of the RPTs are set out in the Financial Statements forming part of this Annual Report.

The details of the remuneration paid to the Key Managerial Personnel appointed by the Company in accordance with the provisions of Section 203 of the Companies Act, 2013, is set out in the Board's Report forming part of this Annual Report.

Details of employees, who are relatives of the Directors, holding an office or place of profit in the Company pursuant to Section 188 of the Companies Act, 2013 are set out in the Financial Statements forming part of this Annual Report.

In terms of Sections 177, 188 and other applicable provisions, if any, of the Companies Act, 2013 read with the Rules issued thereunder (including any statutory modification(s) or re-enactment(s) thereof for the time being in force) the appointment and remuneration payable to the aforesaid is approved by the Audit Committee and noted by the Board of Directors of the Company and are at arm's length and in ordinary course of business of the Company.

**Directors with materially significant, pecuniary or business relationship with the Company:**

There is no materially significant pecuniary or business relationship between the Non-Executive/Independent Directors and the Company, except for the sitting fees payable to them in accordance with the applicable laws. A declaration to this effect is also submitted by all the Directors, at the beginning of each financial year.

**DISCLOSURES BY MANAGEMENT**

- 1) **Disclosures on materially significant Related Party Transactions that is transactions of the Company of material nature, with its Promoters, the Directors or the Management, their relatives or Subsidiaries, etc. that may have potential conflict with the interest of the Company at large.**

The transaction between the Company and the Management, Directors or their relatives are disclosed in the Annual Accounts in compliance with the Accounting Standard relating to "Related Party Disclosures". There is no other materially significant related party transaction that may have potential conflict with the interest of the Company at large.

- 2) There were no cases of non-compliance with Stock Exchanges or SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 nor any cases of penalties or strictures imposed by any Stock Exchanges or SEBI or any other statutory authority for any violation related to the capital market during the last three years.

- 3) **Vigil Mechanism and Whistle Blower Policy**

The Vigil Mechanism provides a formal mechanism for all Directors and Employees of the Company to approach the Chairman of the Audit Committee of the Board and make protective disclosures about the unethical behavior, actual or suspected fraud or violation of the Company.

The 'Whistle Blower' Policy adopted by the Company provides a ready mechanism for reporting violations of laws, rules, regulations or unethical conduct. The confidentiality of the 'Whistle Blower' is maintained and he/she is not subjected to any victimization and/or harassment. The present Whistle Blower Policy is in conformity with the provisions of Section 177 of the Companies Act, 2013 and Regulation 22 of the Listing Regulations. Every employee of the Company has been provided access to the Audit Committee Chairman through email/correspondence address, should they desire to avail of the Vigil Mechanism.

Your Company prohibits any kind of discrimination, harassment, victimization or any other unfair practice being adopted against an employee. In accordance with Regulation 22 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, your Company has adopted a Whistle Blower Policy with an objective to provide its employees and a mechanism whereby concerns can be raised in line with the Company's commitment to highest standards of ethical, moral and legal business conduct and its commitment to open communication.

**Disclosure as per the Sexual Harassment of Women at Workplace (Prevention, Prohibition and Redressal) Act, 2013.**

The Company has zero tolerance towards Sexual Harassment of Women at Workplace and has adopted a policy on Prevention, Prohibition and Redressal of Sexual Harassment of Women at Workplace in the line with the provisions of the Sexual Harassment of Women at Workplace (Prevention, Prohibition and Redressal) Act, 2013 and the Rules thereunder. There was no complaint about sexual harassment during the year under review.

**4) Code of Conduct**

In compliance with Regulation 26(3) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and the Companies Act, 2013, the Company has framed and adopted a Code of Conduct and Ethics ('the Code'). The Code is applicable to the members of the Board, the Executive Officers and all the Employees of the Company.

The Code of Conduct has been posted on the website of the Company. All the Board Members and the Senior Management Personnel have affirmed their compliance with the said Code of Conduct for the financial year ended March 31, 2018. The declaration to this effect signed by Mr. Sanjeev Vohra, Managing Director of the Company forms part of the report.

**5) Code of Conduct for Prevention of Insider Trading**

The Company has adopted an Insider Trading Policy to regulate, monitor and report trading by insider under the SEBI (Prohibition of Insider Trading) Regulation, 2015. This policy also includes practices and procedures for fair disclosure of unpublished price-sensitive information, initial and continual disclosure.

Company's Code of Conduct for Prevention of Insider Trading covers all the Directors, Senior Management Personnel, persons forming part of Promoter(s)/Promoter group(s) and such other designated employees of the Company, who are expected to have access to unpublished price sensitive information relating to the Company. The Directors, their relatives, Senior Management Personnel, persons forming part of Promoter(s)/ Promoter group(s), designated employees etc. are restricted in purchasing, selling and dealing in the shares of the Company while in possession of unpublished price sensitive information about the Company as well as during certain periods known as "Trading Window Closure Period". All the Directors, Senior Management Personnel, persons forming part of Promoter(s)/ Promoter group(s) and other designated employees of the Company are restricted from entering into opposite transaction, i.e., buy or sell any number of shares during the next six months following the prior transaction. The policy is available on our website; the same can be accessed through the following weblink: (<http://www.repro.in/investors/overview>)

**6) All the mandatory requirements of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 are complied with and the Company has presently not adopted any of the non-mandatory requirements of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.**

## REMUNERATION OF DIRECTORS

The aggregate value of salary and perquisites for the year ended March 31, 2018 to the Managing Director and Whole time Directors are as follows:

(₹ in Lakhs)

| Name of the Director | Designation         | Salary (₹) | Perquisites (₹) | Total (₹) |
|----------------------|---------------------|------------|-----------------|-----------|
| Mr. Vinod Vohra      | Chairman            | Nil        | Nil             | Nil       |
| Mr. Sanjeev Vohra    | Managing Director   | 30.05      | 0.19            | 30.25     |
| Mr. Mukesh Dhruve    | Whole Time Director | 25.37      | 0.19            | 25.56     |
| Mr. Rajeev Vohra     | Whole Time Director | 30.05      | 0.19            | 30.24     |
| Dr. Pramod Khera     | Whole Time Director | 51.60      | 8.13            | 59.73     |

The Non-Executive Directors are paid sitting fees of ₹ 25,000/- per meeting for attending each meeting of the Board of Directors and ₹ 20,000/- for Audit Committee Meetings. The Non-Executive Directors do not draw any other remuneration from the Company.

The aggregate value of sitting fees paid to the Non-Executive Directors for the year ended March 31, 2018 are as follows:

(₹ in Lakhs)

| Name of the Director       | Sitting fees paid (₹) |
|----------------------------|-----------------------|
| Dr. Jamshed J. Irani       | 0.75                  |
| Mr. P. Krishnamurthy       | 1.80                  |
| Mr. Alyque Padamsee        | 1.55                  |
| Mr. Ullal R. Bhat          | 1.25                  |
| Mr. Dushyant Mehta         | 1.25                  |
| Mrs. Mahalakshmi Ramadorai | 1.00                  |
| Ms. Bhumika Batra          | 0.75                  |
| <b>Total</b>               | <b>8.35</b>           |

### Shareholding of Non-Executive/Independent Directors of the Company as on March 31, 2018

| Director                   | No. of Shares | Percentage |
|----------------------------|---------------|------------|
| Mr. Ullal R. Bhat          | 10000         | 0.0870     |
| Mr. P. Krishnamurthy       | Nil           | 0.00       |
| Dr. Jamshed J. Irani       | Nil           | 0.00       |
| Mr. Dushyant Mehta         | 25800         | 0.2244     |
| Mrs. Mahalakshmi Ramadorai | 2500          | 0.2175     |
| Mr. Alyque Padamsee        | Nil           | 0.00       |
| Ms. Bhumika Batra          | Nil           | 0.00       |

The Company has not issued any convertible instruments.

## CEO AND CFO CERTIFICATION

As required under Regulation 17 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, Chief Financial Officer (CFO) i.e. the Executive Director in charge of Finance, give annual certification on financial reporting and internal controls to the Board Regulations, 2015. The CFO also gives quarterly certification on financial results while

placing the financial results before the Board in terms of Regulation 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

## **GENERAL BODY MEETINGS**

Location, date and time of the Annual General Meeting held during the preceding 3 (Three) years are as follows:

| Year    | Date            | Time       | Location  |
|---------|-----------------|------------|---|
| 2016-17 | August 30, 2017 | 03.30 p.m. | M.I.G. Cricket Club, Galaxy Hall, 2nd Floor, M.I.G. Colony, Bandra (East), Mumbai 400 051 |
| 2015-16 | August 06, 2016 | 11.30 a.m. | The Club – Colonial Hall, 197, D.N. Nagar, Andheri (W), Mumbai-400053                     |
| 2014-15 | August 12, 2015 | 11.30 a.m. | The Club – Colonial Hall, 197, D.N. Nagar, Andheri (W), Mumbai-400053                     |

All special resolutions set out in the notices for the Annual General Meetings were passed by the shareholders at the respective meetings with requisite majority.

During the year, there was no special resolution passed through postal ballot.

## **EXTRAORDINARY GENERAL MEETING (EGM)**

Extraordinary General Meeting was held on November 2, 2017 for seeking approval of the Members for issue of shares and warrants on a preferential basis under Chapter VII of the SEBI (ICDR) Regulations to non-promoters i.e. Malabar India Fund Limited, Malabar Value Fund and Kedia Securities Pvt. Ltd.

## **MEANS OF COMMUNICATION**

The quarterly, half-yearly and annual results of the Company are normally published in 'Business Standard' and 'Aapla Mahanagar'. These results are simultaneously posted on the Company's website: [www.reproindia ltd.com](http://www.reproindia ltd.com). Official news releases, presentations made for the analysts, investors, etc. transcript of the conference calls had with the analysts, investors, etc. are displayed on the Company's website [www.reproindia ltd.com](http://www.reproindia ltd.com).

The Company's website [www.reproindia ltd.com](http://www.reproindia ltd.com) contains a separate dedicated section "Investor Relations" where shareholders information is made available. The Annual Report of the Company is also available on the website in a user friendly and downloadable form.

Pursuant to Section 20, 101 and 136 of the Companies Act, 2013 read with Companies (Management and Administration) Rules 2014 and other applicable provisions, if any of the Companies Act, 2013, Companies can serve documents to its Shareholders through electronic transmission. Accordingly, your Company shall be sending the documents like General Meeting Notices, Audited Financial Statement, Directors' Report, Auditor's Report, etc. to the Shareholders in the electronic form to the e-mail addresses so provided by the shareholder and made available to us by the Depositories, NSDL and CDSL using data maintained by the Depository Participants.

Your Company encourages its shareholders to participate in the cause of Green Initiative by opting to receive communications from the Company in electronic form by registering their e-mail addresses:

- in case the shares are held in electronic form (Demat) with the Depository Participant.
- in case the shares are held in physical form with the Company or its Registrar & Transfer Agent, Link Intime India Private Limited.

## GENERAL SHAREHOLDERS' INFORMATION

### 1. Annual General Meeting (AGM)

The Twenty Fifth (25th) AGM of the Company will be held on Wednesday, August 1, 2018 at M.I.G. Cricket Club, Galaxy Hall, 2nd Floor, M.I.G. Colony, Bandra (East), Mumbai - 400 051 at 11.30 a.m. for the Financial Year 2017-18.

### 2. Book Closure Dates: July 26, 2018 to August 1, 2018 (both days inclusive)

### 3. Financial Calendar (tentative):

AGM – Last week of September, 2019

Quarterly Results:

First Quarter ending on June 30, 2018 – Mid week of August 2018

Second Quarter ending on September 30, 2018 – Mid week of November 2018

Third Quarter ending on December 31, 2018 – Mid week of February 2019

Year ending on March 31, 2019 – Last week of May 2019

### 4. Listing of Shares on Stock Exchanges

The shares of the Company are listed on BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400 001 and National Stock Exchange of India Limited, Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051.

Annual Listing fees as prescribed for the year 2018-19 have been paid to the Stock Exchanges.

### 5. Stock Code

Scrip Code on BSE is 532687

Trading Symbol on NSE is “REPRO”

Demat ISIN No: INE461B01014

### 6. Market Price Data: High, Low during each month in last financial year & Share price performance in comparison to broad-based indices - BSE Sensex & NIFTY

| Month          | BSE Share Price |        | SENSEX    |           | NSE Share Price |        | NIFTY     |           |
|----------------|-----------------|--------|-----------|-----------|-----------------|--------|-----------|-----------|
|                | High            | Low    | High      | Low       | High            | Low    | High      | Low       |
| April 2017     | 433.60          | 401.40 | 30,184.22 | 29,241.48 | 448.00          | 401.05 | 9,367.15  | 9,075.15  |
| May 2017       | 496.00          | 408.00 | 31,255.28 | 29,804.12 | 497.90          | 411.05 | 9,649.60  | 9,269.90  |
| June 2017      | 466.00          | 428.40 | 31,522.87 | 30,680.66 | 468.90          | 423.70 | 9,709.30  | 9,448.75  |
| July 2017      | 553.00          | 436.00 | 32,672.66 | 31,017.11 | 554.00          | 431.70 | 10,114.85 | 9,543.55  |
| August 2017    | 624.00          | 455.00 | 32,686.48 | 31,128.02 | 631.85          | 427.40 | 10,137.85 | 9,685.55  |
| September 2017 | 785.00          | 561.30 | 32,524.11 | 31,081.83 | 786.20          | 562.00 | 10,178.95 | 9,687.55  |
| October 2017   | 856.80          | 645.00 | 33,340.17 | 31,440.48 | 858.00          | 640.35 | 10,384.50 | 9,831.05  |
| November 2017  | 829.00          | 720.15 | 33,865.95 | 32,683.59 | 832.00          | 728.00 | 10,490.45 | 10,094.00 |
| December 2017  | 862.95          | 670.05 | 34,137.97 | 32,565.16 | 862.25          | 669.10 | 10,552.40 | 10,033.35 |
| January 2018   | 809.95          | 712.55 | 36,443.98 | 33,703.37 | 809.00          | 712.00 | 11,171.55 | 10,404.65 |
| February 2018  | 765.90          | 615.20 | 36,256.83 | 33,482.81 | 750.00          | 625.00 | 11,117.35 | 10,276.30 |
| March 2018     | 722.00          | 602.60 | 34,278.63 | 32,483.84 | 720.00          | 600.00 | 10,525.50 | 9,951.90  |



## 7. Registrar to an issue and

### Share Transfer Agent:

M/s Link Intime India Pvt. Ltd.  
C – 101, 247 Park,  
LBS Marg, Vikhroli West,  
Mumbai – 400 083  
Phone: +91 22 49186270  
Fax : +91 22 49186060  
Website: [www.linkintime.co.in](http://www.linkintime.co.in)  
E-mail: [rnt.helpdesk@linkintime.co.in](mailto:rnt.helpdesk@linkintime.co.in)

## 8. Share Transfer System

The Board has delegated the authority for approving share transfer, transmission, etc. of the Company's securities to the Stakeholders Relationships Committee. All requests pertaining to shares held in physical form as well as requests for dematerialisation/rematerialisation are processed within the prescribed time limit. A summary of transfer/transmission of securities of the Company so approved by the Committee is placed before at the following Board Meeting.

The Company has obtained half yearly certificates from Practicing Company Secretary for compliance of share transfer formalities as required under Regulation 40(9) of the Listing Regulations and the same were submitted to the Stock Exchanges. The Company has also submitted Reconciliation of Share Capital Audit Report on a quarterly basis as required under Regulation 55A of SEBI (Depositories and Participants) Regulations, 1996.

## 9. Distribution schedule as on March 31, 2018

| No. of equity shares held | No. of shareholders | % to total shareholders | No. of shares   | % to total shares |
|---------------------------|---------------------|-------------------------|-----------------|-------------------|
| 1-500                     | 6981                | 90.9577                 | 552474          | 4.8056            |
| 501-1000                  | 300                 | 3.9088                  | 228780          | 1.9900            |
| 1001-2000                 | 195                 | 2.5407                  | 290053          | 2.5230            |
| 2001-3000                 | 71                  | 0.9251                  | 175912          | 1.5302            |
| 3001-4000                 | 24                  | 0.3127                  | 85491           | 0.7436            |
| 4001-5000                 | 16                  | 0.2085                  | 75025           | 0.6526            |
| 5001-10000                | 44                  | 0.5733                  | 319219          | 2.7767            |
| 10001 & above             | 44                  | 0.5733                  | 9769397         | 84.9782           |
| <b>TOTAL</b>              | <b>7675</b>         | <b>100.0000</b>         | <b>11496351</b> | <b>100.0000</b>   |

## 10. Shareholding Pattern as on March 31, 2018

| Category                            | No. of Shareholders | No. of shares | % of holding | Shares pledged or otherwise encumbered |
|-------------------------------------|---------------------|---------------|--------------|--|
| Promoters                           | 17                  | 6359181       | 55.3148      | -                                      |
| Mutual Funds/Non Nationalised Banks | 1                   | 7544          | 0.0656       | NA                                     |
| Financial Institutions              | 1                   | 2835          | 0.0247       | NA                                     |
| FII's                               | Nil                 | Nil           | Nil          | NA                                     |
| Trusts                              | 2                   | 5792          | 0.0504       | NA                                     |

| Category                   | No. of Shareholders | No. of shares   | % of holding  | Shares pledged or otherwise encumbered |
|----------------------------|---------------------|-----------------|---------------|--|
| HUF                        | 272                 | 89985           | 0.7827        | NA                                     |
| Office Bearers             | 67                  | 14672           | 0.1276        | NA                                     |
| Bodies Corporate           | 173                 | 679865          | 5.9137        | NA                                     |
| Individuals                | 6842                | 2588767         | 22.5182       | NA                                     |
| Clearing Members           | 74                  | 55482           | 0.4826        | NA                                     |
| NRI                        | 212                 | 153270          | 1.3332        | NA                                     |
| Directors & Relatives      | 5                   | 116300          | 1.0116        | NA                                     |
| Foreign Portfolio Investor | 8                   | 1420012         | 12.3518       | NA                                     |
| IEPF                       | 1                   | 2646            | 0.0230        | NA                                     |
| <b>TOTAL</b>               | <b>7675</b>         | <b>11496351</b> | <b>100.00</b> | -                                      |

### 11. Dematerialisation of shares and liquidity

As on March 31, 2018, 99.84% of the shares of the Company are in dematerialised form. Shares of the Company can be traded only in demat form on Stock Exchanges. Shares of the Company are traded on BSE and NSE and hence ensure good liquidity for the investors.

Following are the details pertaining to shares of the public issue which were unclaimed and hence transferred to a separate Demat Suspense Account.

|  | No. of shareholders | No. of shares |
|--|---------------------|---------------|
| Aggregate number of shareholders and the outstanding shares in the suspense account lying at the beginning of the year | 1                   | 40            |
| Number of shareholders who approached issuer for transfer of shares from suspense account during the year              | -                   | -             |
| Number of shareholders to whom shares were transferred from suspense account during the year                           | -                   | -             |
| Aggregate number of shareholders and the outstanding shares in the suspense account lying at the end of the year       | 1                   | 40            |

The voting rights on the shares outstanding in the Suspense Account shall remain frozen till the rightful owner of such shares claims the shares.

### 12. Unclaimed Dividends

The Company is required to transfer dividends which have remained unpaid/unclaimed for a period of 7 (seven) years from the date the dividend has become due for payment to the Investor Education & Protection Fund (IEPF) established by the Government. Accordingly, during the year, unclaimed dividends pertaining to the financial year 2009-2010 has been transferred to IEPF.

Before transferring to IEPF, individual letters had been sent to those Members whose unclaimed dividends were due for transfer so as to enable them to claim the dividends

before the due date. The information on unclaimed dividend is also posted on the website of the Company [www.reproindia ltd.com](http://www.reproindia ltd.com).

Shareholders who have not so far encashed their dividend warrant(s) are requested to seek issue of duplicate warrant(s) by writing to the Company immediately.

**13. Transfer of 'Underlying Shares' into Investor Education and Protection Fund (IEPF) (in cases where unclaimed dividends have been transferred to IEPF for a consecutive period of seven years)**

In terms of Section 125(6) of the Companies Act, 2013 read with Investor Education & Protection Fund (IEPF) Authority (Accounting, Audit, Transfer and Refund) Rules, 2016, the Company is required to transfer the shares in respect of which dividends have remained unclaimed for a period of seven consecutive years to the IEPF Account established by the Central Government. As required under the said Rules, the Company has published a Notice in the newspapers inviting the Members attention to the aforesaid Rules. The Company has also sent out individual communication to the concerned Members whose shares are liable to be transferred to IEPF Account, pursuant to the said Rules to take immediate action in the matter.

However, in case the concerned shareholders wish to claim the shares after transfer to IEPF, a separate application has to be made to the IEPF Authority in Form IEPF-5, as prescribed under the Rules and the same is available at IEPF website i.e., [www.iepf.gov.in](http://www.iepf.gov.in).

**14. GDRs / ADRs / Warrants or any convertible instruments, conversion dates and likely impact on Equity**

Company at its Extraordinary General Meeting held on November 2, 2017 issued warrants on a preferential basis to non-promoters i.e. under Chapter VII of the SEBI (ICDR) Regulations to Malabar India Fund Limited, Malabar Value Fund and Kedia Securities Pvt. Ltd.

**15. Commodity price risk or foreign exchange risk and hedging activities**

NIL

**16. Plant Locations**

Mahape Facility: 50/2, TTC Industrial Area, MIDC, Mahape, Navi Mumbai - 400 710.

Surat SEZ Facility: Plot No.90 to 93 and 165, Surat Special Economic Zone, Sachin, Surat - 394230, Gujarat.

Chennai Facility: No.146, East Coast Road, Vettuvankeni, Chennai - 600115, Tamil Nadu.

Bhiwandi Facility: A1, GEBI Industrial Park, Opposite Reliance Petrol Pump, Mumbai Nashik Highway, Sonale, Bhiwandi, Thane - 421302.

**17. Address for Correspondence**

For all matters relating to shares, Annual Reports, contact:

Repro India Ltd.

CIN - L22200MH1993PLC071431

Ms. Kajal Damania

Company Secretary & Compliance Officer,

11th Floor, Sun Paradise Business Plaza,

Senapati Bapat Marg, Lower Parel,

Mumbai 400 013

Tel: +91-022-71914000; Fax : +91-022-71914001

Email id exclusively for investor related queries:

[investor@reproindia ltd.com](mailto:investor@reproindia ltd.com)

For and on behalf of the Board of Directors

**REPRO INDIA LIMITED**

**Vinod Vohra**

Chairman

Place: Mumbai

Date: May 24, 2018

**DECLARATION REGARDING COMPLIANCE BY BOARD MEMBERS AND SENIOR MANAGEMENT PERSONNEL WITH THE CODE OF CONDUCT**

This is to confirm that the Company has adopted a Code of Conduct for all Board Members and Senior Managerial Personnel of the Company. This Code has been posted on the website of the Company.

I confirm that the Company has in respect of the financial year ended March 31, 2018, received from the Senior Managerial Personnel of the Company and the Members of the Board a declaration of compliance with the Code of Conduct as applicable to them.

For the purpose of this declaration, Senior Managerial Personnel means the employees in the cadre of Senior Vice President, Vice President, Associate Vice President and Company Secretary as on March 31, 2018.

For **REPRO INDIA LIMITED**

**Sanjeev Vohra**  
Managing Director

Place: Mumbai  
Dated: May 24, 2018

**CERTIFICATE OF COMPLIANCE WITH THE CORPORATE GOVERNANCE REQUIREMENTS**

To,

The Members of Repro India Limited

We have examined the compliance of conditions of corporate governance by **Repro India Limited** (“**the Company**”) for the year ended 31st March, 2018, as specified in Chapter IV of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“**the Regulations**”).

The Compliance of the conditions of Corporate Governance is the responsibility of the Management. Our examination was limited to a review of procedures and implementation thereof, adopted by the Company for ensuring compliance with the conditions of the Corporate Governance as stipulated in the said clause. It is neither an audit nor an expression of opinion on the financial statements of the Company.

In our opinion and to the best of our information and according to the examination of relevant records and the explanations given to us and based on the representations made by the Directors and the Management, we certify that the Company has complied with the conditions of Corporate Governance as specified in Chapter IV of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

We state that such compliance is neither an assurance as to future viability of the Company nor of the efficiency or effectiveness with which the management has conducted the affairs of the Company.

**FOR DM & ASSOCIATES COMPANY SECRETARIES LLP**  
**COMPANY SECRETARIES**  
**UNIQUE CODE: L2017MH003500**

**DINESH KUMAR DEORA**  
**PARTNER**  
**Membership No.: FCS 5683 COP No 4119**

Place: Mumbai

Date: 24-05-2018

# MANAGEMENT DISCUSSION & ANALYSIS REPORT

Your Directors take pleasure in presenting the Management Discussion and Analysis Report for the year ended March 31, 2018.

## **1. OVERVIEW AND DEVELOPMENTS DURING THIS YEAR :**

### **The rapidly changing online Industry**

The online retail marketplace has changed the way people buy and sell. The internet boom, infrastructure, accessibility, frequent usage by the common man, has among other things, changed the way business is transacted. Further, the accompanying online solutions that have been thrown up, have driven global change in the way people live, work, transact business and shop.

E-retailers, which as a segment did not exist till a few years ago, are today ruling the retail space. Newer delivery models are cropping up and the mobile is emerging as a newer tool for shopping. Smart phones, shopping on-the-go and new technologies are creating a virtual marketplace. Globally, e-retail revenues are projected to grow to \$ 4.88 trillion in 2021. India is one of the world's fastest growing e-retail markets.

With networked connections of people, process and data exploding, it is expected that potential shopping formats may well increase to 800 and beyond. Online shopping is predicted to grow. When one considers the market, the statistics are staggering – and significant for your Company. As of today, 15% of all online sales are books, making it a huge number.

Companies say that almost 50% of their sales come from online shoppers. There are currently about 148 million eCommerce users in India, with rapid growth projected that will see and additional 210 million users shopping online by 2020. The e-retail revolution is clearly here to stay. And getting their product online is the fastest way for any company to grow.

This has directly impacted the publishing industry in many ways. People are buying more books online. Publishers are scrambling to digitise content and make it available to more people. For your Company, this has meant being agile and responding quickly to the opportunity that the new publishing environment has created.

### **Repro – responding to an exploding opportunity**

India's book market is expected to touch \$12 billion by 2020. Currently, India is the 6th largest book market in the world.

Further, India's online book sales are estimated to be \$ 1.2 billion by 2021! A ripple of change has hit the book industry. And India is adapting to this change faster than can be imagined. Buying a book online has opened up never before opportunities – both for the reader as well as the publisher. Readers now get exactly the title they want, right at their doorstep. And publishers now have their books on e-bookstores and reach readers anywhere in the world, thus expanding their market exponentially. To help ride the digital opportunity, your Company has built tech platforms that disrupt – the traditional way of doing business in the publishing industry – offering a specialised solution created to help tap into this booming India opportunity even as it unfolds... recognising that the time to tap into this opportunity is now!

### **Building Disruptive platforms**

Your Company is helping drive change by innovating new age solutions. To keep up with the growth in the industry, your Company has made the paradigm shift, to make business processes easier, faster and more efficient.

Your Company has identified the requirements of this changing paradigm to put a solution in place. Your company has identified the key challenges that the publishers face and has found solutions to:

- Inefficient and very high costs and wastage of warehousing and inventory.
- The rate of obsolescence, particularly in education books, resulting in hard to sell inventory.
- The completely un-organised printing and publishing industry.
- The limited reach of the traditional distributors and distribution system.
- And finally the problem of returns and collections that is ingrained in the retail distribution system.

Your Company has customised a solution to enable publishers to eliminate the challenges of the traditional processes. The disruptive tech platform as a solution has been designed so that every publisher can reach his reader, without any of the traditional headaches.

### **Creating Channels that reach Readers – Anytime, Anywhere**

The content is aggregated from the publisher (the content owners) and it is archived in a digital warehouse. Your Company has also tied up with e-retailers like Amazon, Flipkart, Snapdeal and Infibeam among others, so that publishers' books are available on these sites. When an order is placed, your Company accesses the soft copy of the title from its content repository and produces it in the state-of-the-art one book factory and despatches it to the customer within the shortest possible time. Your Company has further extended the solution to distribution and collection – right up to collection of royalties which are given to the publishers for each book purchased and produced. This business model has grown rapidly in the last year and presents a tremendous opportunity.

In addition, your Company has entered into a contractual arrangement with Ingram Content Group – which is one of the world's largest content aggregation and dissemination companies. Your Company will have access and thus make available to Indian readers, the global books residing on Ingram's content repository. In turn, your Company can make available Indian publisher's content to a larger global readership.

We currently have one of the largest selection of PRIME enabled products on Amazon at 2.5 million. This enables million of customers to leverage the benefits of PRIME and POD on millions of products to get a truly unique offering in terms of value.

### **Tapping multiple channels**

Your Company has ensured that it creates platforms to reach readers anytime, anywhere. Hence, your Company reaches books directly to students in schools. Your Company understands the needs of school administrations, parents and students. Making text books available to students through a direct online purchase, addresses an avoidable pain area that parents face. The Repro solution ensures that educational titles are made visible to students through online channels.

Your Company is geared to produce and fulfil one to a million books. A large number of publishers have already tied in to avail of this solution and their books are being reached to



a wider student base than ever before. Your Company has a strong presence in 27 countries across Africa, for whom books are produced in millions. In India too, your Company has a large customer base of some of the world's largest multinational publishers, as well as leading Indian publishers for whom books are produced and delivered.

### **Custom built back-end solutions**

At the back end too, your Company has been creating custom built facilities. A state-of-the-art facility has been set up for the e-retail segment with sophisticated machines that are configured to print, bind, collate and despatch the specific quantities that online customers require. A particular focus in infrastructure has been on digital Print-on-Demand machines that give customers the advantage of printing small volumes for advance use, or in order to minimise obsolescence.

Publishers working with your Company, have access to a digital storefront, from where they can place repeat orders for books and e-books. The orders once approved are automatically scheduled for production. This minimises turnaround time.

With an additional large facility in an SEZ, your Company offers the publishers a solution for optimum pricing and fastest time to market, by passing on the benefits of the SEZ. Hence, publishers can avail the benefits of time and cost that further positively impacts their own pricing strategies.

### **A strategy of consolidation**

While keeping the tremendous market opportunities in mind, your Company continues to focus internally on cost saving measures through a strategy of consolidation. The consolidation strategy entails a focus on working with the “right” customers – both domestic and MNCs; on growing segments; on ensuring financial health; on streamlining cash flows and collections; on reducing debt; and on improving financial ratios and the reduction of expenses. Your Company has made significant progress on this strategy so that it remains ready to move forward again specially in markets in Africa.

## **2. ACHIEVEMENTS, CERTIFICATIONS AND AWARDS**

### **Certifications:**

ISO9001:2008 – We are currently certified with ISO9001:2008 and will converting to ISO9001:2015 version in Aug-2018.

ISO14001:2004 – We successfully completed recertification of ISO14001:2004 in Oct-2017 and will be converting to ISO14001:2015 version in Aug-2018.

ISO27001:2013 – We successfully completed Surveillance audit of Information Security Management System without any non-conformities.

FSC (Forest Stewardship Council) – We successfully completed Surveillance audit of FSC certification and continued with certification without any major non-conformities.

Participation in Print Week Awards:

Repro participated in Print Week Awards in following categories and were nominated for:

1. PUR-Book Maker of the year
2. Digital Printer of the year

### Celebration of Printers Quality Month:

Since last 6 years Reproites are expressing their gratitude towards the father of Printing – Johannes Gutenberg on 24th February which is celebrated as Printer's Day worldwide to commemorate birth anniversary of Johannes Gutenberg.

Also November is celebrated as Quality Month worldwide. As Repro is celebrating Printers week in the month of February since last three years it has been decided to combine these two events together and call it "Printers Quality Month".

Various programmes were arranged to celebrate this event viz. technical sessions from industry experts, elocution completion, essay competition, etc.

## **3. OPPORTUNITIES AND THREATS**

The future of the opportunities thrown up by the e-retail space are growing and the focus of keeping up with the innovations to meet those changes is crucial to capitalising on these opportunities. Never before has the landscape been so vast, so without any boundaries and so all-encompassing, in terms of reaching customers all across the world. Your Company has been able to envision and set up the business model, the partnerships, the teams and skills and the infrastructure to meet these changing needs. However, the challenge is to remain alert to newer technologies and models. Your Company is aware of this and is continuously innovating by staying in touch with the latest trends in the publishing industry.

The objective of the business model is to keep anticipating the changing needs and to build solutions to meet those requirements.

## **4. RISKS AND CONCERN AND RISK MITIGATION**

Your Company, like any other enterprise, is exposed to business risk which can be an internal risks as well as external risks.

Your Company's traditional market has always been focused on the Publishing Industry. Though this is stable, the normal risks of prices of raw material, foreign exchange fluctuation, fluctuating interest rates, political instability, Government policies, competitive forces, changing technology and obsolescence remain.

The company has adopted the following strategies to minimise the risks involved in the business:

- Investment in a new model explained earlier that moves your Company into the new age digital space, while riding on its inherent strengths.
- Market innovation to constantly build newer platforms, reach newer markets and build with publishers to find more opportunities to create growth.
- Building partnerships with the leading organisations to offer innovative solutions that result in growth.
- A greater focus on building predictability so that business and operations are better planned.
- A continuous focus on innovation – in product, technology and process, so that efficiencies are continually enhanced.
- Strategic investments in technology that will enhance both efficiencies and keep your Company at the cutting edge.
- A reduction of wastage by deploying IT systems and processes that are customised to the industry.

- Greater focus on raw material negotiations, the benefits of which are passed onto the customer.

## **5. FUTURE STRATEGY AND VISION PERTAINING TO MARKETING AND SALES**

Your Company is operating in the international and domestic markets with growth oriented strategies and will continue to focus on the same in the coming year.

Your Company will continue its focus on building platforms to avail of the growth for publishers and will continue to be the gateway to increased business for publishers. Book aggregation, production and distribution to ensure books reach readers anytime and anywhere in the world will continue to remain a focus. This is a mission that enables us to participate in the process of spreading education, making content available to more readers and enabling our customer's growth.

Your Company also has put into place the strategies and requirements that will enable it to grow with the opportunities presented by the rapidly growing e-retail industry.

## **6. INTERNAL FINANCIAL CONTROLS RELATED TO FINANCIAL STATEMENTS AND ITS ADEQUACY**

Your Company has put in place adequacy internal financial controls with reference to the financial statements managed by qualified and experienced people. The Board has adopted policies and procedures for ensuring the orderly and efficient conduct of its business, including adherence to the Company's policies, safeguarding of its assets, prevention and detection of frauds and errors, accuracy and completeness of the accounting records and timely preparation of reliable financial disclosures.

Internal audits covering all the operations i.e., manufacturing, sales and distribution, marketing, finance, etc. Reports of internal audits are reviewed by management from time to time and desired actions are initiated to strengthen the control and effectiveness of the system.

## **7. HUMAN RESOURCES MANAGEMENT**

The primary role of Human Resources Management (HRM) function has been to transition the change management process and effectively collaborate with departments and stakeholders to drive organisational excellence. The HRM function has driven changes in the way the human assets are managed and developed, striking a balance between business needs and individual aspiration. HRM has now become business partner and is taking key decision not just with respect to Human Resource (HR) but businesses as a whole. It focuses on improving the way of life, work culture, employee engagement, productivity, effectiveness and efficiency.

Your Company initiated multiple actions to keep the workforce engaged. The HR Department is continuously looking at expanding opportunities for growth. The broader the employees' experience, education and background, the more diverse their opinions and insights, the deeper the Company's collective understanding grows. The result is a collaborative environment that respects individual needs and promotes ongoing development.

## **8. DISCUSSION ON FINANCIAL PERFORMANCE (CONSOLIDATED) WITH RESPECT TO OPERATIONAL PERFORMANCE**

During the year, your Company has focused on the strategic objective of investing in the new digital initiative; Rapples and the e-tail segment which expenses have been charged to Profit and Loss Account, although the segments are not fully commercially operational. Your Company has balanced it with a focus on decreasing debt through collections and mitigating potential risks in financial terms.

### **Revenue**

Sales/Income from operation reduced by 7% from ₹ 321.46 Crore in 2017 to ₹ 299.31 Crore in 2018.

### **Expenditures**

#### **Cost of Materials**

Cost of material was at ₹ 171.73 Crore in 2017 as against ₹ 159.16 Crore in 2018. Cost of material as a percentage to sales has decreased to 53.17% in 2018 from 53.42% in 2017.

#### **Employee emoluments**

Salaries, wages and other employees benefits were ₹ 43.25 Crore in 2018 as against ₹ 44.45 Crore in 2017. As a percentage of sales it has increased to 14.45% in 2018 from 13.83% in 2017.

#### **Operating and Other Expenses**

Operating and other expenses amounted to ₹ 78.80 Crore in 2018 as against ₹ 68.52 Crore in 2017. The expenses as a percentage to sales has increased from 21.31% in 2017 to 26.33% in 2018.

#### **Operating profit (PBDIT)**

PBDIT has increased to 14% of sales in 2018 as against 9% of sales in 2017.

#### **Interest and Finance Charges**

The financial expenses has decreased to ₹ 12.80 Crore in 2018 from ₹ 15.76 Crore in 2017.

#### **Depreciation**

The depreciation charged to revenue has reduced to ₹ 14.17 Crore in 2018 as against ₹ 14.23 Crore in 2017.

#### **Profit before Tax (PBT)**

Your Company has made a profit of ₹ 14.91 Crore for the year 2017-18 as against the previous year's Loss Before Tax of ₹ 2.54 Crore.

#### **Profit after Tax (PAT)**

Your Company has made a profit of ₹ 16.39 Crore for the year 2017-18 as against the previous year's Loss After Tax of ₹ 0.55 Crore.

As always, your Company looks forward to do well in the year ahead and is optimistic of its abilities to address the set of opportunities and challenges that the coming year will present.

### **CAUTIONARY STATEMENT**

Statements in the management discussion and analysis report describing the Company's objectives, projections, estimates and expectations may be "forward looking statements" within the meaning of applicable laws and regulations and futuristic in nature. Actual performance may differ materially from those either expressed or implied. Such statements represent intentions of the management and the efforts put into to realise certain goals. The success in realising these depends on various factors both internal and external. Investors, therefore, are requested to make their own independent judgments before taking any investment decisions.

# INDEPENDENT AUDITORS' REPORT

## To the Members of Repro India Limited

### Report on the Audit of the Standalone Ind AS Financial Statements

We have audited the accompanying standalone Ind AS financial statements of Repro India Limited ("the Company"), which comprise the standalone Balance sheet as at 31 March 2018, the standalone Statement of profit and loss (including other comprehensive income), the standalone Statement of changes in equity and the standalone Statement of cash flows for the year then ended, and summary of the significant accounting policies and other explanatory information (hereinafter referred to as "the Standalone Ind AS Financial Statements").

### Management's Responsibility for the Standalone Ind AS Financial Statements

The Company's Board of Directors is responsible for the matters stated in Section 134(5) of the Companies Act, 2013 ("the Act") with respect to the preparation of these standalone Ind AS financial statements that give a true and fair view of the state of affairs, profit (including comprehensive income), changes in equity and cash flows of the Company in accordance with the accounting principles generally accepted in India, including the Indian Accounting Standards (Ind AS) prescribed under Section 133 of the Act.

This responsibility also includes 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 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 standalone Ind AS financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

### Auditor's Responsibility

Our responsibility is to express an opinion on these standalone Ind AS financial statements based on our audit.

We have taken into account the provisions of the Act, the accounting and auditing standards and matters which are required to be included in the audit report under the provisions of the Act and the Rules made thereunder.

We conducted our audit of the standalone Ind AS financial statements in accordance with the Standards on Auditing specified under Section 143(10) of the Act. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the standalone Ind AS financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and the disclosures in the standalone Ind AS financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the standalone Ind AS financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal financial control relevant to the Company's preparation of the standalone Ind AS financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of the accounting policies used and the reasonableness of the accounting estimates made by the Company's Directors, as well as evaluating the overall presentation of the standalone Ind AS financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion on the standalone Ind AS financial statements.

### Opinion

In our opinion and to the best of our information and according to the explanations given to us, the aforesaid standalone Ind AS 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 of the state of affairs of the Company as at 31 March 2018, its profit (including other comprehensive income), changes in equity and its cash flows for the year ended on that date.

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

1. As required by the Companies (Auditor's Report) Order, 2016 ("the Order") issued by the Central Government in terms of Section 143(11) of the Act, we give in "Annexure A" a statement on the matters specified in paragraphs 3 and 4 of the Order.
2. 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 purposes of our audit;
  - b) In our opinion, proper books of account as required by law have been kept by the Company so far as it appears from our examination of those books;
  - c) The standalone Balance sheet, the standalone statement of Profit and loss (including Other comprehensive income), the standalone Cash flow statement and standalone statement of Changes in equity dealt with by this report are in agreement with the books of account;
  - d) In our opinion, the aforesaid standalone Ind AS financial statements comply with the Indian Accounting Standards (Ind AS) prescribed under Section 133 of the Act;
  - e) On the basis of the written representations received from the directors as on 31 March 2018 taken on record by the Board of Directors, none of the directors is disqualified as on 31 March 2018 from being appointed as a director in terms of Section 164(2) of the Act.
  - f) With respect to the adequacy of the internal financial controls with reference to the standalone Ind AS financial statements of the Company and the operating effectiveness of such controls, refer to our separate Report in "Annexure B"; and
  - g) With respect to the other matters to be included in the Auditors' Report in accordance with Rule 11 of the Companies (Audit and Auditors) Rules, 2014, in our opinion and to the best of our information and according to the explanations given to us:
    - i. The Company has disclosed the impact of pending litigations on its financial position in its standalone Ind AS financial statements - Refer Note 42 to the standalone Ind AS financial statements;
    - ii. The Company did not have any long-term contracts including derivative contracts, for which there were any material foreseeable losses;
    - iii. There has been no delay in transferring amounts, required to be transferred, to the Investor Education and Protection Fund by the Company during the year ended 31 March 2018; and
- iv. The disclosures in the standalone Ind AS financial statements regarding holdings as well as dealings in specified bank notes during the period from 8 November 2016 to 30 December 2016 have not been made since they do not pertain to the financial year ended 31 March 2018. However, amounts as appearing in the audited Standalone Ind AS financial statements for the period ended 31 March 2017 have been disclosed.

**For B S R & Co LLP**

Chartered Accountants

Firm's Registration No: 101248W/W-100022

**Vijay Bhatt**

Partner

Membership No. 036647

Mumbai

24 May 2018

## 'ANNEXURE A' TO THE INDEPENDENT AUDITORS' REPORT

(Referred to in paragraph 1 under "Report on Other Legal and Regulatory Requirements" Section of our report of even date)

With reference to the Annexure A referred to in the Independent Auditors' Report to the members of the Company on the standalone Ind AS financial statements for the year ended 31 March 2018, we report the following:

- (i) (a) The Company has maintained proper records showing full particulars, including quantitative details and situation of fixed assets.
- (b) The Company has a regular programme of physical verification of its fixed assets by which all fixed assets are verified in a phased manner over a period of two years. In accordance with this programme, all tangible fixed assets were verified during the year and no material discrepancies were noticed on such verification. In our opinion, this periodicity of physical verification is reasonable having regard to the size of the Company and the nature of its assets.
- (c) According to the information and explanations given to us and on the basis of our examination of the records of the Company, title deeds of the immovable properties are held in the name of the Company.
- (ii) The inventory has been physically verified by the management at reasonable intervals during the year. In our opinion, the frequency of such physical verification is reasonable. The discrepancies noticed on verification between the physical stocks and the book records were not material and have been dealt with in books of account.
- (iii) The Company has granted unsecured loans to two companies covered in the register maintained under Section 189 of the Companies Act, 2013 ('the Act'). The Company has not granted any loans, secured or unsecured, to firms or other parties covered in the register required to be maintained under Section 189 of the Act.
  - (a) According to the information and explanations given to us and based on the audit procedures conducted by us, we are of the opinion that the rate of interest and other terms and conditions of unsecured loans granted by the Company to companies covered in the register required to be maintained under Section 189 of the Act are not, prima facie, prejudicial to the interest of the Company.
  - (b) According to the information and explanations given to us and based on the audit procedures conducted by us, the unsecured loans granted to companies and limited liability partnerships and interest thereon are repayable on demand. The borrowers have been regular in payment of principal and interest as demanded.
  - (c) There are no overdue amounts of more than 90 days in respect of the unsecured loans granted to companies and limited liability partnerships by the Company.
- (iv) In our opinion and according to information and explanations given to us, the Company has not granted any loans, or provided any guarantees or security to the parties covered under Section 185 of the Act. The Company has complied with provisions of Section 186 of the Act in respect of guarantees and loans given and investments made.
- (v) In our opinion and according to the information and explanations given to us, the Company has not accepted any deposits from the public during the year as per the directives issued by the Reserve Bank of India and in terms of the provisions of Sections 73 to 76 or any other relevant provisions of the Act and the rules framed thereunder. Accordingly, paragraph 3(v) of the Order is not applicable to the Company.
- (vi) The Central Government has not prescribed the maintenance of cost records under the Section 148 of the Act for any of the goods sold and services rendered by the Company. Accordingly, paragraph 3(vi) of the Order is not applicable to the Company.
- (vii) According to the information and explanations given to us, in respect of statutory dues:
  - a) According to the information and explanations given to us and on the basis of our examination of the books of account of the Company, amounts deducted/ accrued in the books of account in respect of undisputed statutory dues including Provident fund, Employees' state insurance, Income tax, Service tax, Duty of customs, Value added tax, Goods and service tax, Cess and other material statutory dues have been generally regularly deposited with the appropriate authorities. As explained to us, the Company did not have any dues on account of Duty of excise and wealth tax during the year.

According to the information and explanations given to us, no undisputed amounts payable in respect of Provident fund, Employees' state insurance, Income-tax, Sales tax, Duty of Customs, Service tax, Value added tax, Goods and service tax, Cess and any other material statutory dues



were in arrears as at 31 March 2018 for a period of more than six months from the date they became payable.

- b) According to the information and explanations given to us, there are no dues of Income tax, Sales tax, Service tax, Value added tax and duty of customs which have not been deposited with the appropriate authorities on accounts of any disputes, except as stated below:

| Name of the statute | Nature of dues | Period to which the amount relates | Forum where dispute is pending                   | Amounts ₹ in lacs |
|---------------------|----------------|------------------------------------|--|-------------------|
| Customs Act, 1962   | Custom Duty    | 2006-2009                          | Commissioner of Customs (Import)                 | 3,176.07          |
| Customs Act, 1962   | Custom Duty    | 2006-2009                          | Customs, Excise & Service Tax Appellate Tribunal | 874.13            |

- (viii) According to the information and explanations given to us, the Company has not defaulted in repayments of dues to its bankers. The Company did not have any outstanding dues to any financial institution, government or debenture holders during the year.
- (ix) According to the information and explanations given to us and based on our examination of the records of the Company, the Company has not raised any moneys by way of initial public offer or further public offer (including debt instruments) and has not obtained any term loans during the year. Accordingly, paragraph 3 (ix) of the Order is not applicable to the Company.
- (x) During the course of our examination of the books and records of the Company, carried out in accordance with the generally accepted auditing practices in India, and according to the information and explanations given to us, we have neither come across any instance of material fraud by the Company or on the Company by its officers or employees, noticed or reported during the year, nor have we been informed of any such case by the management.
- (xi) According to the information and explanations given to us, managerial remuneration has been paid or provided in accordance with the requisite approvals mandated by the provisions of Section 197 read with Schedule V to the Act.
- (xii) In or opinion and according to the information and explanations given to us, the Company is not a Nidhi company and the Nidhi Rules 2014, are not applicable to the Company. Accordingly, paragraph 3 (xii) of the Order is not applicable to the Company.
- (xiii) According to the information and explanations given to us and based on our examination of the records of the Company, all transactions with the related parties are in compliance with Section 177 and 188 of Act, where applicable, and the details have been disclosed in the standalone Ind AS financial statements as required by the applicable Ind AS.
- (xiv) According to the information and explanations given to us and based on our examination of the records of the Company, the Company has utilized the money raised by way of preferential allotment of 592,592 equity shares of Rs. 10 each with a premium of Rs. 665 each fully paid up aggregating Rs. 3,999.99 lakhs during the year. According to the information and explanations given to us and based on our examination of the records of the Company, the Company has not made any private placement of fully or partly convertible debentures during the year.
- (xv) According to the information and explanations given to us and based on our examination of the records of the Company, the Company has not entered into non-cash transactions with directors or persons connected with him. Accordingly, paragraph 3 (xv) of the Order is not applicable to the Company.
- (xvi) According to the information and explanations given to us, the Company is not required to be registered under Section 45-IA of the Reserve Bank of India Act 1934. Accordingly, paragraph 3 (xvi) of the Order is not applicable to the Company.

For B S R & Co LLP

Chartered Accountants

Firm's Registration No: 101248W/W-100022

**Vijay Bhatt**

Partner

Membership No. 036647

Mumbai

24 May 2018

**'ANNEXURE B' TO THE INDEPENDENT AUDITORS' REPORT**

(Referred to in paragraph 2(f) under "Report on Other Legal and Regulatory Requirements" Section of our report of even date)

**Report on the Internal Financial Controls under Clause (i) of Sub-section 3 of Section 143 of the Companies Act, 2013 ("the Act").**

We have audited the internal financial controls over financial reporting of Repro India Limited ("the Company") as of 31 March, 2018 in conjunction with our audit of the Standalone Ind AS financial statements of the Company for the year ended on that date.

**Management's Responsibility for Internal Financial Controls**

The Company's management 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 (ICAI). 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, including adherence to company's policies, 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.

**Auditors' Responsibility**

Our responsibility is to express an opinion on the Company's internal financial controls over financial reporting 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") and the Standards on Auditing issued by the ICAI and deemed to be prescribed under Section 143(10) of the Act, to the extent applicable to an audit of internal financial controls, both issued by the ICAI. 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 judgment, including the assessment of the risks of material misstatement of the Standalone Ind AS financial statements, whether due to fraud or error.

We believe that the audit evidence 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 standalone 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 standalone 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 standalone financial statements.

**Inherent 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, 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 31 March 2018, 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 ICAI.

For **B S R & Co LLP**

Chartered Accountants

Firm's Registration No: 101248W/W-100022

**Vijay Bhatt**

Partner

Membership No. 036647

Mumbai

24 May 2018

# STANDALONE BALANCE SHEET AS AT MARCH 31, 2018

|                                       | Notes   | As at<br>March 31, 2018 | As at<br>March 31, 2017 | As at<br>April 1, 2016 |
|---------------------------------------|---------|-------------------------|-------------------------|------------------------|
| ASSETS                                |         |                         |                         |                        |
| (1) Non-current assets                |         |                         |                         |                        |
| Property, Plant and Equipment         | 2a      | 20,775.31               | 20,762.51               | 20,934.66              |
| Capital work-in-progress              | 2a      | 96.08                   | 418.38                  | 391.59                 |
| Other Intangible assets               | 2b      | 406.98                  | 619.55                  | 618.64                 |
| Financial Assets                      |         |                         |                         |                        |
| Investments in subsidiaries           | 3       | 491.13                  | 488.11                  | 488.11                 |
| Loans                                 | 4       | 183.35                  | 2,269.66                | 553.10                 |
| Other financial asset                 | 5       | -                       | 20.08                   | 18.66                  |
| Deferred tax assets (net)             | 32      | 2,385.33                | 2,236.70                | 2,038.05               |
| Income tax asset                      | 6       | 531.38                  | 522.59                  | 390.99                 |
| Other non-current assets              | 7       | 419.62                  | 825.80                  | 220.32                 |
| Total non current assets              |         | 25,289.18               | 28,163.38               | 25,654.11              |
| (2) Current Assets                    |         |                         |                         |                        |
| Inventories                           | 8       | 3,349.17                | 3,170.31                | 4,567.21               |
| Financial Assets                      |         |                         |                         |                        |
| Trade receivables                     | 9       | 7,782.57                | 8,186.45                | 8,385.90               |
| Cash and cash equivalents             | 10      | 130.05                  | 55.53                   | 838.27                 |
| Other bank balances                   | 11      | 58.26                   | 112.30                  | 44.16                  |
| Loans                                 | 12      | 5,130.06                | 3,280.05                | 2,903.92               |
| Other financial asset                 | 13      | 192.55                  | 267.56                  | 321.03                 |
| Assets for current tax (net)          |         | -                       | -                       | 14.55                  |
| Other current assets                  | 14      | 728.07                  | 1,099.62                | 1,597.24               |
| Total current assets                  |         | 17,370.73               | 16,171.82               | 18,672.29              |
| TOTAL ASSETS                          |         | 42,659.91               | 44,335.20               | 44,326.40              |
| EQUITY AND LIABILITIES                |         |                         |                         |                        |
| (1) Equity                            |         |                         |                         |                        |
| Equity share capital                  | 15      | 1,149.64                | 1,090.38                | 1,090.38               |
| Other equity                          | 16      | 23,721.47               | 16,704.50               | 16,862.97              |
| Money received against share warrants |         | 1,000.00                | -                       | -                      |
| Total equity                          |         | 25,871.11               | 17,794.88               | 17,953.34              |
| (2) Non current liabilities           |         |                         |                         |                        |
| Financial liabilities                 |         |                         |                         |                        |
| Borrowings                            | 17      | 2,391.35                | 4,831.49                | 4,196.97               |
| Other non current liabilities         | 18      | -                       | 13.65                   | 29.73                  |
| Provisions                            | 19      | 388.98                  | 478.40                  | 701.63                 |
| Liabilities for current tax (net)     |         | 16.84                   | 16.84                   | -                      |
| Total non current liabilities         |         | 2,797.17                | 5,340.38                | 4,928.34               |
| (3) Current liabilities               |         |                         |                         |                        |
| Financial liabilities                 |         |                         |                         |                        |
| Borrowings                            | 20      | 8,503.12                | 15,160.02               | 15,449.90              |
| Trade payables                        | 21      | 2,336.04                | 2,772.55                | 3,796.28               |
| Other financial Liabilities           | 22      | 2,600.68                | 2,696.65                | 1,058.25               |
| Other current liabilities             | 23      | 440.53                  | 415.46                  | 1,115.22               |
| Provisions                            | 24      | 111.26                  | 155.26                  | 25.07                  |
| Total Current liabilities             |         | 13,991.63               | 21,199.94               | 21,444.72              |
| Total liabilities                     |         | 16,788.80               | 26,540.32               | 26,373.06              |
| TOTAL EQUITY AND LIABILITIES          |         | 42,659.91               | 44,335.20               | 44,326.40              |
| Significant accounting policies       | 1       |                         |                         |                        |
| Notes to the financial statement      | 2 to 49 |                         |                         |                        |

The notes referred to above form an integral part of the financial statements.

In terms of our report on even date attached

For **B S R & Co. LLP**

Chartered Accountants

Firm Registration No: 101248W/W-100022

**Vijay Bhatt**

Partner

Membership No: 036647

Mumbai

Date: May 24, 2018

For and on behalf of the Board of Directors of  
**Repro India Limited**

CIN: L22200MH1993PLC071431

**Sanjeev Vohra**

Managing Director

DIN:00112352

Mumbai

Date: May 24, 2018

**Mukesh Dhruve**

Director and CFO

DIN: 00081424

**Kajal Damania**

Company Secretary

Membership No: 29764

# STANDALONE STATEMENT OF PROFIT AND LOSS FOR THE YEAR ENDED MARCH 31, 2018

Amount Rupees in Lakhs

|  | Notes   | For the year ended<br>March 31, 2018 | For the year ended<br>March 31, 2017 |
|--|---------|--------------------------------------|--------------------------------------|
| <b>Revenue</b>   |         |                                      |                                      |
| 1. Revenue from Operations   | 25      | 23,288.51                            | 29,385.12                            |
| 2. Other income  | 26      | 3,128.19                             | 650.13                               |
| <b>3. Total Income (1+2)</b>   |         | <b>26,416.70</b>                     | <b>30,035.25</b>                     |
| <b>4. Expenses</b>   |         |                                      |                                      |
| Cost of materials consumed   | 27      | 12,030.83                            | 15,714.85                            |
| Changes in inventories of finished goods, work-in-progress                       | 28      | 458.76                               | 1,186.82                             |
| Finance costs  | 29      | 1,239.86                             | 1,502.17                             |
| Employee Benefits Expenses   | 30      | 3,190.91                             | 3,546.14                             |
| Depreciation and Amortization Expenses   | 2a      | 1,275.40                             | 1,275.64                             |
| Other Expenses   | 31      | 5,348.53                             | 6,815.58                             |
| <b>Total Expenses (4)</b>  |         | <b>23,544.29</b>                     | <b>30,041.20</b>                     |
| <b>5. Profit/(loss) before Tax</b>   |         | <b>2,872.41</b>                      | <b>(5.95)</b>                        |
| <b>6. Tax expense:</b>   |         |                                      |                                      |
| Current Tax  |         | -                                    | -                                    |
| Deferred Tax   | 32      | (148.63)                             | (198.65)                             |
| <b>7. Profit for the year</b>  |         | <b>3,021.04</b>                      | <b>192.70</b>                        |
| <b>8. Other comprehensive income</b>   |         |                                      |                                      |
| (i) Items that will not be reclassified to profit or loss                        | 32      | 16.36                                | 42.54                                |
| (ii) Income tax related to items that will not be reclassified to profit or loss |         | -                                    | -                                    |
|  |         | 16.36                                | 42.54                                |
| <b>9. Total comprehensive income for the year</b>                                |         | <b>3,037.40</b>                      | <b>235.24</b>                        |
| <b>10. Earnings per equity share</b>   | 33      |                                      |                                      |
| Basic earnings per share   |         | 27.12                                | 1.77                                 |
| Diluted earnings per share   |         | 27.12                                | 1.77                                 |
| Significant accounting policies  | 1       |                                      |                                      |
| Notes to the financial statement   | 2 to 49 |                                      |                                      |

The notes referred to above form an integral part of the financial statements.

In terms of our report on even date attached

For **B S R & Co. LLP**  
Chartered Accountants  
Firm Registration No: 101248W/W-100022

**Vijay Bhatt**  
Partner  
Membership No: 036647

Mumbai  
Date: May 24, 2018

For and on behalf of the Board of Directors of  
**Repro India Limited**  
CIN: L22200MH1993PLC071431

**Sanjeev Vohra**  
Managing Director  
DIN:00112352

Mumbai  
Date: May 24, 2018

**Mukesh Dhruve**  
Director and CFO  
DIN: 00081424

**Kajal Damania**  
Company Secretary  
Membership No: 29764

# STANDALONE CASH FLOW STATEMENT FOR THE YEAR ENDED MARCH 31, 2018

Amount Rupees in Lakhs

|  | For the year ended<br>March 31, 2018 | For the year ended<br>March 31, 2017 |
|--|--------------------------------------|--------------------------------------|
| <b>Cash flow from operating activities</b>   |                                      |                                      |
| Profit (loss) before tax   | 2,872.42                             | (5.96)                               |
| <b>Profit before tax</b>   | <b>2,872.42</b>                      | <b>(5.96)</b>                        |
| <i>Adjustments to reconcile profit before tax to net cash used in operating</i>  |                                      |                                      |
| Depreciation and impairment of property, plant and equipment   | 1,275.40                             | 1,275.64                             |
| (Profit) / loss on sale of property, plant and equipment   | (71.85)                              | 24.27                                |
| Unrealized foreign exchange (gain)   | (188.20)                             | (307.71)                             |
| Provision for Doubtful Debts   | (1,913.62)                           | 683.21                               |
| Expenses on Employee stock options   | 140.50                               | -                                    |
| Interest expense   | 1,051.49                             | 1,283.60                             |
| Other finance cost   | 188.36                               | 218.59                               |
| Interest income  | (920.26)                             | (503.29)                             |
| <b>Operating Profit before working capital changes</b>   | <b>2,434.24</b>                      | <b>2,668.35</b>                      |
| <b>Working capital adjustments</b>   |                                      |                                      |
| (Decrease) in trade payables   | (438.94)                             | (1,022.37)                           |
| (Decrease)/ Increase in provisions   | (44.00)                              | 130.19                               |
| (Decrease) in non-current provisions   | (73.06)                              | (180.69)                             |
| Increase /(decrease) in other current liabilities  | 11.43                                | (715.85)                             |
| (Decrease)/Increase in other financial liabilities   | (109.47)                             | 1,655.23                             |
| Decrease/(Increase) in other bank balances   | 54.04                                | (68.14)                              |
| Decrease in trade receivables  | 2,595.41                             | (344.23)                             |
| (Decrease) /Increase in Inventories  | (178.85)                             | 1,396.90                             |
| Decrease /(Increase) in Long-Term Loans and Advances   | 2,086.31                             | (1,716.57)                           |
| (Increase)/decrease in loans and advances  | (1,850.01)                           | (376.12)                             |
| Decrease in other assets   | 75.01                                | 53.47                                |
| Decrease in other current assets   | 371.55                               | 512.17                               |
| Decrease/(Increase) in Other Non-Current Assets  | 406.17                               | (605.47)                             |
| Decrease/(Increase) in Other financial Assets  | 18.35                                | (1.41)                               |
|  | <b>5,358.18</b>                      | <b>1,385.46</b>                      |
| Income tax paid  | (8.79)                               | (131.60)                             |
| <b>Net cash flow from operating activities</b>   | <b>5,349.39</b>                      | <b>1,253.85</b>                      |
| <b>Cash flows from investing activities</b>  |                                      |                                      |
| Purchase of property, plant and equipment (including Intangible assets), Capital work in progress and Capital advances | (1,099.16)                           | (1,238.46)                           |
| Proceeds from Sale of property, plant and equipment  | 417.68                               | 85.17                                |
| (Investment) in Subsidiary   | (3.02)                               | -                                    |
| Interest income  | 920.26                               | 503.29                               |
| <b>Net cash flow used in investing activities</b>  | <b>235.76</b>                        | <b>(650.00)</b>                      |

# STANDALONE CASH FLOW STATEMENT FOR THE YEAR ENDED MARCH 31, 2018

Amount Rupees in Lakhs

|   | For the year ended<br>March 31, 2018 | For the year ended<br>March 31, 2017 |
|---|--------------------------------------|--------------------------------------|
| <b>Cash flows from financing activities</b>                     |                                      |                                      |
| Proceeds from issuance of share capital including share premium | 3,898.32                             | -                                    |
| Dividends paid on equity shares                                 | -                                    | (327.11)                             |
| Tax on equity dividend paid                                     | -                                    | (66.59)                              |
| Money received against share warrants                           | 1,000.00                             | -                                    |
| Proceeds from (Repayment of) long-term borrowings               | (2,450.98)                           | 702.94                               |
| Proceeds from (Repayment of) short-term borrowings              | (6,733.36)                           | (193.63)                             |
| Interest paid   | (1,037.99)                           | (1,283.60)                           |
| Other finance cost  | (186.62)                             | (218.59)                             |
| <b>Net cash flow from financing activities</b>                  | <b>(5,510.63)</b>                    | <b>(1,386.58)</b>                    |
| Net increase/(decrease) in cash and cash equivalents            | 74.52                                | (782.73)                             |
| Cash and cash equivalents at the beginning of the year          | 55.53                                | 838.27                               |
| <b>Cash and cash equivalents at the end of the year</b>         | <b>130.05</b>                        | <b>55.54</b>                         |
| Cash and Cash Equivalents as per Balance Sheet (Note 12a)       |                                      |                                      |
| <b>Balance with banks</b>                                       |                                      |                                      |
| In current account  | 106.23                               | 47.51                                |
| Cash on hand  | 23.83                                | 8.02                                 |
| <b>Cash and cash equivalents as restated as at the year end</b> | <b>130.05</b>                        | <b>55.53</b>                         |

1. The above Cash flow Statemnt has been prepared under the "Indirect Method" as set out in the Accounting Standard (Ind AS) 7- Cash Flow statements prescribed under Section 133 of the Companies Act, 2013.

|  | As at<br>March 31, 2018 | As at<br>March 31, 2017 | As at<br>April 1, 2016 |
|--|-------------------------|-------------------------|------------------------|
| Cash and cash equivalents includes :   |                         |                         |                        |
| Cash and bank balance (refer note 12a) | 130.05                  | 55.53                   | 838.27                 |
|  | <b>130.05</b>           | <b>55.53</b>            | <b>838.27</b>          |

|                       | March 31,<br>2017 | Cash Flows | Non cash<br>adjustments | March 31,<br>2018 |
|-----------------------|-------------------|------------|-------------------------|-------------------|
| Long-term borrowing   | 4,831.49          | (2,450.97) | 10.83                   | 2,391.35          |
| Short -term borrowing | 15,160.02         | (6,733.36) | 76.46                   | 8,503.12          |

In terms of our report on even date attached

For **B S R & Co. LLP**  
Chartered Accountants  
Firm Registration No: 101248W/W-100022

**Vijay Bhatt**  
Partner  
Membership No: 036647

Mumbai  
Date: May 24, 2018

For and on behalf of the Board of Directors of  
**Repro India Limited**  
CIN: L22200MH1993PLC071431

**Sanjeev Vohra**  
Managing Director  
DIN:00112352

Mumbai  
Date: May 24, 2018

**Mukesh Dhruve**  
Director and CFO  
DIN: 00081424

**Kajal Damania**  
Company Secretary  
Membership No: 29764

# STANDALONE STATEMENT OF CHANGES IN EQUITY (SOCIE) FOR THE YEAR ENDED MARCH 31, 2018

| (a) Equity share capital                                 | Amount Rupees in Lakhs   |                 |                     |                                   |
|--|--------------------------|-----------------|---------------------|-----------------------------------|
|  | As at March 31, 2018     |                 | As at April 1, 2016 |                                   |
|  | No. of Shares            | Amount          | No. of Shares       | Amount                            |
| Balance at the beginning of the reporting period Balance | 10,903,759               | 1,090.38        | 10,903,759          | 1,090.38                          |
| Changes in equity share capital during the year          | 592,592                  | 59.26           | -                   | -                                 |
| Balance at the end of the reporting year                 | 11,496,351               | 1,149.64        | 10,903,759          | 1,090.38                          |
| (b) Other equity   |                          |                 |                     |                                   |
| Particulars  | Reserves & Surplus       |                 |                     |                                   |
|  | Security premium account | Capital Reserve | General reserve     | Surplus (Profit and loss balance) |
| Balance at April 1, 2016                                 | 3,936.29                 | 1.24            | 2,020.17            | 10,905.27                         |
| Profit for the year                                      | -                        | -               | -                   | 192.70                            |
| Other comprehensive income for the year                  | -                        | -               | -                   | 42.54                             |
| Total comprehensive income for the year                  | -                        | -               | -                   | 235.24                            |
| Dividend paid  | -                        | -               | -                   | (327.11)                          |
| Dividend distribution tax paid                           | -                        | -               | -                   | (66.59)                           |
| Balance at March 31, 2017                                | 3,936.29                 | 1.24            | 2,020.17            | 10,746.80                         |
| Profit for the year                                      | -                        | -               | -                   | 3,021.04                          |
| Other comprehensive income for the year                  | -                        | -               | -                   | 16.36                             |
| Total comprehensive income for the year                  | -                        | -               | -                   | 3,037.40                          |
| Issue of equity shares net of expenses on issue          | 3,839.07                 | -               | -                   | -                                 |
| Employee stock option granted during the year            | -                        | -               | -                   | -                                 |
| Balance at March 31, 2018                                | 7,775.36                 | 1.24            | 2,020.17            | 13,784.20                         |
| Total  |                          |                 |                     | 140.50                            |
|  |                          |                 |                     | 23,721.47                         |

In terms of our report on even date attached

For BSR & Co. LLP  
Chartered Accountants  
Firm Registration No: 101248W/W-100022

Vijay Bhatt  
Partner  
Membership No: 036647

Mumbai  
Date: May 24, 2018

For and on behalf of the Board of Directors of  
Repro India Limited  
CIN: L22200MH1993PLC071431

Sanjeev Vohra  
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Date: May 24, 2018

Mukesh Dhruve  
Director and CFO  
DIN: 00081424

Kajal Damania  
Company Secretary  
Membership No: 29764

# NOTES TO THE STANDALONE IND AS FINANCIAL STATEMENTS FOR THE YEAR ENDED MARCH 31, 2018

## 1. Reporting entity

Repro India Limited (“the Company”) is a public Company domiciled in India and incorporated under the provisions of the Companies Act, 1956. Its shares are listed on Bombay Stock Exchange and National Stock Exchange. The Company provides print solutions to clients, which mainly includes value engineering, creative designing, pre-press, printing, post-press, knitting and assembly, warehousing, dispatch, database management, sourcing and procurement, localization and web based services.

## 2. Basis of preparation

### A. Statement of compliance

These financial statements have been prepared in accordance with the Indian Accounting Standards (hereinafter referred to as the ‘Ind AS’) as notified by Ministry of Corporate Affairs pursuant to Section 133 of the Companies Act, 2013 read with Rule 3 of the Companies (Indian Accounting Standards) Rules, 2015 and Companies (Indian Accounting Standards) Amendment Rules, 2016 and other relevant provisions of the Act.

These financial statements for the year ended March 31, 2018 are the first financial statements, the Company has prepared under Ind AS. For all periods up to and including the year ended March 31, 2017, the Company prepared its financial statements in accordance with the Companies (Accounting Standards) Rules, 2006 notified under the Section 133 of the Companies Act, 2013, read together with paragraph 7 of the Companies (Accounts) Rules, 2014 (hereinafter referred to as ‘IGAAP’) used for its statutory reporting requirement in India immediately before adopting Ind AS. The Financial statements for the year ended March 31, 2017 and the opening Balance Sheet as at April 1, 2016 have been restated in accordance with Ind AS for comparative information. Reconciliations and explanations of the effect of the transition from IGAAP to Ind AS on the Company’s Balance Sheet, Statement of Profit and Loss and Statement of Cash Flows are provided in note 38.

These financials statements have been approved for issue by the Board of Directors at their meeting held on May 24, 2018.

### B. Functional and presentation currency

“These financial statements are presented in Indian Rupees (INR), which is also the entity’s functional currency.

All amounts have been rounded off to the lakhs unless otherwise indicated.”

### C. Basis of measurement

The financial statements have been prepared under the historical cost convention unless otherwise indicated. All assets and liabilities are classified as current or non-current as per the Company’s normal operating cycle, and the criteria set out in schedule III of the Companies Act, 2013. Based on the nature of products and time lag between the acquisition of assets for processing and their realisation in cash and cash equivalents, 12 months period has been considered by the Company as its normal operating cycle.



## D. Key estimates and assumptions

The preparation of financial statements requires the management to make judgments, estimates and assumptions that affect the reported amounts of revenues, expenses, assets and liabilities and the disclosure of contingent liabilities at the end of the reporting period. Although these estimates are based on the management's best knowledge of current events and actions, uncertainty about these assumptions and estimates could result in the outcomes requiring a material adjustment to the carrying amounts of assets or liabilities in future periods.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized prospectively.

### Assumptions and estimation uncertainties

Information about assumptions and estimation uncertainties is included in the following notes:

Note 3.4 – Useful Lives of Property, Plant and Equipment

Note 3.12 – Measurement of defined benefit obligations: key actuarial assumptions

Note 3.13 – Recognition and measurement of provisions and contingencies

Note 3.14 – Recognition of Deferred Tax Assets

Note 3.1 – Provision for doubtful debts with expected credit loss module

## E. Measurement of fair values

The Company's accounting policies and disclosures require the measurement of fair values for financial instruments.

The Company has an established control framework with respect to the measurement of fair values. The management regularly reviews significant unobservable inputs and valuation adjustments. If third party information, such as broker quotes or pricing services, is used to measure fair values, then the management assesses the evidence obtained from the third parties to support the conclusion that such valuations meet the requirements of Ind AS, including the level in the fair value hierarchy in which such valuations should be classified.

Fair values are categorized into different levels in a fair value hierarchy based on the inputs used in the valuation techniques as follows.

- Level 1: quoted prices (unadjusted) in active markets for identical assets or liabilities.
- Level 2: inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices).
- Level 3: inputs for the asset or liability that are not based on observable market data (unobservable inputs)."

When measuring the fair value of an asset or a liability, the Company uses observable market data as far as possible. If the inputs used to measure the fair value of an asset or a liability fall into different levels of the fair value hierarchy, then the fair value measurement is categorized in its entirety in the same level of the fair value hierarchy as the lowest level input that is significant to the entire measurement. The Company recognizes transfers between levels of the fair value hierarchy at the end of the reporting period during which the change has occurred.

The Company has recognized certain assets at fair value and further information is included in the relevant notes.

### 3. Significant accounting policies

#### 3.1 Financial assets

##### (i) Initial recognition and measurement

Financial assets are recognized when the Company becomes a party to the contractual provisions of the instrument. On initial recognition, a financial asset is recognized at fair value, in case of financial assets which are recognized at fair value through profit and loss (FVTPL), its transaction cost is recognized in the statement of profit and loss. In other cases, the transaction cost is attributed to the acquisition value of the financial asset.

##### (ii) Classification and subsequent measurement

The Company classifies financial assets as subsequently measured at amortised cost, fair value through other comprehensive income (FVTOCI) or fair value through profit or loss (FVTPL) on the basis of both:

- (a) business model for managing the financial assets, and
- (b) the contractual cash flow characteristics of the financial asset.

A Financial Asset is measured at amortised cost if both of the following conditions are met:

- (i) the financial asset is held within a business model whose objective is to hold financial assets in order to collect contractual cash flows, and
- (ii) the contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

A financial asset is measured at fair value through other comprehensive income if both of the following conditions are met:

- (i) the financial asset is held within a business model whose objective is achieved by both collecting contractual cash flows and selling financial assets, and
- (ii) the contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

A Financial Asset shall be classified and measured at fair value through profit or loss (FVTPL) unless it is measured at amortised cost or at fair value through OCI.

All recognised financial assets are subsequently measured in their entirety at either amortised cost or fair value, depending on the classification of the financial assets.

##### (iii) Derecognition

The Company derecognizes a financial asset when the contractual rights to the cash flows from the financial asset expire, or it transfers the contractual rights to receive the cash flows from the asset.

##### (iv) Impairment of Financial Asset

The Company assesses at each balance sheet date whether there is objective evidence that a financial asset or a group of financial assets is impaired. A financial asset or a group of assets is impaired and impairment losses are incurred only if objective evidence of impairment as a result of one or more events that occurred after the initial recognition of the asset (a 'loss event') and that loss event or (events) has an impact on the estimated future cash flows of the financial asset or group of financial assets that can be reliably estimated

Financial assets, other than those at FVTPL, are assessed for indicators of impairment at the end of each reporting period. In case of trade receivables, the Company follows the simplified approach permitted by Ind AS 109 – Financial Instruments- for recognition of impairment loss allowance. The application of simplified approach does not require the Company to track changes in credit risk of trade receivable. The Company calculates the expected credit losses on trade receivables using a provision matrix on the basis of its historical credit loss experience.

### **3.2 Financial liabilities**

#### **(i) Initial recognition and measurement**

A financial liability is recognized when the Company becomes a party to the contractual provisions of the instrument. Financial liabilities are classified as measured at amortized cost or FVTPL. A financial liability is classified as at FVTPL if it is classified as held for trading, or it is a derivative or it is designated as such on initial recognition.

#### **(ii) Subsequent measurement**

Financial liabilities at FVTPL are measured at fair value and net gains and losses, including any interest expense, are recognized in profit or loss. Other financial liabilities are subsequently measured at amortized cost using the effective interest method. Interest expense and foreign exchange gains and losses are recognized in profit or loss.

#### **(iii) Derecognition**

A financial liability is derecognized when the obligation specified in the contract is discharged, cancelled or expires. The difference between the carrying amount of the financial liability de-recognised and the consideration paid and payable is recognised in the statement of profit and loss.

#### **(iv) Classification as Debt or Equity:**

Debt and equity instruments, issued by the Company, are classified as either financial liabilities or as equity in accordance with the substance of the contractual arrangements and the definitions of a financial liability and an equity instrument.

### **3.3 Offsetting of financial instruments**

Financial assets and financial liabilities are offset and the net amount is reported in the balance sheet if there is a currently enforceable legal right to offset the recognized amounts and there is an intention to settle on a net basis, to realize the assets and settle the liabilities simultaneously.

### **3.4 Property, Plant and Equipment**

#### **(i) Recognition and measurement**

Items of property, plant and equipment are measured at cost, less accumulated depreciation and accumulated impairment losses, if any.

Cost of an item of property, plant and equipment comprises its purchase price, including import duties and non-refundable purchase taxes, after deducting trade discounts and rebates, any directly attributable cost of bringing the item to its working condition for its intended use and estimated costs of dismantling and removing the item and restoring the site on which it is located.

Pre-operative expenses such as salaries, rent, octroi charges, brokerage, legal and professional fees, etc. incurred during installation period are capitalized under the respective asset head as part of the indirect installation cost, to the extent to which the expenditure is allocable / apportioned to the asset-head. In case of composite contract involving acquisition of Property, plant and equipment and providing services, the Property, plant and equipment are capitalized at the respective fair value of the asset acquired.

Stores and spares includes tangible items and are expected to be used for a period more than 1 year.

If significant parts of an item of property, plant and equipment have different useful lives, then they are accounted for as separate items (major components) of property, plant and equipment.

Any gain or loss on disposal of an item of property, plant and equipment is recognized in profit or loss.

Plant and Equipment which are not ready for intended use as on the date of Balance Sheet are disclosed as “Capital work-in-progress”.

The residual values, useful lives and method of depreciation of property, plant and equipment are reviewed at each financial year end and adjusted prospectively, if appropriate.

Advances paid towards the acquisition of PPE outstanding at each reporting date are classified as capital advances under Other Non-Current Assets.

**(ii) Transition to Ind AS**

On transition to Ind AS, the Company has elected the option of fair value as deemed cost for all tangible assets as on date of transition i.e 1st April 2016. The Company has fair valued all tangible assets existing as on 1st April 2016 using an independent valuers report.

**(iii) Subsequent expenditure**

Subsequent expenditure is capitalized only if it is probable that future economic benefits associated with the expenditure will flow to the entity.

**(iv) Depreciation**

Depreciation on property, plant and equipment is provided using the Straight Line Method based on the useful life of the assets as estimated by the management and is charged to the Statement of Profit and Loss as per the requirement of Schedule II of the Companies Act, 2013. The estimate of the useful life of the assets has been assessed based on technical advice which considered the nature of the asset, the usage of the asset, expected physical wear and tear, the operating conditions of the asset, anticipated technological changes, manufacturers warranties and maintenance support, etc.

Leasehold improvements are amortized over the period of the lease or its estimated useful life whichever is lower.

Leasehold land is amortized on a straight line basis over the period of lease (95 years for land at Mahape, 77 years for land at Surat and 71 years for Land at Ginza).

The Company has used the following useful lives of the property, plant and equipment to provide depreciation.

| Sr. No. | Nature of Assets       | Estimated useful life of the Assets |
|---------|------------------------|-------------------------------------|
| 1       | Leasehold land         | as per lease period                 |
| 2       | Buildings              | 30 years                            |
| 3       | Plant and machinery    | 15 years                            |
| 4       | Office equipments      | 5 years                             |
| 5       | Furniture and fixtures | 10 years                            |
| 6       | Vehicles               | 10 years                            |
| 7       | Leasehold improvements | as per lease period                 |
| 8       | Stores and Spares      | 5 years                             |

### 3.5. Intangible assets

#### (i) Recognition and measurement

Intangible assets acquired separately are measured on initial recognition at cost.

Internally generated intangible assets, excluding capitalized development costs, are not capitalized and expenditure is reflected in the statement of profit and loss in the year in which the expenditure is incurred

The residual values, useful lives and method of depreciation of property, plant and equipment are reviewed at each financial year end and adjusted prospectively, if appropriate.

#### (ii) Subsequent expenditure

After initial recognition, intangible assets are carried at cost less accumulated amortization and accumulated impairment loss, if any.

Subsequent expenditure is capitalized only when it increases the future economic benefits embodied in the specific asset to which it relates.

#### (iii) Transition to Ind AS

On transition to Ind AS, the Company has elected to continue with the carrying value of all of its intangible assets recognized as at 1 April 2016, measured as per the IGAAP, and use that carrying value as the deemed cost of such intangible assets.

#### (v) Amortization

Intangible assets are amortized on a straight line basis over the estimated useful economic life. The Company uses a rebuttable presumption that the useful life of an intangible asset will not exceed ten years from the date when the asset is available for use. If the persuasive evidence exists to the effect that useful life of an intangible asset exceeds ten years, the Company amortizes the intangible asset over the best estimate of its useful life. Such intangible assets not yet available for use are tested for impairment annually, either individually or at the cash-generating unit level. All other intangible assets are assessed for impairment whenever there is an indication that the intangible asset may be impaired.

The estimated useful life of the assets are as follows

| Asset    | Useful life in (years) |
|----------|------------------------|
| Software | 6                      |

### 3.6. Inventories

Raw materials, packing material, stores and spares has been valued at lower of cost and net realizable value. However, materials and other items held for use in the production of inventories are not written down below cost if the finished products in which they will be incorporated are expected to be sold at or above cost. Cost is determined on a FIFO basis.

Work-in-progress and finished goods has been valued at lower of cost and net realizable value. Cost includes materials and labour and a proportion of manufacturing overheads based on normal capacity. Cost is determined on FIFO basis.

Net realizable value is the estimated selling price in the ordinary course of business, less estimated cost of completion and estimated costs necessary to make the sale.

### 3.7. Investments

The Company has elected to continue with the carrying value of all its equity investments in subsidiaries as at the date of transition to Ind AS, measured as per the IGAAP and use that as the deemed cost as at the transition date pursuant to the exemption under Ind AS 101.

Investments in subsidiaries are carried at cost less accumulated impairment losses, if any. Where an indication of impairment exists, the carrying amount of the investment is assessed and written down immediately to its recoverable amount. On disposal of investments in subsidiaries, the difference between net disposal proceeds and the carrying amounts are recognized in the Statement of Profit and Loss.

### 3.8. Revenue

Revenue is recognized when the significant risks and rewards of ownership have been transferred to the buyer, recovery of the consideration is probable, the associated costs and possible return of goods can be estimated reliably, there is no continuing effective control over, or managerial involvement with, the goods, and the amount of revenue can be measured reliably.

#### (i) Sale of goods

Revenue from sale of goods in the ordinary activities is recognised when property in the goods or all significant risks and rewards of their ownership are transferred to the customer and it is probable that future economic benefits will flow to the entity. The Company collects applicable taxes on behalf of the government and therefore, these are not economic benefits flowing to the Company.

#### (ii) Rendering of services

Revenue from services is recognized as per completed service contract method.

#### (iii) Export Incentives

Export incentive principally comprises of duty drawback, Merchandise Exports from India scheme, focus market scheme and other benefits available to the Company based on guidelines formulated for the respective schemes by the government authorities. These incentives are recognized as revenue on accrual basis to the extent it is probable that realization is certain.

#### (iv) Recognition of dividend income, interest income

Dividend income is recognized in profit or loss on the date on which the Company's right to receive payment is established.

Interest income is recognised on accrual basis as per terms of relevant contracts or by using effective interest method, where applicable.

### 3.9. Government Grants :

Government Grants are recognised when there is a reasonable assurance that the same will be received and all attached conditions will be complied with. When the grant relates to an expense item, it is recognised in the Statement of Profit and Loss by way of a deduction to the related expense on a systematic basis over the periods that the related costs, for which it is intended to compensate, are expensed. When the grant relates to an asset, it is recognized as income on a systematic basis over the expected useful life of the related asset.

### **3.10. Borrowing cost**

Borrowing cost includes interest, amortization of ancillary costs incurred in connection with the arrangement of borrowings and exchange differences arising from short term foreign currency borrowings to the extent they are regarded as an adjustment to the interest cost.

Borrowing costs directly attributable to the acquisition, construction or production of an asset that necessarily takes a substantial period of time to get ready for its intended use or sale are capitalized as part of the cost of the respective asset. All other borrowing costs are expensed in the period they occur.

The cost incurred for obtaining financing are deferred and amortised to interest expense using the effective interest method over the life of the related financing arrangement

### **3.11. Foreign currency transactions**

#### **(i) Initial recognition**

Foreign currency transactions are recorded in the reporting currency, by applying to the foreign currency amount the exchange rate between the reporting currency and the foreign currency at the date of the transaction.

#### **(ii) Conversion**

Foreign currency monetary items are translated using the exchange rates prevailing at the reporting date. Non-monetary items which are carried in terms of historical cost denominated in a foreign currency are reported using the exchange rate at the date of the transaction and non-monetary items which are carried at fair value or other similar valuation denominated in a foreign currency are reported using the exchange rates that existed when the values were determined.

#### **(iii) Exchange difference**

All exchange differences are accounted for in the Statement of Profit and Loss in the period in which they arise.

### **3.12. Employee benefits**

#### **(i) Short-term employee benefits**

All employee benefits payable wholly within twelve months of rendering the service are classified short-term employee benefits and they are recognized in the year in which the employee renders the related services. For the amount expected to be paid, the Company recognize an undiscounted liability if they have a present legal or constructive obligation to pay the amount as a result of past service provided by employees, and the obligation can be estimated reliably.

#### **(ii) Post-employment benefits:**

Contributions payable to Government administered provident fund scheme, approved superannuation scheme, which are a defined contribution schemes, are charged to the statement of profit and loss as incurred.

The Company's gratuity scheme with Life Insurance Corporation of India is a defined benefit plan. The Company's net obligation in respect of the gratuity benefit scheme is calculated by estimating the amount of future benefit that employees have earned in return for their service in the current and prior periods; that benefit is discounted to determine its present value and the fair value of any plan assets is deducted. The present value of the obligation under such defined benefit plan is determined based on actuarial valuation carried out by an independent actuary at balance sheet date using the Projected

Unit Credit Method which recognizes each period of service as giving rise to additional unit of employee benefit entitlement and measures each unit separately to build up the final obligation. The obligation is measured at the present value of the estimated future cash flows. The discount rates used for determining the present value of the obligation under defined benefit plan are based on the market yields on Government securities as at the balance sheet date. When the calculation results in a benefit to the Company, the recognized asset is limited to the net total of any unrecognized actuarial losses and past service costs and the present value of any future refunds from the plan or reductions in future contributions to the plan. Remeasurements as a result of experience adjustments and changes in actuarial assumptions are recognised in Other Comprehensive Income such accumulated re-measurement balances are never reclassified into the Statement of Profit and Loss subsequently.

**(iii) Other long-term employee benefits**

Compensated absences which are not expected to occur within twelve months after the end of the year in which the employee renders the related services are recognized as a liability at the present value of the estimated liability for leave as a result of services rendered by employees, which is determined at each balance sheet date based on an actuarial valuation by an independent actuary using the projected unit credit method. The discount rates used for determining the present value of the obligation under other long term employee benefits, are based on the market yields on Government of India securities as at the balance sheet date. Re-measurement gains and losses are recognized immediately in the Statement of profit and loss.

The Company presents the above liability/(asset) as current and non- current in the balance sheet as per actuarial valuation by the independent actuary.

**(iv) Employee Stock Option Plan**

Employees Stock Options Plans (“ESOPs”): The grant date fair value of options granted to employees is recognized as an employee expense, with a corresponding increase in equity, over the period that the employees become unconditionally entitled to the options. The expense is recorded for each separately vesting portion of the award as if the award was, in substance, multiple awards. The increase in equity recognized in connection with share based payment transaction is presented as a separate component in equity under “Employee Stock Options Outstanding reserve”. The amount recognized as an expense is adjusted to reflect the actual number of stock options that vest.

**3.13. Provisions and contingent liabilities**

A provision is recognized if, as a result of a past event, the Company has a present obligation that can be estimated reliably, and it is probable that an outflow of economic benefits will be required to settle the obligation. Provisions are recognized at the best estimate of the expenditure required to settle the present obligation at the balance sheet date. If the effect of the time value of money is material, provisions are discounted.

A contingent liability exists when there is a possible but not probable obligation, or a present obligation that may, but probably will not, require an outflow of resources, or a present obligation whose amount cannot be estimated reliably. Contingent liabilities do not warrant provisions, but are disclosed unless the possibility of outflow of resources is remote. Contingent assets are neither recognized nor disclosed in the financial statements. However, contingent assets are assessed continually and if it is virtually certain that an inflow of economic benefits will arise, the asset and related income are recognized in the period in which the change occurs.



### 3.14. Income Tax

Tax expense comprises current and deferred tax. Current income-tax is measured at the amount expected to be paid to the tax authorities in accordance with the Income-tax Act, 1961 enacted in India and tax laws prevailing in the respective tax jurisdictions where the Company operates. The tax rates and tax laws used to compute the amount are those that are enacted or substantively enacted, at the reporting date.

#### (i) Current Tax

Current tax comprises the expected tax payable or receivable on the taxable income or loss for the year and any adjustment to the tax payable or receivable in respect of previous years. It is measured using tax rates enacted or substantively enacted at the reporting date. Current tax assets and current tax liabilities are offset only if there is a legally enforceable right to set off the recognized amounts, and it is intended to realize the asset and settle the liability on a net basis or simultaneously.

#### (ii) Deferred Tax

Deferred tax is recognized in respect of temporary differences arising between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. Deferred tax assets are recognized for unused tax losses, unused tax credits and deductible temporary differences to the extent that it is probable that future taxable profits will be available against which they can be used.

Deferred tax assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related tax benefit will be realized; such reductions are reversed when the probability of future taxable profits improves. Unrecognized deferred tax assets are reassessed at each reporting date and recognized to the extent that it has become probable that future taxable profits will be available against which they can be used.

Deferred tax is measured at the tax rates that are expected to be applied to temporary differences when they reverse, using tax rates enacted or substantively enacted at the reporting date. The measurement of deferred tax reflects the tax consequences that would follow from the manner in which the Company expects, at the reporting date, to recover or settle the carrying amount of its assets and liabilities.

Deferred tax assets and liabilities are offset if there is a legally enforceable right to offset current tax liabilities and assets, and they relate to income taxes levied by the same tax authority on the same taxable entity, or on different tax entities, but they intend to settle current tax liabilities and assets on a net basis or their tax assets and liabilities will be realized simultaneously.

#### (iii) Minimum Alternate Tax (MAT):

MAT is recognised as an asset only when and to the extent there is convincing evidence that the Company will pay normal income tax during the specified period. In the year in which the MAT credit becomes eligible to be recognised, it is credited to the Statement of Profit and Loss and is considered as (MAT Credit Entitlement). The Company reviews the same at each Balance Sheet date and writes down the carrying amount of MAT Credit Entitlement to the extent there is no longer convincing evidence to the effect that the Company will pay normal Income Tax during the specified period. Minimum Alternate Tax (MAT) Credit are in the form of unused tax credits that are carried forward by the Company for a specified period of time, hence, it is presented as Deferred Tax Asset.

### 3.15. Operating segments

#### Identification of segments

Operating results are regularly reviewed by the Chief Operating decision maker ('CODM') who makes decision about resources to be allocated to the segments and assess its performance.

The Company operates in a single business segment in view of the nature of products and services provided. The company prepares its segment information in conformity with the accounting policies adopted for preparing and presenting the financial statements of the company.

### 3.16. Earnings per share

Basic earnings per share are calculated by dividing the net profit or loss for the year attributable to equity shareholders (after deducting preference dividends and attributable taxes) by the weighted average number of equity shares outstanding during the year. Partly paid equity shares are treated as a fraction of an equity share to the extent that they are entitled to participate in dividends relative to a fully paid equity share during the reporting period. The weighted average number of equity shares outstanding during the year is adjusted for events such as bonus issue, bonus element in a rights issue, share split, and reverse share split (consolidation of shares), if any that have changed the number of equity shares outstanding, without a corresponding change in resources.

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

### 3.17. Cash and cash equivalents

Cash and cash equivalents in the balance sheet comprise cash on hand, bank balances and short-term deposits with an original maturity of three months or less, which are subject to an insignificant risk of changes in value. For the purpose of the Statement of cash flows, cash and cash equivalents consist of cash and short-term deposits, as defined above, net of outstanding bank overdrafts as they are considered an integral part of the Company's cash management.

### 3.18. Operating leases

Leases are classified as finance leases whenever the terms of lease transfer substantially all the risks and rewards of ownership to the lessee. Leases where a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases.

Operating lease payments are recognised as an expense in the Statement of Profit and Loss on a straight-line basis over the lease term except where another systematic basis is more representative of the time pattern in which economic benefits from leased assets are consumed. The aggregate benefit of incentives (excluding inflationary increases where rentals are structured solely to increase in line with the expected general inflation to compensate for the lessor's inflationary cost increases, such increases are recognised in the year in which the benefits accrue) provided by the lessor is recognised as a reduction of rental expense over the lease term on a straight-line basis.

### **3.19. Impairment of non-Financial assets:**

At the end of each reporting period, the Company reviews the carrying amounts of non-financial assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any). When it is not possible to estimate the recoverable amount of an individual asset, the Company estimates the recoverable amount of the cash-generating unit to which the asset belongs. When a reasonable and consistent basis of allocation can be identified, corporate assets are also allocated to individual cash-generating units, or otherwise they are allocated to the smallest group of cash-generating units for which a reasonable and consistent allocation basis can be identified.

Recoverable amount is the higher of fair value less costs of disposal and value in use. In assessing the value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects the current market assessments of the time value of money and the risks specific to the asset for which the estimates of future cash flows have not been adjusted.

If the recoverable amount of an asset (or cash-generating unit) is estimated to be less than its carrying amount, the carrying amount of the asset (or cash-generating unit) is reduced to its recoverable amount. An impairment loss is recognised immediately in the Statement of Profit and Loss, unless the relevant asset is carried at a revalued amount, in which case the impairment loss is treated as a revaluation decrease.

When an impairment loss subsequently reverses, the carrying amount of the asset (or a cash-generating unit) is increased to the revised estimate of its recoverable amount, but so that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset (or cash-generating unit) in prior years. A reversal of an impairment loss is recognised immediately in the Statement of Profit and Loss, unless the relevant asset is carried at a revalued amount, in which case the reversal of the impairment loss is treated as a revaluation increase.

## 2a. Property, plant and equipment

| Description   | Amount Rupees in Lakhs |                 |                       |                   |                        |              |                        |                  |
|---|------------------------|-----------------|-----------------------|-------------------|------------------------|--------------|------------------------|------------------|
|   | Leasehold Land *       | Buildings       | Plant and Machineries | Office Equipments | Furniture and Fixtures | Vehicles **  | Leasehold Improvements | TOTAL            |
| Cost as at April 1, 2017                                  | 12,137.67              | 2,728.04        | 5,571.17              | 354.98            | 112.34                 | 48.64        | 871.00                 | 21,823.85        |
| Additions   | -                      | 22.71           | 656.44                | 40.20             | 15.88                  | -            | 528.25                 | 1,263.48         |
| Deletions   | -                      | 84.27           | 119.07                | 0.95              | -                      | -            | -                      | 204.29           |
| <b>Cost as at March 31, 2018 (A)</b>                      | <b>12,137.67</b>       | <b>2,666.48</b> | <b>5,826.08</b>       | <b>394.24</b>     | <b>128.22</b>          | <b>48.64</b> | <b>1,399.25</b>        | <b>22,883.04</b> |
| Accumulated depreciation as at April 1, 2017              | 166.06                 | 144.58          | 356.33                | 77.81             | 14.52                  | 17.18        | 284.86                 | 1,061.34         |
| Depreciation for the year                                 | 163.12                 | 148.87          | 374.59                | 30.33             | 8.74                   | 3.09         | 334.08                 | 1,062.83         |
| Deletions   | -                      | 3.00            | 13.00                 | 0.44              | -                      | -            | -                      | 16.44            |
| <b>Accumulated depreciation as at March 31, 2018 (B)</b>  | <b>329.19</b>          | <b>290.45</b>   | <b>717.92</b>         | <b>107.70</b>     | <b>23.26</b>           | <b>20.27</b> | <b>618.94</b>          | <b>2,107.73</b>  |
| <b>Net carrying amount as at March 31, 2018 (A) - (B)</b> | <b>11,808.48</b>       | <b>2,376.03</b> | <b>5,390.63</b>       | <b>286.53</b>     | <b>104.96</b>          | <b>28.37</b> | <b>780.30</b>          | <b>20,775.31</b> |

| Description  | Amount Rupees in Lakhs |                 |                       |                   |                        |              |                        |                  |
|--|------------------------|-----------------|-----------------------|-------------------|------------------------|--------------|------------------------|------------------|
|  | Leasehold Land *       | Buildings       | Plant and Machineries | Office Equipments | Furniture and Fixtures | Vehicles **  | Leasehold Improvements | TOTAL            |
| Cost as at April 1, 2016                                 | 12,137.67              | 2,499.65        | 4,929.16              | 319.98            | 94.05                  | 83.14        | 871.00                 | 20,934.66        |
| Additions  | -                      | 228.39          | 667.79                | 35.90             | 18.29                  | -            | -                      | 950.37           |
| Deletions  | -                      | -               | 25.78                 | 0.90              | -                      | 34.50        | -                      | 61.18            |
| <b>Cost as at March 31, 2017 (A)</b>                     | <b>12,137.67</b>       | <b>2,728.04</b> | <b>5,571.17</b>       | <b>354.98</b>     | <b>112.34</b>          | <b>48.64</b> | <b>871.00</b>          | <b>21,823.85</b> |
| Accumulated depreciation                                 | -                      | -               | -                     | -                 | -                      | -            | -                      | -                |
| Depreciation for the year                                | 166.06                 | 144.58          | 356.33                | 77.81             | 14.52                  | 17.18        | 284.86                 | 1,061.34         |
| Deletions  | -                      | -               | -                     | -                 | -                      | -            | -                      | -                |
| <b>Accumulated depreciation as at March 31, 2017 (B)</b> | <b>166.06</b>          | <b>144.58</b>   | <b>331.20</b>         | <b>77.81</b>      | <b>14.52</b>           | <b>17.18</b> | <b>284.86</b>          | <b>1,061.34</b>  |
| <b>Net carrying amount as at March 31, 2017 (A)- (B)</b> | <b>11,971.61</b>       | <b>2,583.46</b> | <b>5,214.84</b>       | <b>277.17</b>     | <b>97.83</b>           | <b>31.46</b> | <b>586.14</b>          | <b>20,762.51</b> |

The Company has elected the option of fair value as deemed cost as on the date of transition to Ind AS i.e 1 April 2016. This has resulted in net increase/(decrease) in the value of Property, plant and equipment with corresponding impact in the retained Earnings.

| Description              | Leasehold Land * | Buildings       | Plant and Machineries | Office Equipments | Furniture and Fixtures | Vehicles **  | Leasehold Improvements | TOTAL            |
|--------------------------|------------------|-----------------|-----------------------|-------------------|------------------------|--------------|------------------------|------------------|
| Net block as per IGAAP   | 980.30           | 2,082.71        | 10,713.62             | 841.58            | 385.97                 | 280.41       | 980.45                 | 16,265.05        |
| Fair valuation impact    | 11,157.37        | 416.94          | (6,035.06)            | (521.60)          | (291.92)               | (197.27)     | (109.45)               | 4,419.01         |
| Other Ind AS adjustments | -                | -               | 250.60                | -                 | -                      | -            | -                      | 250.60           |
| <b>Total Gross Block</b> | <b>12,137.67</b> | <b>2,499.65</b> | <b>4,929.16</b>       | <b>319.98</b>     | <b>94.05</b>           | <b>83.14</b> | <b>871.00</b>          | <b>20,934.66</b> |

\*Leasehold land includes land taken on lease from MIDC for a period of 95 years at Mahape at gross block of ₹ 6,059.99 (31 March 2017: 6,059.99; 1 April 2016 : 6,059.99) and WDV of ₹ 5,898.26 (31 March 2017: 5,977.65) and land taken on lease from Diamond and Gem Development Corporation Ltd for a period 77 years at Surat at gross block of Rs 4,577.68 (31 March 2017: ₹ 4,577.68, 1 April 2016 4,577.68 ) and WDV of ₹ 4,449.27 (31 March 2017: ₹ 4516.77) and land taken on lease from Diamond and Gem Development Corporation Ltd at Ginza for a period of 71 years of ₹ 1,500 (31 March 2017 : ₹ 1,500, 1 April 2016: 1,500 ) and WDV of ₹ 1,460.96 ( 31 March 2017 : ₹ 1,477.19)

\*\* Vehicles includes assets held in the name of employees for the beneficial interest of the Company deemed cost ₹ 28.37 (31 March 2017: ₹ 31.46 and 1 April 2016: ₹ 83.14 )

#### Capital work in progress

| Discription                       | March 31, 2018 | March 31, 2017 | April 1, 2016 |
|-----------------------------------|----------------|----------------|---------------|
| Plant & Machinery and other works | 96.08          | 418.38         | 391.59        |

The Company has elected to use the exemption available under Ind AS 101 to continue the carrying value for all of its Capital work- in-progress as recognised in the financial statements as at the date of transition to Ind AS, measured as per the IGAAP and use that as its deemed cost as at the date of transition (1st April 2016).

**2b. Other Intangible assets**

| Description   | Amount Rupees in Lakhs |               |
|---|------------------------|---------------|
|   | Software               | TOTAL         |
| Cost as at April 1, 2017                                  | 833.85                 | 833.85        |
| Additions   | -                      | -             |
| Deletions   | -                      | -             |
| <b>Cost as at March 31, 2018 (A)</b>                      | <b>833.85</b>          | <b>833.85</b> |
| Accumulated amortisation as at April 1, 2017              | 214.30                 | 214.30        |
| Amortisation  | 212.57                 | 212.57        |
| Deletions   | -                      | -             |
| <b>Accumulated amortisation as at March 31, 2018 (B)</b>  | <b>426.87</b>          | <b>426.87</b> |
| <b>Net carrying amount as at March 31, 2018 (A) - (B)</b> | <b>406.98</b>          | <b>406.98</b> |

Following are the changes in the carrying value of intangible assets for the year ended March 31, 2017:

| Description  | Software      | TOTAL         |
|--|---------------|---------------|
| Cost as at April 1, 2016                                 | 618.64        | 618.64        |
| Additions  | 215.20        | 215.20        |
| Deletions  | -             | -             |
| <b>Cost as at March 31, 2017 (A)</b>                     | <b>833.85</b> | <b>833.85</b> |
| Accumulated amortisation                                 | -             | -             |
| Amortisation   | 214.30        | 214.30        |
| Deletions  | -             | -             |
| <b>Accumulated depreciation as at March 31, 2017 (B)</b> | <b>214.30</b> | <b>214.30</b> |
| <b>Net carrying amount as at March 31, 2017 (A)- (B)</b> | <b>619.55</b> | <b>619.55</b> |

The Company has availed the deemed cost exemption in relation to the intangible assets on the date of transition and hence the net block carrying amount has been considered as the gross block carrying amount on that date. Below are the details for the gross block value and the accumulated amortisation on April 1, 2016 under the IGAAP.

| Description              | Software      | TOTAL         |
|--------------------------|---------------|---------------|
| Gross Block              | 2,237.55      | 2,237.55      |
| Accumulated amortisation | 1,618.91      | 1,618.91      |
| <b>Net Block</b>         | <b>618.64</b> | <b>618.64</b> |

Amount Rupees in Lakhs

| Particulars   | As at<br>March 31, 2018 | As at<br>March 31, 2017 | As at<br>April 1, 2016 |
|---|-------------------------|-------------------------|------------------------|
| <b>3 Investment in Subsidiaries</b>   |                         |                         |                        |
| <b>Measured at cost</b>   |                         |                         |                        |
| <b>Investment in equity shares</b>  |                         |                         |                        |
| 99,994 (31 March 2017: 74,800 ; 1 April 2016: 74,800) Equity shares of ₹ 10 each fully paid up in Repro Innovative Digiprint Limited                | 10.50                   | 7.48                    | 7.48                   |
| 4,000,000 (31 March 2017: 4,000,000 ; 1 April 2016: 4,000,000) Equity shares of ₹ 10 each fully paid up in Repro Knowledgecast Limited              | 480.63                  | 480.63                  | 480.63                 |
|   | <b>491.13</b>           | <b>488.11</b>           | <b>488.11</b>          |
| Aggregate value of unquoted investments   | 491.13                  | 488.11                  | 488.11                 |
| <b>4 Loans</b>  |                         |                         |                        |
| Security deposits   | 183.35                  | 2,269.66                | 553.10                 |
|   | <b>183.35</b>           | <b>2,269.66</b>         | <b>553.10</b>          |
| <b>5 Other financial asset</b>  |                         |                         |                        |
| Fixed deposit with banks for more than 12 months  | -                       | 20.08                   | 18.66                  |
|   | <b>-</b>                | <b>20.08</b>            | <b>18.66</b>           |
| <b>6 Income tax asset</b>   |                         |                         |                        |
| Income tax asset (net of provision)   | 531.38                  | 522.59                  | 390.99                 |
|   | <b>531.38</b>           | <b>522.59</b>           | <b>390.99</b>          |
| <b>7 Other non-current assets</b>   |                         |                         |                        |
| Capital advances  | 45.21                   | 57.77                   | -                      |
| Prepaid Expenses  | -                       | 308.78                  | 64.82                  |
| Balances with government authorities  | 365.08                  | 397.25                  | 126.67                 |
| Export incentive receivable   | -                       | 44.47                   | -                      |
| Other advances  | 9.33                    | 17.53                   | 28.83                  |
|   | 419.62                  | 825.80                  | 220.32                 |
| <b>8 Inventories (valued at lower of cost and net realisable value)</b>   |                         |                         |                        |
| Raw materials and packing materials [includes Stock In Transit ₹ Nil (31 March 2017: ₹ 12.63, 1 April 2016: ₹ 132.09)]                              | 1,850.90                | 1,276.29                | 1,408.77               |
| Work-in-progress  | 1,200.76                | 153.07                  | 1,145.04               |
| Finished goods  | 155.71                  | 1,662.15                | 1,857.02               |
| Stores and spares   | 141.80                  | 78.80                   | 156.39                 |
|   | <b>3,349.17</b>         | <b>3,170.31</b>         | <b>4,567.21</b>        |
| In the year ended March 31, 2018, the provision for slow moving inventory amounted to Rs 146.91, March 31 2017 Rs Nil, ( March 31 2016 : Rs 180.00) |                         |                         |                        |
| Inventory charged to the statement of profit and loss   | 12,213.17               | 15,926.18               |                        |

| Amount Rupees in Lakhs                              |                         |                         |                        |
|---|-------------------------|-------------------------|------------------------|
| Particulars   | As at<br>March 31, 2018 | As at<br>March 31, 2017 | As at<br>April 1, 2016 |
| <b>9 Trade receivables</b>                          |                         |                         |                        |
| - Unsecured, Considered good                        | 7,782.57                | 8,186.45                | 8,385.90               |
| - Considered Doubtful                               | 3,312.30                | 6,820.23                | 6,568.71               |
|   | 11,094.87               | 15,006.68               | 14,954.61              |
| Less: Provision for doubtful debts                  | (3,312.30)              | (6,820.23)              | (6,568.71)             |
|   | <b>7,782.57</b>         | <b>8,186.45</b>         | <b>8,385.90</b>        |
| <b>10 Cash and cash equivalents</b>                 |                         |                         |                        |
| Balance with banks :                                |                         |                         |                        |
| In current account                                  | 106.23                  | 47.51                   | 812.16                 |
| Cash on hand  | 23.82                   | 8.02                    | 26.11                  |
|   | <b>130.05</b>           | <b>55.53</b>            | <b>838.27</b>          |
| <b>11 Other bank balances</b>                       |                         |                         |                        |
| Unpaid dividend                                     | 9.12                    | 10.24                   | 10.77                  |
| Margin money deposit                                | 49.14                   | 102.06                  | 33.39                  |
|   | <b>58.26</b>            | <b>112.30</b>           | <b>44.16</b>           |
| <b>12 Loans : current</b>                           |                         |                         |                        |
| Inter-corporate deposits (refer note 34)            | 5,084.18                | 3,223.83                | 2,788.37               |
| Loans to employees                                  | 45.88                   | 56.22                   | 115.55                 |
|   | <b>5,130.06</b>         | <b>3,280.05</b>         | <b>2,903.92</b>        |
| <b>13 Other current financial assets</b>            |                         |                         |                        |
| Other receivables for scrap and miscellaneous sales | 192.55                  | 265.83                  | 319.69                 |
| Interest accrued on fixed deposits                  | -                       | 1.73                    | 1.34                   |
|   | <b>192.55</b>           | <b>267.56</b>           | <b>321.03</b>          |
| <b>14 Other current assets</b>                      |                         |                         |                        |
| Capital advances                                    | -                       | -                       | 133.33                 |
| Prepaid expenses                                    | 72.14                   | 264.98                  | 122.41                 |
| Advance to suppliers                                | 297.50                  | 259.40                  | 172.83                 |
| Export incentive receivable                         | 358.43                  | 497.04                  | 775.81                 |
| Balances with government authorities                | -                       | 40.94                   | 392.86                 |
| Other receivables                                   | -                       | 37.26                   | -                      |
|   | <b>728.07</b>           | <b>1,099.62</b>         | <b>1,597.24</b>        |



Amount Rupees in Lakhs

| Particulars  | As at<br>March 31, 2018 | As at<br>March 31, 2017 | As at<br>April 1, 2016 |
|--|-------------------------|-------------------------|------------------------|
| <b>15 Share Capital</b>  |                         |                         |                        |
| <b>a Authorised :</b>  |                         |                         |                        |
| 25,000,000 (31 March 2017: 25,000,000;<br>1 April 2016: 25,000,000) equity shares<br>of ₹ 10 each                | 2,500.00                | 2,500.00                | 2,500.00               |
| <b>TOTAL</b>   | <b>2,500.00</b>         | <b>2,500.00</b>         | <b>2,500.00</b>        |
| <b>b Issued and Subscribed and Paid up:</b>  |                         |                         |                        |
| 11,496,351 (31 March 2017: 10,903,759;<br>1 April 2016: 10,903,759 ) equity shares<br>of ₹ 10 each fully paid up | 1,149.64                | 1,090.38                | 1,090.38               |
| <b>TOTAL</b>   | <b>1,149.64</b>         | <b>1,090.38</b>         | <b>1,090.38</b>        |

**c Reconciliation of number of shares outstanding at the beginning and end of the year :**

| Equity share :  | For the year ended<br>March 31, 2018 | For the year ended<br>March 31, 2017 |
|---|--------------------------------------|--------------------------------------|
| Outstanding at the beginning of the year                          | 10,903,759                           | 10,903,759                           |
| Equity Shares issued during the year in<br>consideration for cash | 592,592                              | -                                    |
| Outstanding at the end of the year                                | <b>11,496,351</b>                    | <b>10,903,759</b>                    |

**d Terms / Rights attached to equity shares**

**1. Terms / Rights attached to equity shares**

The Company has a single class of equity shares. Accordingly, all equity shares rank equally with regard to dividend and share in the Company's residual assets. The equity shares are entitled to receive dividend as declared from time to time. The voting rights of an equity shareholder on a poll (not on show of hands) are in proportion to its share of the paid-up equity capital of the Company. Voting rights cannot be exercised in respect of shares on which any call or other sums presently payable have not been paid.

On winding up of the Company, the holders of the equity shares will be entitled to receive the residual assets of the Company, remaining after distribution of all Preferential amounts in proportion to the number of equity shares held.

**e Shares held by holding/ultimate holding company and/or their subsidiaries/associates**

| Equity share  | As at<br>March 31, 2018 |        | As at<br>March 31, 2017 |        | As at<br>April 1, 2016 |        |
|---|-------------------------|--------|-------------------------|--------|------------------------|--------|
|   | No. of<br>Shares        | Amount | No. of<br>Shares        | Amount | No. of<br>Shares       | Amount |
| Repro Enterprises Private<br>Limited, holding company | 5,537,643               | 553.76 | 5,537,643               | 553.76 | 5,537,643              | 554    |

**f Shareholders holding more than 5% shares in the company are set out below:**

| Equity share  | As at<br>March 31, 2018 |        | As at<br>March 31, 2017 |        | As at<br>April 1, 2016 |        |
|---|-------------------------|--------|-------------------------|--------|------------------------|--------|
|   | No. of<br>Shares        | %      | No. of<br>Shares        | %      | No. of<br>Shares       | %      |
| Repro Enterprises Private<br>Limited, holding company | 5,537,643               | 48.17% | 5,537,643               | 50.79% | 5,537,643              | 50.79% |
| Sanjeev Vohra   | -                       | -      | -                       | -      | 573,036                | 5.26%  |
| Vijay Kishanlal Kedia                                 | 738,928                 | 6.43%  | 673,416                 | 6.18%  | 557,209                | 5.11%  |

Amount Rupees in Lakhs

| Particulars  | As at<br>March 31, 2018 | As at<br>March 31, 2017 | As at<br>April 1, 2016 |
|--|-------------------------|-------------------------|------------------------|
| <b>16 Other equity</b>                                 |                         |                         |                        |
| <b>A) Security premium reserve</b>                     |                         |                         |                        |
| Balance at the beginning of the year                   | 3,936.29                | 3,936.29                | 3,936.29               |
| Add: Shares issued                                     | 3,940.74                | -                       | -                      |
| Less: share issue expenses                             | (101.67)                | -                       | -                      |
| Balance at the end of the year                         | 7,775.36                | 3,936.29                | 3,936.29               |
| <b>B ) Capital Reserve</b>                             | 1.24                    | 1.24                    | 1.24                   |
| <b>C) General reserve</b>                              | 2,020.17                | 2,020.17                | 2,020.17               |
| <b>D) Employee Stock option reserve</b>                |                         |                         |                        |
| Balance at the beginning of the year                   | -                       | -                       | -                      |
| Shares granted under ESOP Scheme<br>(refer note no 35) | 140.50                  | -                       | -                      |
| Balance at the end of the year                         | 140.50                  | -                       | -                      |
| <b>E) Retained Earnings</b>                            |                         |                         |                        |
| Balance at the beginning of the year                   | 10,746.80               | 10,905.27               | 10,905.27              |
| Dividend paid  | -                       | (327.11)                | -                      |
| Dividend distribution tax paid                         | -                       | (66.59)                 | -                      |
| Profit for the year                                    | 3,037.40                | 235.24                  | -                      |
| Balance at the end of the year                         | 13,784.20               | 10,746.80               | 10,905.27              |
|  | <b>23,721.47</b>        | <b>16,704.50</b>        | <b>16,862.97</b>       |

**Nature and purpose of reserves****Capital reserve**

The reserve comprises of profits/gains of capital nature earned by the Company and credited directly to such reserve.

**Security Premium**

Security Premium is used to record the premium received on issue of shares. It is utilised in accordance with the provisions of the Companies Act 2013.

**General reserve**

General reserve forms part of the retained earnings and is permitted to be distributed to shareholders as part of dividend.

**Employee Stock option reserve**

The Company has established equity settled share based payment plan for certain categories of employees of the company. Refer note 37 for further details on these plan.

**Retained Earnings**

Retained Earnings represents surplus/accumulated earnings of the Company and are available for distribution to shareholders.

**Dividends**

The following dividends were declared and paid by the Company:

Amount Rupees in Lakhs

| Particulars   | As at<br>March 31, 2018 | As at<br>March 31, 2017 | As at<br>April 1, 2016 |
|---|-------------------------|-------------------------|------------------------|
| ₹ Nil per equity share (31 March 2017:<br>₹ 3 per share)        | -                       | 327.11                  |                        |
| Dividend distribution tax on dividend to<br>equity shareholders | -                       | 66.59                   |                        |
|   | -                       | 393.71                  |                        |

The Board of Directors have not recommended any dividend for the ended 31 March 2018

## 17 Borrowings

### Term loans (Secured)

|  |                 |                 |                 |
|--|-----------------|-----------------|-----------------|
| Foreign currency loan from banks (refer<br>note below) | 2,385.61        | 4,816.68        | 4,160.05        |
| Vehicle Loans (refer note below)                       | 5.74            | 14.81           | 36.92           |
|  | <b>2,391.35</b> | <b>4,831.49</b> | <b>4,196.97</b> |

Foreign currency loans from banks including current maturities

| Security   | Rate of<br>Interest               | Repayment<br>Schedule  | Loan period |
|--|-----------------------------------|--|-------------|
| External commercial borrowings : Pari-passu first charge on movable property, plant and equipment assets of the company, both present and future and also mortgage of Land and Buildings at Surat / Undertaking from the Company to not to mortgage / dispose any property of the company without prior consent of the lender. | 3 months<br>Libor +<br>2.40% p.a. | 14 equal<br>quarterly<br>instalments<br>with<br>moratorium<br>period of 21<br>months | 5 years     |
| External commercial borrowings : Pari-passu first charge on movable property, plant and equipment of the company, both present and future and also mortgage of Land and Building at Surat / Undertaking from the Company   | 3 months<br>Libor +<br>2.10% p.a. | 14 equal<br>quarterly<br>instalments<br>with<br>moratorium<br>period of 21<br>months | 5 years     |
| Long term loan:Pari first Passu charge on moveable property, plant and equipment of the company both present and future. Undertaking from the company not to mortgage / dispose any property of the company without prior consent of the lender.   | 3 months<br>Libor +<br>3.00% p.a. | 16 equal<br>quarterly<br>instalments<br>with<br>moratorium<br>period of 12<br>months | 5 years     |

| Security   | Rate of Interest            | Repayment Schedule   | Loan period |
|--|-----------------------------|--|-------------|
| Long term loan: Pari-passu first charge on movable fixed assets of the company, both present and future / Undertaking from the Company not to mortgage / dispose any property of the company without prior consent of the lender. to not to mortgage / dispose any property of the company without prior consent of the lender | 3 months Libor + 3.00% p.a. | 14 equal quarterly instalments with moratorium period of 21 months | 5 years     |
| Buyers Credit - Standard Chartered Bank - Project - JMD Machinery Corporation Ltd., China. - USD 77047.50  | 3.36985 % p.a               | Bullet Payment after 3 years                                       | 3 years     |
| Buyers Credit - Standard Chartered Bank - Project - Ryobi MHI Graphic Technology Ltd., Japan. - USD 455685.61  | 2.97114 % p.a               | Bullet Payment after 3 years                                       | 3 years     |
| <b>Vehicle loans from banks:</b>   |                             |  |             |
| Security   | Rate of Interest            | Repayment Schedule   | loan period |
| Secured against vehicles acquired under the said loans   | 10.25%                      | 60 EMI of ₹ 0.85   | 5 years     |
| For current maturities of the above borrowings, refer note 22.   |                             |  |             |

Amount Rupees in Lakhs

| Particulars                             | As at<br>March 31, 2018 | As at<br>March 31, 2017 | As at<br>April 1, 2016 |
|---|-------------------------|-------------------------|------------------------|
| <b>18 Other non current liabilities</b> |                         |                         |                        |
| Unearned income                         | -                       | 13.65                   | 29.73                  |
|   | -                       | <b>13.65</b>            | <b>29.73</b>           |
| <b>19 Provisions</b>                    |                         |                         |                        |
| <b>Provision for employee benefits</b>  |                         |                         |                        |
| Gratuity (refer note 39)                | 311.67                  | 362.48                  | 544.98                 |
| Leave benefits                          | 77.31                   | 115.92                  | 156.65                 |
|   | <b>388.98</b>           | <b>478.40</b>           | <b>701.63</b>          |

Amount Rupees in Lakhs

| Particulars   | As at<br>March 31, 2018 | As at<br>March 31, 2017 | As at<br>April 1, 2016 |
|---|-------------------------|-------------------------|------------------------|
| <b>20 Current Financial Liabilities - Borrowings</b>  |                         |                         |                        |
| <b>Loans repayable on demand</b>  |                         |                         |                        |
| Working capital demand loan (refer note a & b)  | 1,600.00                | 1,700.00                | 200.00                 |
| Cash credit and overdraft facilities from banks (refer note a & c)  | 1,517.32                | 4,843.41                | 240.68                 |
| Letter of credit from banks (refer note a & d)  | 1,353.26                | 2,017.11                | 2,919.96               |
| Packing credit loan from banks (refer note a & e)   | 3,435.27                | 4,834.07                | 9,035.84               |
| Buyers credit from banks (refer note a & f)   | 597.27                  | 1,248.69                | 191.48                 |
| Bills discounted (refer note a & g)   | -                       | 516.75                  | 2,861.94               |
|   | <b>8,503.12</b>         | <b>15,160.03</b>        | <b>15,449.90</b>       |
| <p>a. Short Term Borrowings from banks are secured by hypothecation of stock, receivables and other current assets of the Company both present and future ranking pari passu with all banks.</p> <p>b. Working capital credit facility from State Bank of India is partly secured by second charge on the fixed assets of the Company ranking pari passu with all banks.</p> <p>c. Cash credit, bank overdraft and working capital demand loans from banks are repayable on demand and carry interest @10.25% to 14.00% p.a.</p> <p>d. Letter of credit are repayable within 90 days and carry interest @ 9.75% to 10.60%.</p> <p>e. Packing credit loans are repayable within 180 days and carry interest @ 2.50% to 4.30%.</p> <p>f. Buyers credit from banks carry interest @ LIBOR Plus 0.55% to 2.5% and repayable within 180 days</p> <p>g. Bills discounted from banks carry interest @10.25% to 14.00% p.a and repayable within 90 days</p> |                         |                         |                        |
| <b>21 Trade payables</b>  |                         |                         |                        |
| Micro and small enterprises (refer note 43)   | 0.40                    | 0.41                    | 2.19                   |
| Other trade payables  | 2,335.64                | 2,772.14                | 3,794.09               |
| (payable to related parties ₹ 0.50, March 31 2017 ₹ 512.05; April 1 2016: ₹ 17.46)  | 2,336.04                | 2,772.55                | 3,796.28               |
| <b>22 Current - Other financial liabilities</b>   |                         |                         |                        |
| Current maturities of long-term loans from banks  | 2,511.77                | 2,413.26                | 707.57                 |
| Interest accrued but not due on borrowings  | 33.37                   | 46.87                   | 28.36                  |
| Unclaimed dividend  | 9.12                    | 10.24                   | 10.77                  |
| Book overdraft  | -                       | 102.07                  | 253.44                 |
| Creditors for capital goods   | 21.77                   | 89.56                   | 48.11                  |
| Interest free security deposits from customers  | 24.65                   | 34.65                   | 10.00                  |
|   | <b>2,600.68</b>         | <b>2,696.65</b>         | <b>1,058.25</b>        |

Amount Rupees in Lakhs

| Particulars                             | As at<br>March 31, 2018 | As at<br>March 31, 2017 | As at<br>April 1, 2016 |
|---|-------------------------|-------------------------|------------------------|
| <b>23 Other current liabilities</b>     |                         |                         |                        |
| Advance from customers                  | 157.71                  | 239.36                  | 969.21                 |
| TDS payable                             | 26.77                   | 47.35                   | 53.44                  |
| Service tax payable                     | -                       | 18.38                   | -                      |
| Employee related statutory dues payable | 20.28                   | 42.32                   | 39.52                  |
| Unearned income                         | 13.61                   | 16.08                   | 16.08                  |
| Statutory dues payable                  | 222.16                  | 51.97                   | 36.97                  |
|   | <b>440.53</b>           | <b>415.46</b>           | <b>1,115.22</b>        |
| <b>24 Short term provisions</b>         |                         |                         |                        |
| Provision for employee benefits         |                         |                         |                        |
| - Gratuity ( refer note 39)             | 99.09                   | 120.81                  | 25.07                  |
| - Leave benefits                        | 12.17                   | 34.45                   | -                      |
|   | <b>111.26</b>           | <b>155.26</b>           | <b>25.07</b>           |

Amount Rupees in Lakhs

| Particulars  | For the year ended<br>March 31, 2018 | For the year ended<br>March 31, 2017 |
|--|--------------------------------------|--------------------------------------|
| <b>25 Revenue from Operations</b>                              |                                      |                                      |
| <b>A. Sales of products and Services</b>                       |                                      |                                      |
| Sale of products (net)   | 22,762.99                            | 28,758.78                            |
| Sale of Services   | 8.59                                 | 5.47                                 |
|  | <b>22,771.58</b>                     | <b>28,764.25</b>                     |
| <b>B. Other operating revenue</b>                              |                                      |                                      |
| Scrap sales  | 413.88                               | 340.16                               |
| Export incentives  | 103.05                               | 280.71                               |
|  | <b>516.93</b>                        | <b>620.87</b>                        |
| <b>Total</b>   | <b>23,288.51</b>                     | <b>29,385.12</b>                     |
| <b>26 Other Income</b>   |                                      |                                      |
| Interest income on financial assets measured at amortised cost | -                                    | -                                    |
| Bank deposits  | 13.92                                | 5.28                                 |
| Inter corporate deposits                                       | 340.30                               | 365.56                               |
| Security deposits  | 566.03                               | 132.45                               |
| Income tax Refund  | 25.79                                | 42.19                                |
| Insurance claim received                                       | 14.44                                | 16.73                                |
| Reversal of provision for doubtful debts                       | 1,913.62                             | -                                    |
| Gain on sale of propert, plant and equipment (net)             | 71.85                                | 24.27                                |
| Reversal of excess provision for Leave benefits                | 22.61                                | -                                    |
| Foreign currency exchange gain (net)                           | 103.76                               | 24.29                                |
| Guarantee commission   | 16.08                                | 16.08                                |
| Other non operating income                                     | 39.79                                | 23.28                                |
|  | <b>3,128.19</b>                      | <b>650.13</b>                        |

Amount Rupees in Lakhs

| Particulars  | For the year ended<br>March 31, 2018 | For the year ended<br>March 31, 2017 |
|--|--------------------------------------|--------------------------------------|
| <b>27 Cost of raw materials and packing materials consumed</b>                   |                                      |                                      |
| Opening stock  | 1,276.29                             | 1,408.77                             |
| Add: Purchases   | 12,605.44                            | 15,582.37                            |
|  | 13,881.73                            | 16,991.14                            |
| Less: Closing stock  | 1,850.90                             | 1,276.29                             |
|  | <b>12,030.83</b>                     | <b>15,714.85</b>                     |
| <b>28 Changes in inventories of finished goods and work in progress</b>          |                                      |                                      |
| <b>Opening Stock :</b>   |                                      |                                      |
| Work in progress (refer note 8)  | 153.07                               | 1,145.03                             |
| Finished goods (refer note 8)  | 1,662.15                             | 1,857.02                             |
|  | 1,815.22                             | 3,002.05                             |
| Less:  |                                      |                                      |
| <b>Closing Stock:</b>  |                                      |                                      |
| Work in progress (refer note 8)  | 1,200.76                             | 153.07                               |
| Finished goods (refer note 8)  | 155.71                               | 1,662.15                             |
|  | 1,356.47                             | 1,815.22                             |
| <b>Changes In Inventories:</b>   |                                      |                                      |
| Work in progress (refer note 8)  | (1,047.69)                           | 991.96                               |
| Finished goods (refer note 8)  | 1,506.45                             | 194.86                               |
| Changes in inventories of finished goods and work in progress                    | <b>458.76</b>                        | <b>1,186.82</b>                      |
| <b>29 Finance Costs</b>  |                                      |                                      |
| Interest expenses on financial liabilities measured at amortised cost            | 1,106.34                             | 1,363.11                             |
| Bank charges   | 85.10                                | 55.11                                |
| Exchange difference to the extent considered as an adjustment to borrowing costs | 48.42                                | 83.95                                |
|  | <b>1,239.86</b>                      | <b>1,502.17</b>                      |
| <b>30 Employee benefit expense</b>   |                                      |                                      |
| Salaries, wages and bonus  | 2,838.49                             | 3,184.85                             |
| Contribution to provident and other funds  | 131.67                               | 232.26                               |
| Share based payment expense (refer no. 35)                                       | 140.50                               | -                                    |
| Staff welfare expenses   | 80.25                                | 110.47                               |
| Leave benefits   | -                                    | 18.56                                |
| Employee benefit expense   | <b>3,190.91</b>                      | <b>3,546.14</b>                      |

| Particulars                                  | Amount Rupees in Lakhs               |                                      |
|--|--------------------------------------|--------------------------------------|
|  | For the year ended<br>March 31, 2018 | For the year ended<br>March 31, 2017 |
| <b>31 Other Expenses</b>                     |                                      |                                      |
| Consumption of stores and spares             | 182.33                               | 211.33                               |
| Power and fuel                               | 342.59                               | 609.04                               |
| Outsourcing charges                          | 1,316.27                             | 2,218.41                             |
| Print on demand impression charges           | 1.68                                 | 5.24                                 |
| Hire charges                                 | 28.67                                | 74.27                                |
| Commission on sales                          | 330.89                               | 102.62                               |
| Advertising and sales promotion              | 155.45                               | 182.66                               |
| <b>Repairs and maintenance:</b>              |                                      |                                      |
| buildings                                    | 3.89                                 | 11.10                                |
| plant and machinery                          | 196.62                               | 129.81                               |
| others                                       | 206.92                               | 249.90                               |
| Payment to auditors (refer details below)    | 29.48                                | 25.69                                |
| Rates and taxes                              | 18.48                                | 37.47                                |
| Operating lease rent (refer note - 40)       | 964.01                               | 642.13                               |
| Legal, professional and consultancy charges  | 186.57                               | 172.72                               |
| Travelling and conveyance                    | 217.86                               | 229.45                               |
| Freight and forwarding charges               | 584.25                               | 872.78                               |
| Loading and unloading expenses               | 17.77                                | 24.29                                |
| Telephone charges                            | 44.77                                | 66.55                                |
| Insurance charges                            | 59.47                                | 77.56                                |
| Export credit insurance premium              | 14.80                                | 35.21                                |
| Royalty                                      | 0.43                                 | 1.03                                 |
| Directors' sitting fees                      | 9.80                                 | 7.24                                 |
| Artwork and design charges                   | 49.00                                | 8.38                                 |
| Export Incentives written off                | 197.15                               | -                                    |
| Provision for doubtful debts                 | -                                    | 683.21                               |
| Miscellaneous expenses                       | 189.38                               | 137.49                               |
|  | <b>5,348.53</b>                      | <b>6,815.58</b>                      |
| <b>Payment to auditors (including taxes)</b> |                                      |                                      |
| <b>As auditor</b>                            |                                      |                                      |
| a) Fee for statutory audit                   | 13.80                                | 13.80                                |
| b) Fee for limited review                    | 10.35                                | 10.35                                |
| c) Fee for certification                     | 1.51                                 | -                                    |
| <b>In other capacity</b>                     |                                      |                                      |
| d) Reimbursement of out of pocket expenses   | 3.82                                 | 1.54                                 |
| <b>Total</b>                                 | <b>29.48</b>                         | <b>25.69</b>                         |



Amount Rupees in Lakhs

| Particulars                                      | For the year ended<br>March 31, 2018 | For the year ended<br>March 31, 2017 |
|--|--------------------------------------|--------------------------------------|
| <b>32 Income taxes</b>                           |                                      |                                      |
| <b>Tax expense</b>                               |                                      |                                      |
| <b>(a) Amounts recognised in profit and loss</b> |                                      |                                      |
| Current income tax                               | -                                    | -                                    |
| Deferred tax expense                             | (148.63)                             | (198.65)                             |
| <b>Tax expense for the year</b>                  | <b>(148.63)</b>                      | <b>(198.65)</b>                      |

**(b) Amounts recognised in other comprehensive income**

| Equity share   | For the year ended<br>March 31, 2018 |                             |               | For the year ended<br>March 31, 2017 |                             |               |
|--|--------------------------------------|-----------------------------|---------------|--------------------------------------|-----------------------------|---------------|
|  | Before tax                           | Tax<br>(expense)<br>benefit | Net of<br>tax | Before tax                           | Tax<br>(expense)<br>benefit | Net of<br>tax |
| <b>Items that will not be reclassified to profit or loss</b> |                                      |                             |               |                                      |                             |               |
| Remeasurements of the defined benefit plans                  | 16.36                                | -                           | 16.36         | 42.55                                | -                           | 42.55         |
| <b>Items that will be reclassified to profit or loss</b>     | -                                    | -                           | -             | -                                    | -                           | -             |
|  | <b>16.36</b>                         | <b>-</b>                    | <b>16.36</b>  | <b>42.55</b>                         | <b>-</b>                    | <b>42.55</b>  |

Amount Rupees in Lakhs

| Particulars  | For the year ended<br>March 31, 2018 | For the year ended<br>March 31, 2017 |
|--|--------------------------------------|--------------------------------------|
| <b>(c) Reconciliation of effective tax rate</b>  |                                      |                                      |
| <b>Profit before tax</b>   | <b>2,872.42</b>                      | <b>(5.95)</b>                        |
| Tax using the Company's domestic tax rate<br>(March 31, 2018 : 34.61%, March 31, 2017:<br>34.61%, April 1, 2016: 33.99%) | 994.09                               | (2.06)                               |
| <b>Tax effect of:</b>  |                                      |                                      |
| Tax exempt income  | (122.18)                             | (52.29)                              |
| Permanent differences  | (5.57)                               | (67.77)                              |
| Others   | (1,014.97)                           | (76.53)                              |
| <b>Tax expense as per profit or loss</b>   | <b>(148.63)</b>                      | <b>(198.65)</b>                      |

The Company's weighted average tax rates for the years ended March 31, 2018 and 2017 is 34.61% and 34.61% respectively.

## 32 Income taxes (continued)

## (d) Movement in deferred tax balances

|   | Net balance<br>April 1, 2017 | Recognised in<br>profit or loss | Recognised<br>in OCI | For the year ended March 31, 2018   |                       |                           |
|---|------------------------------|---------------------------------|----------------------|-------------------------------------|-----------------------|---------------------------|
|   |                              |                                 |                      | Net deferred tax<br>asset/liability | Deferred tax<br>asset | Deferred tax<br>liability |
| <b>Deferred tax liability</b>           |                              |                                 |                      |                                     |                       |                           |
| Property, plant and equipment           | (3,227.09)                   | 3,346.92                        | -                    | 119.82                              | 119.82                | -                         |
| <b>Deferred tax asset</b>               |                              |                                 |                      |                                     |                       |                           |
| <b>Provision for doubtful debts</b>     |                              |                                 |                      |                                     |                       |                           |
| Provision for employee benefit expenses | 2,399.29                     | (2,265.54)                      | -                    | 133.74                              | 133.74                | -                         |
| Losses carry forward                    | 240.94                       | (74.11)                         | -                    | 166.82                              | 166.82                | -                         |
| MAT credit entitlement                  | 456.50                       | (396.85)                        | -                    | 59.64                               | 59.64                 | -                         |
| Others                                  | 1,663.93                     | -                               | -                    | 1,663.93                            | 1,663.93              | -                         |
|   | 703.14                       | (461.79)                        | -                    | 241.36                              | 241.36                | -                         |
| <b>Tax assets (Liabilities)</b>         | <b>2,236.70</b>              | <b>148.63</b>                   | -                    | <b>2,385.33</b>                     | <b>2,385.33</b>       | -                         |
| Set off tax                             | -                            | -                               | -                    | -                                   | -                     | -                         |
| <b>Net tax assets</b>                   | <b>2,236.70</b>              | <b>148.63</b>                   | -                    | <b>2,385.33</b>                     | <b>2,385.33</b>       | -                         |

Amount Rupees in Lakhs

Amount Rupees in Lakhs

32 Income taxes (continued)

(e) Movement in deferred tax balances

|   | Net balance<br>April 1, 2017 | Recognised in<br>profit or loss | Recognised<br>in OCI | For the year ended March 31, 2017   |                       |                           |
|---|------------------------------|---------------------------------|----------------------|-------------------------------------|-----------------------|---------------------------|
|   |                              |                                 |                      | Net deferred tax<br>asset/liability | Deferred tax<br>asset | Deferred tax<br>liability |
| <b>Deferred tax liability</b>           |                              |                                 |                      |                                     |                       |                           |
| Property, plant and equipment           | (2,985.54)                   | (241.55)                        | -                    | (3,227.09)                          | -                     | (3,227.09)                |
| <b>Deferred tax asset</b>               |                              |                                 |                      |                                     |                       |                           |
| <b>Provision for doubtful debts</b>     |                              |                                 |                      |                                     |                       |                           |
| Provision for employee benefit expenses | 2,180.52                     | 218.76                          | -                    | 2,399.29                            | 2,399.29              | -                         |
| Losses carry forward                    | 240.94                       | -                               | -                    | 240.94                              | 240.94                | -                         |
| MAT credit entitlement                  | 213.91                       | 242.59                          | -                    | 456.50                              | 456.50                | -                         |
| Others                                  | 1,663.93                     | -                               | -                    | 1,663.93                            | 1,663.93              | -                         |
|   | 724.29                       | (21.15)                         | -                    | 703.14                              | 703.14                | -                         |
| <b>Tax assets (Liabilities)</b>         | <b>2,038.05</b>              | <b>198.65</b>                   | -                    | <b>2,236.70</b>                     | <b>5,463.80</b>       | <b>(3,227.09)</b>         |
| Set off tax                             | -                            | -                               | -                    | -                                   | (3,227.09)            | 3,227.09                  |
| <b>Net tax assets</b>                   | <b>2,038.05</b>              | <b>198.65</b>                   | -                    | <b>2,236.70</b>                     | <b>2,236.70</b>       | -                         |

The company offsets tax assets and liabilities if and only if it has a legally enforceable right to set off current tax assets and current tax liabilities and the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same tax authority.

Significant management judgement is required in determining provision for income tax, deferred income tax assets and liabilities and recoverability of deferred income tax assets. The recoverability of deferred income tax assets is based on estimates of taxable income and the period over which deferred income tax assets will be recovered. Any changes in future taxable income would impact the recoverability of deferred tax assets.

During the year, the Company has unused tax credits in respect of Minimum Alternative Tax (MAT credit) of ₹ 1,663.93 (March 31, 2017: ₹ 1,663.93, April 1, 2016 ₹ 1,663.93). The Company is reasonably certain of availing the said MAT credit in future years against the normal tax expected to be paid in those years.

Given that the Company does not have any intention to dispose investments in subsidiaries in the foreseeable future, deferred tax asset on indexation benefit in relation to such investments has not been recognised.

### 33 Earnings per share (EPS)

Basic EPS amounts are calculated by dividing the profit for the year by the weighted average number of Equity shares outstanding during the year.

Diluted EPS amounts are calculated by dividing the profit attributable by the weighted average number of Equity shares outstanding during the year plus the weighted average number of Equity shares that would be issued on conversion of all the dilutive potential Equity shares into Equity shares.

| Amount Rupees in Lakhs                                     |                 |                |
|--|-----------------|----------------|
|  | March 31, 2018  | March 31, 2017 |
| <b>Profit/ (loss) attributable to equity share holders</b> | <b>3,021.04</b> | <b>192.70</b>  |
| Weighted average number of ordinary equity shares          | 11,139,172      | 10,903,759     |
| <b>Basic earnings per share</b>                            | 27.12           | 1.77           |
| <b>Diluted earnings per share*</b>                         | 27.12           | 1.77           |

\* Conversion of warrants and Employee stock options has an anti-dilutive impact and thus effects of these anti-dilutive potential equity shares are ignored in calculating diluted earnings per share. Therefore, diluted EPS is considered same as Basic EPS for the year ended March 31, 2018 and March 31, 2017.

### 34 Related party relationships, transactions and balances

The table provides the information about the related party relationships as defined in Ind AS 24 Related party Disclosures. The following table provides the total amount of transactions that have been entered into with related parties for the relevant financial year:

a. The following are the names of related parties where control exists:

| Name of the Related party          | Nature of Relationship |
|------------------------------------|------------------------|
| <i>Holding/ Subsidiary Company</i> |                        |
| Repro Enterprises Private Limited  | Holding Company        |
| Repro Innovative Digiprint Limited | Subsidiary Company     |
| Repro Knowledgecast Limited        | Subsidiary Company     |
| <i>Key Management Personnel</i>    |                        |
| Mr. Vinod Vohra                    | Chairman               |
| Mr. Sanjeev Vohra                  | Managing Director      |
| Mr. Rajeev Vohra                   | Director               |
| Mr. Mukesh Dhruve                  | Director               |
| Mr. Pramod Khera                   | Director               |
| Dr. Jamshed J. Irani               | Non-Executive Director |
| Mr. P. Krishnamurthy               | Non-Executive Director |
| Mr. Alyque Padamsee                | Non-Executive Director |
| Mr. Ullal R. Bhat                  | Non-Executive Director |
| Mr. Dushyant Mehta                 | Non-Executive Director |
| Mrs. Mahalakshmi Ramadorai         | Non-Executive Director |
| Ms. Bhumika Batra*                 | Non-Executive Director |

| <i>Relatives of Key Management Personnel</i> |   |
|--|---|
| Mrs. Renu Sanjeev Vohra                      | Wife of Mr. Sanjeev Vohra                     |
| Mrs. Renu Vinod Vohra                        | Wife of Mr. Vinod Vohra                       |
| Mrs. Deepa Vohra                             | Wife of Mr. Rajeev Vohra                      |
| Mrs. Shruti Dhruve                           | Wife of Mr. Mukesh Dhruve                     |
| Mrs. Nita Khara                              | Wife of Mr. Pramod Khara                      |
| Ms. Sonam Vohra                              | Daughter of Mr. Sanjeev Vohra                 |
| Mr. Nirbhay Vohra                            | Son of Mr. Sanjeev Vohra                      |
| Mr. Kunal Vohra                              | Son of Mr. Rajeev Vohra                       |
| Mrs. Avinash Vohra                           | Mother of Mr. Sanjeev, Vinod and Rajeev Vohra |

**Enterprises owned or significantly influenced by Key management personnel or their relatives under Ind AS 24**

|                                     |
|-------------------------------------|
| MPR Consultants Private Limited     |
| Trisna Trust                        |
| Zoyaksa Consultants Private Limited |
| Quadrum Solutions Private Limited   |

Related party transactions and outstanding balances.

| Name                    | Year Ended     | Holding company | Subsidiary company | KMP   | Relative of KMP | Enterprises Significantly influenced by KMP | Total | Receivable (Payable) at the year end |
|-------------------------|----------------|-----------------|--------------------|-------|-----------------|---|-------|--------------------------------------|
| <b>Remuneration</b>     |                |                 |                    |       |                 |   |       |                                      |
| Mr. Vinod Vohra         | March 31, 2018 | -               | -                  | 1.93  | -               | -   | 1.93  | -                                    |
|                         | March 31, 2017 | -               | -                  | 23.17 | -               | -   | 23.17 | (9.29)                               |
|                         | April 01, 2016 | -               | -                  | -     | -               | -   | -     | (6.06)                               |
| Mr. Sanjeev Vohra       | March 31, 2018 | -               | -                  | 30.24 | -               | -   | 30.24 | (4.13)                               |
|                         | March 31, 2017 | -               | -                  | 23.03 | -               | -   | 23.03 | (8.48)                               |
|                         | April 01, 2016 | -               | -                  | -     | -               | -   | -     | (6.03)                               |
| Mr. Rajeev Vohra        | March 31, 2018 | -               | -                  | 30.24 | -               | -   | 30.24 | (0.51)                               |
|                         | March 31, 2017 | -               | -                  | 22.82 | -               | -   | 22.82 | (0.81)                               |
|                         | April 01, 2016 | -               | -                  | -     | -               | -   | -     | (5.97)                               |
| Mr. Mukesh Dhruve       | March 31, 2018 | -               | -                  | 25.57 | -               | -   | 25.57 | (1.03)                               |
|                         | March 31, 2017 | -               | -                  | 22.48 | -               | -   | 22.48 | (10.42)                              |
|                         | April 01, 2016 | -               | -                  | -     | -               | -   | -     | (5.91)                               |
| Mr. Pramod Khara        | March 31, 2018 | -               | -                  | 24.89 | -               | -   | 24.89 | -                                    |
|                         | March 31, 2017 | -               | -                  | 30.07 | -               | -   | 30.07 | -                                    |
|                         | April 01, 2016 | -               | -                  | -     | -               | -   | -     | (7.68)                               |
| Mrs. Renu Sanjeev Vohra | March 31, 2018 | -               | -                  | -     | -               | -   | -     | -                                    |
|                         | March 31, 2017 | -               | -                  | -     | 2.21            | -   | 2.21  | -                                    |
|                         | April 01, 2016 | -               | -                  | -     | -               | -   | -     | -                                    |
| Mr. Nirbhay Vohra       | March 31, 2018 | -               | -                  | -     | 5.47            | -   | 5.47  | -                                    |
|                         | March 31, 2017 | -               | -                  | -     | 4.92            | -   | 4.92  | -                                    |
|                         | April 01, 2016 | -               | -                  | -     | -               | -   | -     | -                                    |
| Mr. Kunal Vohra         | March 31, 2018 | -               | -                  | -     | 21.32           | -   | 21.32 | -                                    |
|                         | March 31, 2017 | -               | -                  | -     | 12.38           | -   | 12.38 | -                                    |
|                         | April 01, 2016 | -               | -                  | -     | -               | -   | -     | -                                    |
| Ms. Sonam Vohra         | March 31, 2018 | -               | -                  | -     | 5.41            | -   | 5.41  | -                                    |
|                         | March 31, 2017 | -               | -                  | -     | 6.08            | -   | 6.08  | -                                    |
|                         | April 01, 2016 | -               | -                  | -     | -               | -   | -     | -                                    |

| Name   | Year Ended     | Holding company | Subsidiary company | KMP    | Relative of KMP | Enterprises Significantly influenced by KMP | Total  | Receivable (Payable) at the year end |
|--|----------------|-----------------|--------------------|--------|-----------------|---|--------|--------------------------------------|
| <b>Total</b>   | March 31, 2018 | -               | -                  | 112.88 | 32.20           | -   | 145.08 | (5.67)                               |
|  | March 31, 2017 | -               | -                  | 121.56 | 25.59           | -   | 147.15 | (29.00)                              |
|  | April 01, 2016 | -               | -                  | -      | -               | -   | -      | (31.66)                              |
| <b>Compensation of Key management personnel of the company</b> |                |                 |                    |        |                 |   |        |                                      |
| Short-term Employee Benefits                                   | March 31, 2018 | -               | -                  | 110.59 | 31.77           | -   | 142.36 | -                                    |
|  | March 31, 2017 | -               | -                  | 118.81 | 25.16           | -   | 143.97 | -                                    |
| Post-Retirement Benefits                                       | March 31, 2018 | -               | -                  | 2.29   | 0.43            | -   | 2.72   | -                                    |
|  | March 31, 2017 | -               | -                  | 2.75   | 0.43            | -   | 3.18   | -                                    |
| Share-Based Payments   | March 31, 2018 | -               | -                  | -      | -               | -   | -      | -                                    |
|  | March 31, 2017 | -               | -                  | -      | -               | -   | -      | -                                    |
| Other Long-term Benefits                                       | March 31, 2018 | -               | -                  | -      | -               | -   | -      | -                                    |
|  | March 31, 2017 | -               | -                  | -      | -               | -   | -      | -                                    |
| <b>Total</b>   | March 31, 2018 | -               | -                  | 112.88 | 32.20           | -   | 145.08 | -                                    |
|  | March 31, 2017 | -               | -                  | 121.56 | 25.59           | -   | 147.15 | -                                    |

Expenses towards gratuity and leave benefits are determined actuarially on an overall Company basis at the end of each year and, accordingly, have not been considered in the above information.

#### **Sitting fees**

|                            |                |   |   |      |   |   |      |   |
|----------------------------|----------------|---|---|------|---|---|------|---|
| Dr. Jamshed J. Irani       | March 31, 2018 | - | - | 0.75 | - | - | 0.75 | - |
|                            | March 31, 2017 | - | - | 0.75 | - | - | 0.75 | - |
| Mr. P. Krishnamurthy       | March 31, 2018 | - | - | 1.80 | - | - | 1.80 | - |
|                            | March 31, 2017 | - | - | 1.80 | - | - | 1.80 | - |
| Mr. Alyque Padamsee        | March 31, 2018 | - | - | 1.55 | - | - | 1.55 | - |
|                            | March 31, 2017 | - | - | 1.50 | - | - | 1.50 | - |
| Mr. Ullal R. Bhat          | March 31, 2018 | - | - | 1.25 | - | - | 1.25 | - |
|                            | March 31, 2017 | - | - | 0.50 | - | - | 0.50 | - |
| Mr. Dushyant Mehta         | March 31, 2018 | - | - | 1.25 | - | - | 1.25 | - |
|                            | March 31, 2017 | - | - | 1.00 | - | - | 1.00 | - |
| Mrs. Mahalakshmi Ramadorai | March 31, 2018 | - | - | 1.00 | - | - | 1.00 | - |
|                            | March 31, 2017 | - | - | 0.50 | - | - | 0.50 | - |
| Ms. Bhumiika Batra*        | March 31, 2018 | - | - | 0.75 | - | - | 0.75 | - |
|                            | March 31, 2017 | - | - | 0.25 | - | - | 0.25 | - |
| <b>Total</b>               | March 31, 2018 | - | - | 8.35 | - | - | 8.35 | - |
|                            | March 31, 2017 | - | - | 6.30 | - | - | 6.30 | - |

\*Appointed as an Additional Director w.e.f. November 11, 2016.

#### **Rent**

|                         |                |   |   |   |       |   |       |        |
|-------------------------|----------------|---|---|---|-------|---|-------|--------|
| Mrs. Nita Khera         | March 31, 2018 | - | - | - | 4.25  | - | 4.25  | -      |
|                         | March 31, 2017 | - | - | - | 8.50  | - | 8.50  | -      |
|                         | April 01, 2016 | - | - | - | -     | - | -     | -      |
| Mrs. Shruti Dhruve      | March 31, 2018 | - | - | - | 18.00 | - | 18.00 | -      |
|                         | March 31, 2017 | - | - | - | 36.00 | - | 36.00 | -      |
|                         | April 01, 2016 | - | - | - | -     | - | -     | -      |
| Mrs. Renu Sanjeev Vohra | March 31, 2018 | - | - | - | 18.00 | - | 18.00 | (0.28) |
|                         | March 31, 2017 | - | - | - | 36.00 | - | 36.00 | (0.13) |
|                         | April 01, 2016 | - | - | - | -     | - | -     | -      |
| Mrs. Deepa Vohra        | March 31, 2018 | - | - | - | 27.60 | - | 27.60 | -      |
|                         | March 31, 2017 | - | - | - | 55.20 | - | 55.20 | -      |
|                         | April 01, 2016 | - | - | - | -     | - | -     | -      |
| Mrs. Avinash Vohra      | March 31, 2018 | - | - | - | 3.00  | - | 3.00  | -      |
|                         | March 31, 2017 | - | - | - | 18.00 | - | 18.00 | -      |
|                         | April 01, 2016 | - | - | - | -     | - | -     | -      |

| Name   | Year Ended     | Holding company | Subsidiary company | KMP | Relative of KMP | Enterprises Significantly influenced by KMP | Total    | Receivable (Payable) at the year end |
|--|----------------|-----------------|--------------------|-----|-----------------|---|----------|--------------------------------------|
| Mrs. Renu Vinod Vohra                          | March 31, 2018 | -               | -                  | -   | 6.00            | -   | 6.00     | -                                    |
|  | March 31, 2017 | -               | -                  | -   | -               | -   | 0.00     | -                                    |
|  | April 01, 2016 | -               | -                  | -   | -               | -   | -        | -                                    |
| Repro Enterprises Private Limited              | March 31, 2018 | 105.53          | -                  | -   | -               | -   | 105.53   | -                                    |
|  | March 31, 2017 | 103.43          | -                  | -   | -               | -   | 103.43   | -                                    |
|  | April 01, 2016 | -               | -                  | -   | -               | -   | -        | (1.63)                               |
| Trisna Trust                                   | March 31, 2018 | -               | -                  | -   | -               | 91.46                                       | 91.46    | -                                    |
|  | March 31, 2017 | -               | -                  | -   | -               | 89.64                                       | 89.64    | -                                    |
|  | April 01, 2016 | -               | -                  | -   | -               | -   | -        | (0.68)                               |
| Zoyaksa Consultants Private Limited            | March 31, 2018 | -               | -                  | -   | -               | 98.49                                       | 98.49    | -                                    |
|  | March 31, 2017 | -               | -                  | -   | -               | 96.53                                       | 96.53    | -                                    |
|  | April 01, 2016 | -               | -                  | -   | -               | -   | -        | (0.59)                               |
| <b>Total</b>                                   | March 31, 2018 | 105.53          | -                  | -   | 76.85           | 189.95                                      | 372.32   | (0.28)                               |
|  | March 31, 2017 | 102.50          | -                  | -   | 153.70          | 186.17                                      | 443.29   | (0.13)                               |
|  | April 01, 2016 | -               | -                  | -   | -               | -   | -        | (2.90)                               |
| <b>Deposit</b>                                 |                |                 |                    |     |                 |   |          |                                      |
| Mrs. Renu Sanjeev Vohra                        | March 31, 2018 | -               | -                  | -   | -               | -   | -        | -                                    |
|  | March 31, 2017 | -               | -                  | -   | -               | -   | -        | 400.00                               |
|  | April 01, 2016 | -               | -                  | -   | -               | -   | -        | 400.00                               |
| Repro Enterprises Private Limited              | March 31, 2018 | -               | -                  | -   | -               | -   | -        | -                                    |
|  | March 31, 2017 | 800.00          | -                  | -   | -               | -   | 800.00   | 800.00                               |
|  | April 01, 2016 | -               | -                  | -   | -               | -   | -        | -                                    |
| Trisna Trust                                   | March 31, 2018 | -               | -                  | -   | -               | -   | -        | -                                    |
|  | March 31, 2017 | -               | -                  | -   | -               | 600.00                                      | 600.00   | 600.00                               |
|  | April 01, 2016 | -               | -                  | -   | -               | -   | -        | -                                    |
| Zoyaksa Consultants Private Limited            | March 31, 2018 | -               | -                  | -   | -               | -   | -        | -                                    |
|  | March 31, 2017 | -               | -                  | -   | -               | 800.00                                      | 800.00   | 800.00                               |
|  | April 01, 2016 | -               | -                  | -   | -               | -   | -        | -                                    |
| <b>Total</b>                                   | March 31, 2018 | -               | -                  | -   | -               | -   | -        | -                                    |
|  | March 31, 2017 | 800.00          | -                  | -   | -               | 1,400.00                                    | 2,200.00 | 2,600.00                             |
|  | April 01, 2016 | -               | -                  | -   | -               | -   | -        | 400.00                               |
| <b>ICD's Placed</b>                            |                |                 |                    |     |                 |   |          |                                      |
| * Repro Innovative Digiprint Limited           | March 31, 2018 | -               | -                  | -   | -               | -   | -        | 1,919.86                             |
|  | March 31, 2017 | -               | -                  | -   | -               | -   | -        | 1,154.85                             |
|  | April 01, 2016 | -               | -                  | -   | -               | -   | -        | <b>1,331.60</b>                      |
| * Repro Knowledgecast Limited                  | March 31, 2018 | -               | 821.30             | -   | -               | -   | -        | 3,164.32                             |
|  | March 31, 2017 | -               | 894.37             | -   | -               | -   | 894.37   | 2,068.98                             |
|  | April 01, 2016 | -               | 1,040.00           | -   | -               | -   | 1,040.00 | 1,456.78                             |
| <b>Total</b>                                   | March 31, 2018 | -               | 821.30             | -   | -               | -   | -        | 5,084.18                             |
|  | March 31, 2017 | -               | 894.37             | -   | -               | -   | 894.37   | 3,223.83                             |
|  | April 01, 2016 | -               | 1,040.00           | -   | -               | -   | 1,040.00 | 2,788.37                             |
| <b>Purchase - Packing Material &amp; Paper</b> |                |                 |                    |     |                 |   |          |                                      |
| Repro Enterprises Private Limited              | March 31, 2018 | 131.68          | -                  | -   | -               | -   | 131.68   | -                                    |
|  | March 31, 2017 | 382.47          | -                  | -   | -               | -   | 382.47   | -                                    |
|  | April 01, 2016 | -               | -                  | -   | -               | -   | -        | (14.56)                              |
| Zoyaksa Consultants Private Limited            | March 31, 2018 | -               | -                  | -   | -               | -   | -        | -                                    |
|  | March 31, 2017 | -               | -                  | -   | -               | 1,179.65                                    | 1,179.65 | (343.92)                             |
|  | April 01, 2016 | -               | -                  | -   | -               | -   | -        | -                                    |

| Name  | Year Ended     | Holding company | Subsidiary company | KMP | Relative of KMP | Enterprises Significantly influenced by KMP | Total    | Receivable (Payable) at the year end |
|---|----------------|-----------------|--------------------|-----|-----------------|---|----------|--------------------------------------|
| Repro Knowledgecast Limited                   | March 31, 2018 | -               | -                  | -   | -               | -   | -        | -                                    |
|   | March 31, 2017 | -               | -                  | -   | -               | -   | -        | -                                    |
|   | April 01, 2016 | -               | -                  | -   | -               | -   | -        | -                                    |
| <b>Total</b>                                  | March 31, 2018 | 131.68          | -                  | -   | -               | -   | 131.68   | -                                    |
|   | March 31, 2017 | 382.47          | -                  | -   | -               | 1,179.65                                    | 1,562.12 | (343.92)                             |
|   | April 01, 2016 | -               | -                  | -   | -               | -   | -        | (14.56)                              |
| <b>Outsourcing Charges</b>                    |                |                 |                    |     |                 |   |          |                                      |
| Repro Innovative Digiprint Limited            | March 31, 2018 | -               | -                  | -   | -               | -   | 0.00     | -                                    |
|   | March 31, 2017 | -               | 779.60             | -   | -               | -   | 779.60   | -                                    |
|   | April 01, 2016 | -               | -                  | -   | -               | -   | -        | -                                    |
| Repro Knowledgecast Limited                   | March 31, 2018 | -               | 48.41              | -   | -               | -   | 48.41    | -                                    |
|   | March 31, 2017 | -               | 225.04             | -   | -               | -   | 225.04   | -                                    |
|   | April 01, 2016 | -               | -                  | -   | -               | -   | -        | -                                    |
| Quadrum Solutions Private Limited             | March 31, 2018 | -               | -                  | -   | -               | 23.99                                       | 23.99    | -                                    |
|   | March 31, 2017 | -               | -                  | -   | -               | -   | 0.00     | -                                    |
|   | April 01, 2016 | -               | -                  | -   | -               | -   | -        | -                                    |
| <b>Total</b>                                  | March 31, 2018 | -               | 48.41              | -   | -               | 23.99                                       | 72.40    | -                                    |
|   | March 31, 2017 | -               | 1004.64            | -   | -               | -   | 1,004.64 | -                                    |
|   | April 01, 2016 | -               | -                  | -   | -               | -   | -        | -                                    |
| <b>Artwork &amp; Design</b>                   |                |                 |                    |     |                 |   |          |                                      |
| Quadrum Solutions Private Limited             | March 31, 2018 | -               | -                  | -   | -               | 49.00                                       | 49.00    | (0.22)                               |
|   | March 31, 2017 | -               | -                  | -   | -               | 25.07                                       | 25.07    | (29.42)                              |
|   | April 01, 2016 | -               | -                  | -   | -               | -   | -        | -                                    |
| <b>Total</b>                                  | March 31, 2018 | -               | -                  | -   | -               | 49.00                                       | 49.00    | (0.22)                               |
|   | March 31, 2017 | -               | -                  | -   | -               | 25.07                                       | 25.07    | (29.42)                              |
|   | April 01, 2016 | -               | -                  | -   | -               | -   | -        | -                                    |
| <b>Purchases Of Assets</b>                    |                |                 |                    |     |                 |   |          |                                      |
| Repro Enterprises Private Limited             | March 31, 2018 | -               | -                  | -   | -               | -   | -        | -                                    |
|   | March 31, 2017 | 108.50          | -                  | -   | -               | -   | 108.50   | (138.58)                             |
|   | April 01, 2016 | -               | -                  | -   | -               | -   | -        | -                                    |
| <b>Total</b>                                  | March 31, 2018 | -               | -                  | -   | -               | -   | -        | -                                    |
|   | March 31, 2017 | 108.50          | -                  | -   | -               | -   | 108.50   | (138.58)                             |
|   | April 01, 2016 | -               | -                  | -   | -               | -   | -        | -                                    |
| <b>Interest Expenses</b>                      |                |                 |                    |     |                 |   |          |                                      |
| Zoyaksa Consultants Private Limited           | March 31, 2018 | -               | -                  | -   | -               | 22.67                                       | 22.67    | -                                    |
|   | March 31, 2017 | -               | -                  | -   | -               | -   | -        | -                                    |
|   | April 01, 2016 | -               | -                  | -   | -               | -   | -        | -                                    |
| <b>Total</b>                                  | March 31, 2018 | -               | -                  | -   | -               | 22.67                                       | 22.67    | -                                    |
|   | March 31, 2017 | -               | -                  | -   | -               | -   | -        | -                                    |
|   | April 01, 2016 | -               | -                  | -   | -               | -   | -        | -                                    |
| <b>Interest Income</b>                        |                |                 |                    |     |                 |   |          |                                      |
| Repro Knowledgecast Limited                   | March 31, 2018 | -               | 198.00             | -   | -               | -   | 198.00   | -                                    |
|   | March 31, 2017 | -               | 187.76             | -   | -               | -   | 187.76   | -                                    |
|   | April 01, 2016 | -               | -                  | -   | -               | -   | -        | -                                    |
| Repro Innovative Digiprint Limited (received) | March 31, 2018 | -               | 142.25             | -   | -               | -   | 142.25   | -                                    |
|   | March 31, 2017 | -               | 177.79             | -   | -               | -   | 177.79   | -                                    |
|   | April 01, 2016 | -               | -                  | -   | -               | -   | -        | -                                    |
| <b>Total</b>                                  | March 31, 2018 | -               | 340.25             | -   | -               | -   | 340.25   | -                                    |
|   | March 31, 2017 | -               | 365.55             | -   | -               | -   | 365.55   | -                                    |
|   | April 01, 2016 | -               | -                  | -   | -               | -   | -        | -                                    |



| Name                               | Year Ended     | Holding company | Subsidiary company | KMP | Relative of KMP | Enterprises Significantly influenced by KMP | Total | Receivable (Payable) at the year end |
|------------------------------------|----------------|-----------------|--------------------|-----|-----------------|---|-------|--------------------------------------|
| <b>Investment in shares</b>        |                |                 |                    |     |                 |   |       |                                      |
| Repro Innovative                   | March 31, 2018 | -               | 3.02               | -   | -               | -   | -     | 10.50                                |
| Digiprint Limited                  | March 31, 2017 | -               | -                  | -   | -               | -   | -     | 7.48                                 |
|                                    | April 01, 2016 | -               | -                  | -   | -               | -   | -     | 7.48                                 |
| Repro Knowledgecast Limited        | March 31, 2018 | -               | -                  | -   | -               | -   | -     | 400.00                               |
|                                    | March 31, 2017 | -               | -                  | -   | -               | -   | -     | 400.00                               |
|                                    | April 01, 2016 | -               | -                  | -   | -               | -   | -     | 400.00                               |
| <b>Total</b>                       | March 31, 2018 | -               | -                  | -   | -               | -   | -     | 410.50                               |
|                                    | March 31, 2017 | -               | -                  | -   | -               | -   | -     | 407.48                               |
|                                    | April 01, 2016 | -               | -                  | -   | -               | -   | -     | 407.48                               |
| <b>Guarantees commision income</b> |                |                 |                    |     |                 |   |       |                                      |
| Repro Knowledgecast Limited        | March 31, 2018 | -               | 16.08              | -   | -               | -   | 16.08 | -                                    |
|                                    | March 31, 2017 | -               | 16.08              | -   | -               | -   | 16.08 | -                                    |
|                                    | April 01, 2016 | -               | -                  | -   | -               | -   | -     | -                                    |
| <b>Total</b>                       | March 31, 2018 | -               | 16.08              | -   | -               | -   | 16.08 | -                                    |
|                                    | March 31, 2017 | -               | 16.08              | -   | -               | -   | 16.08 | -                                    |
|                                    | April 01, 2016 | -               | -                  | -   | -               | -   | -     | -                                    |
| <b>Guarantees given</b>            |                |                 |                    |     |                 |   |       |                                      |
| Repro Knowledgecast Limited        | March 31, 2018 | -               | -                  | -   | -               | -   | -     | 2,150.00                             |
|                                    | March 31, 2017 | -               | -                  | -   | -               | -   | -     | 2,150.00                             |
|                                    | April 01, 2016 | -               | -                  | -   | -               | -   | -     | 2,150.00                             |
| <b>Total</b>                       | March 31, 2018 | -               | -                  | -   | -               | -   | -     | 2,150.00                             |
|                                    | March 31, 2017 | -               | -                  | -   | -               | -   | -     | 2,150.00                             |
|                                    | April 01, 2016 | -               | -                  | -   | -               | -   | -     | 2,150.00                             |

### Terms and Conditions of transaction with Related Parties:

The transaction with Related Parties is made in the normal course of business and on terms equivalent to those that prevail in arm's length transactions. The above transactions are as per approval of the audit committee.

The Company has not recorded any impairment of receivables relating to amounts owed by Related Parties. This assessment is undertaken each financial year through examining the financial position of the related party and the market in which the related party operates.

\* In the current year, the Company has set off the amounts payable to the subsidiaries with the ICD's placed amounting to ₹ 915.41 lakhs (31 March 2017: 1,177.66 lakhs)

All the above inter-corporate deposit, security deposit, loans and advance and guarantees have been given to recipients for business purposes.

## 35 Employee Stock Option Plan

During the financial year ended 31 March 2018, the Company implemented "Repro India Limited - Employee Stock Option Scheme- 2010" (Repros ESOS 2010), as approved by the Shareholders of the Company and the Nomination and Remuneration Committee of the Board of Directors (the Committee).

The Committee determines which eligible employees will receive options, the number of options to be granted, the vesting period and the exercise period. The options are granted at an exercise price, which is in accordance with the relevant SEBI guidelines in force, at the time of such grants. Each option entitles the holder to exercise the right to

apply for and seek allotment of one equity share of ₹ 10 each. The options issued under the above schemes vest in a phased manner after completion of the minimum period of one year with an exercise period of ten years from the respective grant dates.

The terms and conditions related to the grant of the share options are as follows:

| Employees entitled  | Number of options | Vesting conditions  | Contractual life of options |
|---------------------|-------------------|---|-----------------------------|
| Specified employees | 400,000           | - Continued employment with the Company:<br>After 1 year of the date of grant<br>33.33% vesting<br>After 2 year of the date of grant<br>33.33% vesting<br>After 3 year of the date of grant<br>33.33% vesting | Graded vesting over 3 years |

**b) Measurement of fair value :**

The fair values are measured based on the Black-Scholes-option valuation model. Service and non-market performance conditions attached to the arrangements were not taken into account in measuring fair value.

The inputs used in the measurement of the fair values at grant date and measurement date of the stock options were as follows.

| Particulars  |           |           |           |
|--|-----------|-----------|-----------|
| Vesting  | 1 Year    | 2 Years   | 3 Years   |
| Fair value of the option at grant date             | ₹ 159.70  | ₹ 193.20  | ₹ 222.30  |
| Share price at grant date                          | ₹ 565.20  | ₹ 565.20  | ₹ 565.20  |
| Exercise price                                     | ₹ 561.00  | ₹ 561.00  | ₹ 561.00  |
| Expected volatility (weighted average)             | 35.00%    | 35.00%    | 35.00%    |
| Expected life (weighted average)                   | 2.5 years | 3.5 years | 4.5 years |
| Expected dividend                                  | 4.00%     | 4.00%     | 4.00%     |
| Risk-free interest rate (based on government bond) | 6.30%     | 6.40%     | 6.50%     |

Weighted-average exercise prices and weighted-average fair values of options

| Particulars                            |          |          |          |
|--|----------|----------|----------|
| Date of Vesting                        | 1 Year   | 2 Years  | 3 Years  |
| Weighted-average exercise prices       | ₹ 561.00 | ₹ 561.00 | ₹ 561.00 |
| Weighted-average fair value of options | ₹ 159.70 | ₹ 193.20 | ₹ 222.30 |

**c) Reconciliation of outstanding stock options :**

The number and weighted-average exercise prices of share options under the stock option were as follows.

| Particular                    | Amount Rupees in Lakhs |   |
|-------------------------------|------------------------|---|
|                               | 31 March 2018          |   |
|                               | No. of options         | Weighted average exercise price (in rupees) |
| Outstanding at 1 April, 2017  | -                      | -   |
| Granted during the year       | 400,000                | ₹ 561.00                                    |
| Forfeited during the year     | -                      | -   |
| Expired during the year       | -                      | -   |
| Exercised during the year     | -                      | -   |
| Outstanding at 31 March, 2017 | 400,000                | ₹ 561.00                                    |
| Exercisable at 31 March, 2017 | -                      | -   |

Weighted average remaining contractual life of the share option outstanding at the end of year is 3 years.

**d) Expense recognized in the Standalone Statement of Profit or Loss :**

| Particulars                                     | Amount Rupees in Lakhs            |                                   |
|---|-----------------------------------|-----------------------------------|
|   | For the year ended March 31, 2018 | For the year ended March 31, 2017 |
| Repros ESOS 2010                                | 140.50                            | -                                 |
| Total expense recognized in 'employee benefits' | 140.50                            | -                                 |

**Under the ESOS-2010, the Company has granted 4,00,000 Options to its eligible employees, the details of which are given hereunder:**

|                                   |   |
|-----------------------------------|---|
| No. of Options Granted            | 4,00,000  |
| Grant Date                        | August 30, 2017   |
| Grant Price (Per Share)           | 561   |
| Market Price on the date of grant | 578   |
| Method of Settlement              | Equity  |
| Graded Vesting Plan               | One-third every year  |
| Vesting Condition                 | The options granted shall be vested over a period of three years from the date of grant by vesting One-third options per year in each tranche |
| Normal exercise period            | 3 years from the date of vesting  |

### 36 Operating Segments

#### A. Basis for segmentation

Operating segments are reported in a manner consistent with the internal reporting provided to the Chief Operating Decision Maker (“CODM”) of the Company. The CODM, who is responsible for allocating resources and assessing performance of the operating segments, has been identified as the Managing Director and CEO of the Company. The Company operates only in one business segment i.e. Value Added Print Solutions, hence does not have any reportable segment as per Ind AS 108 “Operating Segments”.

#### B. Geographic information

| Particulars  | Year           | In India  | Outside India | Total     |
|--|----------------|-----------|---------------|-----------|
| Revenue by geographical location of customers            | March 31, 2018 | 18,167.88 | 5,120.63      | 23,288.51 |
|  | March 31, 2017 | 22,126.25 | 7,258.87      | 29,385.12 |
| Non current assets (by geographical location of assets)* | March 31, 2018 | 22,229.36 | -             | 22,229.36 |
|  | March 31, 2017 | 23,148.82 | -             | 23,148.82 |
|  | April 01, 2016 | 22,556.20 | -             | 22,556.20 |
| <b>Additions to Property, Plant and equipment</b>        |                |           |               |           |
| Cost acquired for Property, Plant and equipment          | March 31, 2018 | 934.67    | -             | 934.67    |
|  | March 31, 2017 | 1,451.86  | -             | 1,451.86  |
|  | April 01, 2016 | 1,516.18  | -             | 1,516.18  |

\*Non-current assets are excluding financial instruments and deferred tax assets.

#### C. Major customer

Revenue from one customer based in India represented approximately ₹ 2,621.87 (March 31, 2017 - ₹ 3,004.17) of the company's total revenues.

### 37 Financial instruments

#### 1. Financial instruments – Fair values and risk management

##### A. Accounting classification and fair values

The following table shows the carrying amounts and fair values of financial assets and financial liabilities, including their levels are presented below. It does not include the fair value information for financial assets and financial liabilities not measured at fair value if their carrying amount is a reasonable approximation of fair value.

| March 31, 2018                           | Amount Rupees in Lakhs |                 |        |                  |                  |   |   |   |
|--|------------------------|-----------------|--------|------------------|------------------|---|---|---|
|  | Note No.               | Carrying amount |        |                  | Total            | Quoted prices in active markets (Level 1) | Fair value                              |   |
|  |                        | FVTPL           | FVTOCI | Amortised Cost   |                  |   | Significant observable inputs (Level 2) | Significant unobservable inputs (Level 3) |
| <b>Non Current Financial Asset</b>       |                        |                 |        |                  |                  |   |   |   |
| (i) Loans                                | 4                      | -               | -      | 183.35           | 183.35           | -   | 183.35                                  | -   |
| <b>Current Financial Asset</b>           |                        |                 |        |                  |                  |   |   |   |
| (i) Trade receivables                    | 9                      | -               | -      | 7,782.57         | 7,782.57         | -   | -                                       | -   |
| (ii) Cash and cash equivalents           | 10                     | -               | -      | 130.05           | 130.05           | -   | -                                       | -   |
| (iii) Bank balances other                | 11                     | -               | -      | 58.26            | 58.26            | -   | -                                       | -   |
| (iv) Loans                               | 12                     | -               | -      | 5,130.06         | 5,130.06         | -   | -                                       | -   |
| (v) Other Financial Asset                | 13                     | -               | -      | 192.55           | 192.55           | -   | -                                       | -   |
|  |                        | -               | -      | <b>13,476.84</b> | <b>13,476.84</b> | -   | <b>183.35</b>                           | <b>183.35</b>                             |
| <b>Non Current Financial liabilities</b> |                        |                 |        |                  |                  |   |   |   |
| (i) Borrowings                           | 17                     | -               | -      | 2,391.35         | 2,391.35         | -   | 2,391.35                                | -   |
| <b>Current Financial liabilities</b>     |                        |                 |        |                  |                  |   |   |   |
| (i) Borrowings                           | 20                     | -               | -      | 8,503.12         | 8,503.12         | -   | -                                       | -   |
| (ii) Trade payables                      | 21                     | -               | -      | 2,336.03         | 2,336.03         | -   | -                                       | -   |
| (iii) Other financial liabilities        | 22                     | -               | -      | 2,600.68         | 2,600.68         | -   | -                                       | -   |
|  |                        | -               | -      | <b>15,831.18</b> | <b>15,831.18</b> | -   | <b>2,391.35</b>                         | <b>2,391.35</b>                           |

Amount Rupees in Lakhs

| March 31, 2017                           | Note No. | Carrying amount |        |                  | Total            | Quoted prices in active markets (Level 1) | Fair value                              |   |                 |
|--|----------|-----------------|--------|------------------|------------------|---|---|---|-----------------|
|  |          | FVTPL           | FVTOCI | Amortised Cost   |                  |   | Significant observable inputs (Level 2) | Significant unobservable inputs (Level 3) | Total           |
| <b>Non Current Financial Asset</b>       |          |                 |        |                  |                  |   |   |   |                 |
| Loans                                    | 4        | -               | -      | 2,269.66         | 2,269.66         | -   | 2,269.66                                | -   | 2,269.66        |
| Other financial asset                    | 5        |                 |        | 20.08            | 20.08            | -   | 20.08                                   | -   | 20.08           |
| <b>Current Financial Asset</b>           |          |                 |        |                  |                  |   |   |   |                 |
| (i) Trade receivables                    | 9        | -               | -      | 8,186.45         | 8,186.45         | -   | -                                       | -   | -               |
| (ii) Cash and cash equivalents           | 10       | -               | -      | 55.53            | 55.53            | -   | -                                       | -   | -               |
| (iii) Bank balances other                | 11       | -               | -      | 112.30           | 112.30           | -   | -                                       | -   | -               |
| (iv) Loans                               | 12       | -               | -      | 3,280.05         | 3,280.05         | -   | -                                       | -   | -               |
| (v) Other financial asset                | 13       | -               | -      | 267.56           | 267.56           | -   | -                                       | -   | -               |
|  |          | -               | -      | <b>14,191.63</b> | <b>14,191.63</b> | -   | <b>2,289.74</b>                         | -   | <b>2,289.74</b> |
| <b>Non-Current Financial liabilities</b> |          |                 |        |                  |                  |   |   |   |                 |
| (i) Borrowings                           | 17       |                 |        | 4,831.49         | 4,831.49         | -   | 4,831.49                                | -   | 4,831.49        |
| <b>Current Financial liabilities</b>     |          |                 |        |                  |                  |   |   |   |                 |
| (i) Borrowings                           | 20       | -               | -      | 15,160.02        | 15,160.02        | -   | -                                       | -   | -               |
| (ii) Trade payables                      | 21       |                 |        | 2,772.55         | 2,772.55         | -   | -                                       | -   | -               |
| (iii) Other financial liabilities        | 22       |                 |        | 2,696.65         | 2,696.65         | -   | -                                       | -   | -               |
|  |          | -               | -      | <b>25,460.71</b> | <b>25,460.71</b> | -   | <b>4,831.49</b>                         | -   | <b>4,831.49</b> |

Amount Rupees in Lakhs

| April 1, 2016<br>INR                     | Note<br>No. | Carrying amount |        |                   | Fair value       |  |  |  |                 |
|--|-------------|-----------------|--------|-------------------|------------------|--|--|--|-----------------|
|  |             | FVTPL           | FVTOCI | Amortised<br>Cost | Total            | Quoted prices<br>in active<br>markets<br>(Level 1) | Significant<br>observable<br>inputs<br>(Level 2) | Significant<br>unobservable<br>inputs<br>(Level 3) | Total           |
| <b>Non-Current Financial Asset</b>       |             |                 |        |                   |                  |  |  |  |                 |
| (ii) Loans                               | 4           | -               | -      | 553.10            | 553.10           | -  | 553.10   | -  | 553.10          |
| (iii) Other financial asset              | 5           | -               | -      | 18.66             | 18.66            | -  | 18.66  | -  | 18.66           |
| <b>Current Financial Asset</b>           |             |                 |        |                   |                  |  |  |  |                 |
| (i) Trade receivables                    | 9           | -               | -      | 8,385.90          | 8,385.90         | -  | -  | -  | -               |
| (ii) Cash and cash equivalents           | 10          | -               | -      | 838.27            | 838.27           | -  | -  | -  | -               |
| (iii) Bank balances other                | 11          | -               | -      | 44.16             | 44.16            | -  | -  | -  | -               |
| (iv) Loans                               | 12          | -               | -      | 2,903.92          | 2,903.92         | -  | -  | -  | -               |
| (v) Other financial liabilities          | 13          | -               | -      | 321.03            | 321.03           | -  | -  | -  | -               |
|  |             | -               | -      | <b>13,065.04</b>  | <b>13,065.04</b> | -  | <b>571.76</b>                                    | -  | <b>571.76</b>   |
| <b>Non Current Financial Liabilities</b> |             |                 |        |                   |                  |  |  |  |                 |
| (i) Borrowings                           | 17          |                 |        | 4,196.97          | 4,196.97         | -  | 4,196.97   | -  | 4,196.97        |
| <b>Current Financial Liabilities</b>     |             |                 |        |                   |                  |  |  |  |                 |
| (i) Borrowings                           | 20          |                 |        | 15,449.90         | 15,449.90        | -  | -  | -  | -               |
| (ii) Trade payables                      | 21          | -               | -      | 3,796.28          | 3,796.28         | -  | -  | -  | -               |
| (iii) Other financial liabilities        | 22          |                 |        | 1,058.25          | 1,058.25         | -  | -  | -  | -               |
|  |             | -               | -      | <b>24,501.40</b>  | <b>24,501.40</b> | -  | <b>4,196.97</b>                                  | -  | <b>4,196.97</b> |

**B. Measurement of fair values**

Valuation techniques and significant unobservable inputs

The following tables show the valuation techniques used in measuring Level 2 and Level 3 fair values, as well as the significant unobservable inputs used:

**Financial instruments measured at fair value**

| Type   | Valuation technique  |
|--|--|
| Non current financial assets measured at amortised cost: | Discounted cash flow technique: The valuation model considers present value of expected payments discounted using an appropriate discounting rate. |
| Loans  |  |
| Others   |  |

During the year ended March 31, 2018, March 31, 2017, there was no transfer between level 1 and level 2 fair value measurement.

**C. Financial risk management**

The Company has exposure to the following risks arising from financial instruments:

- Credit risk;
- Liquidity risk; and
- Market risk

**i. Risk management framework**

The Company's Board of Directors has overall responsibility for the establishment and oversight of the Company's risk management framework. The Board of Directors has established the Risk Management Committee, which is responsible for developing and monitoring the Company's risk management policies. The committee reports regularly to the board of directors on its activities.

The Company's risk management policies are established to identify and analyse the risks faced by the Company, to set appropriate risk limits and controls and to monitor risks and adherence to limits. Risk management policies and systems are reviewed regularly to reflect changes in market conditions and the Company's activities. The Company, through its training and management standards and procedures, aims to maintain a disciplined and constructive control environment in which all employees understand their roles and obligations.

The audit committee oversees how management monitors compliance with the company's risk management policies and procedures, and reviews the adequacy of the risk management framework in relation to the risks faced by the Company. The audit committee is assisted in its oversight role by internal audit. Internal audit undertakes both regular and ad hoc reviews of risk management controls and procedures, the results of which are reported to the audit committee.



## ii. Credit risk

Credit risk is the risk of financial loss to the Company if a customer or counterparty to a financial instrument fails to meet its contractual obligations, and arises principally from the Company's receivables from customers and investment securities. Credit risk is managed through credit approvals, establishing credit limits and continuously monitoring the creditworthiness of customers to which the Company grants credit terms in the normal course of business. The Company establishes an allowance for doubtful debts and impairment that represents its estimate of incurred losses in respect of trade and other receivables and investments.

### Trade and other receivables

The Company's exposure to credit risk is influenced mainly by the individual characteristics of each customer. The demographics of the customer, including the default risk of the industry and country in which the customer operates, also has an influence on credit risk assessment. Credit risk is managed through credit approvals, establishing credit limits and continuously monitoring the creditworthiness of customers to which the Company grants credit terms in the normal course of business.

At March 31, 2018, the Company's most significant customer accounted for ₹ 950.51 Lakhs of the trade and other receivables carrying amount (March 31, 2017 : ₹ 284.25 lakhs).

Summary of the Company's exposure to credit risk by age of the outstanding from various customers is as follows:

|                              | Carrying amount as at |                  |                  |
|------------------------------|-----------------------|------------------|------------------|
|                              | March 31, 2018        | March 31, 2017   | April 1, 2016    |
| <b>Past due not impaired</b> |                       |                  |                  |
| 0-90 days                    | 6,567.76              | 7,539.40         | 7,379.98         |
| 90-180 days                  | 735.04                | 579.12           | 2,181.86         |
| 180-270 days                 | 64.86                 | 1,365.00         | 1,574.19         |
| 270-360 days                 | 24.53                 | 468.91           | 732.32           |
| More than 360 days           | 3,702.67              | 5,054.24         | 3,086.26         |
|                              | <b>11,094.87</b>      | <b>15,006.67</b> | <b>14,954.61</b> |

Expected credit loss assessment for customers as at 1 April 2016, 31 March 2017 and 31 March 2018

The Company allocates each exposure to a credit risk grade based on a variety of data that is determined to be predictive of the risk of loss (e.g. timeliness of payments, available press information etc.) and applying experienced credit judgement.

Exposures to customers outstanding at the end of each reporting period are reviewed by the Company to determine incurred and expected credit losses. Historical trends of impairment of trade receivables do not reflect any significant credit losses. Given that the macro economic indicators affecting customers of the Company have not undergone any substantial change, the Company expects the historical trend of minimal credit losses to continue.

The movement in the allowance for impairment in respect of trade and other receivables during the year was as follows.

|                              | Amount          |
|------------------------------|-----------------|
| Balance as at April 1, 2016  | 6,568.71        |
| Impairment loss recognised   | 251.52          |
| Amounts written off          | -               |
| Balance as at March 31, 2017 | 6,820.23        |
| Utilisation of provision     | (1,594.31)      |
| Reversal of excess provision | (1,913.62)      |
| Balance as at March 31, 2018 | <b>3,312.30</b> |

The impairment loss at March 31, 2018 is related to several customers that have defaulted on their payments to the Company and are not expected to be able to pay their outstanding balances, mainly due to economic circumstances.

### Cash and cash equivalents

The Company held cash and cash equivalents of ₹ 130.05 lakhs at March 31, 2018 (March 31, 2017: ₹ 55.53 lakhs, April 1, 2016 : ₹ 838.27 lakhs). The cash and cash equivalents are held with bank and financial institution counterparties with good credit ratings.

### iii. Liquidity risk

Liquidity risk is the risk that the Company will encounter difficulty in meeting the obligations associated with its financial liabilities to be settled by delivering cash or another financial asset. The Company's approach to managing liquidity is to ensure, as far as possible, that it will have sufficient liquidity to meet its liabilities when they are due, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the Company's reputation.

The table below provides details of financial liabilities at the reporting date based on undiscounted contractual values.

### Exposure to liquidity risk

| March 31, 2018                              | Contractual cash flows |                  |                  |                 |               |
|---|------------------------|------------------|------------------|-----------------|---------------|
|   | Carrying amount        | Total            | Upto 1 year      | 1-3 years       | 3-5 years     |
| <b>Non-derivative financial liabilities</b> |                        |                  |                  |                 |               |
| - Non Current Borrowings                    | 4,903.12               | 4,952.93         | 2,511.77         | 1,921.31        | 519.85        |
| - Interest payable                          | -                      | 191.54           | 125.78           | 64.73           | 1.03          |
| - Current Borrowings                        | 8,503.12               | 8,503.12         | 8,503.12         | -               | -             |
| - Trade payable                             | 2,336.03               | 2,336.03         | 2,336.03         | -               | -             |
| - Other current liabilities                 | 88.91                  | 88.91            | 88.91            | -               | -             |
|   | <b>15,831.18</b>       | <b>16,072.53</b> | <b>13,565.61</b> | <b>1,986.04</b> | <b>520.88</b> |

| March 31, 2017                              | Contractual cash flows |                  |                  |                 |               |
|---|------------------------|------------------|------------------|-----------------|---------------|
|   | Carrying amount        | Total            | Upto 1 year      | 1-3 years       | 3-5 years     |
| <b>Non-derivative financial liabilities</b> |                        |                  |                  |                 |               |
| - Non-Current Borrowings                    | 7,244.75               | 7,350.59         | 2,413.26         | 4,419.12        | 518.21        |
| - Interest payable                          | -                      | 270.08           | 154.42           | 114.63          | 1.03          |
| - Current Borrowings                        | 15,160.02              | 15,160.02        | 15,160.02        |                 |               |
| - Trade payable                             | 2,772.55               | 2,772.55         | 2,772.55         |                 |               |
| - Other current liabilities                 | 283.38                 | 283.38           | 283.38           |                 |               |
|   | <b>25,460.70</b>       | <b>25,836.63</b> | <b>20,783.64</b> | <b>4,533.75</b> | <b>519.24</b> |

| April 1, 2016                               | Contractual cash flows |                  |                  |                 |                 |
|---|------------------------|------------------|------------------|-----------------|-----------------|
|   | Carrying amount        | Total            | Upto 1 year      | 1-3 years       | 3-5 years       |
| <b>Non-derivative financial liabilities</b> |                        |                  |                  |                 |                 |
| - Non-Current Borrowings                    | 4,904.54               | 5,087.31         | 707.57           | 3,044.19        | 1,335.55        |
| - Interest payable                          | -                      | 191.05           | 49.72            | 124.51          | 16.83           |
| - Current Borrowings                        | 15,449.90              | 15,449.90        | 15,449.90        | -               | -               |
| - Trade payable                             | 3,796.28               | 3,796.28         | 3,796.28         | -               | -               |
| - Other current liabilities                 | 350.68                 | 350.68           | 350.68           | -               | -               |
|   | <b>24,501.40</b>       | <b>24,875.22</b> | <b>20,354.14</b> | <b>3,168.70</b> | <b>1,352.38</b> |

iv. **Market risk**

Market risk is the risk that changes in market prices – such as foreign exchange rates, interest rates and equity prices – will affect the Company's income or the value of its holdings of financial instruments. Market risk is attributable to all market risk sensitive financial instruments including foreign currency receivables and payables and long term debt. The Company exposed to market risk primarily related to foreign exchange rate risk. Thus, the Company's exposure to market risk is a function of revenue generating and operating activities in foreign currency. The objective of market risk management is to avoid excessive exposure in our foreign currency revenues and costs.

**Currency risk**

The Company is exposed to currency risk on account of its operations in other countries. The functional currency of the Company is Indian Rupee. The exchange rate between the Indian rupee and foreign currencies has changed substantially in recent periods and may continue to fluctuate substantially in the future. Consequently, the Company uses both derivative instruments, i.e, foreign exchange forward contracts to mitigate the risk of changes in foreign currency exchange rates in respect of its highly probable forecasted transactions and recognized assets and liabilities.

### Exposure to currency risk

The currency profile of financial assets and financial liabilities as at March 31, 2018, March 31, 2017 and April 1, 2016 are as below:

|                                     | March 31,<br>2018 | March 31,<br>2018 | March 31,<br>2018 | March 31,<br>2018 |
|-------------------------------------|-------------------|-------------------|-------------------|-------------------|
|                                     | USD               | GBP               | EUR               | Others            |
| <b>Financial assets</b>             |                   |                   |                   |                   |
| Trade receivables                   | 6,085.65          | 19.92             | 655.28            | -                 |
|                                     | <b>6,085.65</b>   | <b>19.92</b>      | <b>655.28</b>     | <b>-</b>          |
| <b>Financial liabilities</b>        |                   |                   |                   |                   |
| Non-current Loans                   | 4,897.38          | -                 | -                 | -                 |
| Current-Loans                       | 4,032.54          | 412.38            | -                 | -                 |
| Trade payables                      | 38.28             | 13.26             | -                 | -                 |
|                                     | <b>8,968.21</b>   | <b>425.64</b>     | <b>-</b>          | <b>-</b>          |
| Net exposure (Assets - Liabilities) | (2,882.56)        | (405.72)          | 655.28            | -                 |

|                                     | March 31,<br>2017 | March 31,<br>2017 | March 31,<br>2017 | March 31,<br>2017 |
|-------------------------------------|-------------------|-------------------|-------------------|-------------------|
|                                     | USD               | GBP               | EUR               | Others            |
| <b>Financial assets</b>             |                   |                   |                   |                   |
| Trade receivables                   | 6,328.94          | 45.83             | 306.39            | 0.03              |
|                                     | <b>6,328.94</b>   | <b>45.83</b>      | <b>306.39</b>     | <b>0.03</b>       |
| <b>Financial liabilities</b>        |                   |                   |                   |                   |
| Non-current Loans                   | 7,229.94          | -                 | -                 | -                 |
| Current-Loans                       | 6,082.76          | -                 | -                 | -                 |
| Trade payables                      | 152.07            | 3.86              | -                 | 0.04              |
|                                     | <b>13,464.77</b>  | <b>3.86</b>       | <b>-</b>          | <b>0.04</b>       |
| Net exposure (Assets - Liabilities) | (7,135.83)        | 41.96             | 306.39            | (0.01)            |

|                                     | April 01,<br>2016 | April 01,<br>2016 | April 01,<br>2016 | April 01,<br>2016 |
|-------------------------------------|-------------------|-------------------|-------------------|-------------------|
|                                     | USD               | GBP               | EUR               | Others            |
| <b>Financial assets</b>             |                   |                   |                   |                   |
| Trade receivables                   | 6,859.75          | 88.93             | 467.47            | -                 |
|                                     | <b>6,859.75</b>   | <b>88.93</b>      | <b>467.47</b>     | <b>-</b>          |
| <b>Financial liabilities</b>        |                   |                   |                   |                   |
| Non-current Loans                   | 4,867.63          | -                 | -                 | -                 |
| Current-Loans                       | 9,227.32          | -                 | -                 | -                 |
| Trade payables                      | 1,461.58          | -                 | -                 | 1.49              |
|                                     | <b>15,556.52</b>  | <b>-</b>          | <b>-</b>          | <b>1.49</b>       |
| Net exposure (Assets - Liabilities) | (8,696.77)        | 88.93             | 467.47            | (1.49)            |

### Sensitivity analysis

A reasonably possible strengthening (weakening) of the Indian Rupee against foreign currency at March 31 would have affected the measurement of financial instruments denominated in US dollars and affected equity and profit or loss by the amounts shown below. This analysis assumes that all other variables, in particular interest rates, remain constant and ignores any impact of forecast sales and purchases.

| Effect in ₹ in Lakhs  | Profit or (loss) |           |
|-----------------------|------------------|-----------|
|                       | Strengthening    | Weakening |
| <b>March 31, 2018</b> |                  |           |
| <b>10% movement</b>   |                  |           |
| USD                   | 288.26           | (288.26)  |
| GBP                   | 40.57            | (40.57)   |
| EUR                   | (65.53)          | 65.53     |
| Others                | (0.00)           | 0.00      |

| Effect in ₹ in Lakhs  | Profit or (loss) |           |
|-----------------------|------------------|-----------|
|                       | Strengthening    | Weakening |
| <b>March 31, 2017</b> |                  |           |
| <b>10% movement</b>   |                  |           |
| USD                   | 713.58           | (713.58)  |
| GBP                   | (4.20)           | 4.20      |
| EUR                   | (30.64)          | 30.64     |
| Others                | 0.00             | (0.00)    |

| Effect in ₹ in Lakhs  | Profit or (loss) |           |
|-----------------------|------------------|-----------|
|                       | Strengthening    | Weakening |
| <b>April 01, 2016</b> |                  |           |
| <b>10% movement</b>   |                  |           |
| USD                   | 869.68           | (869.68)  |
| GBP                   | (8.89)           | 8.89      |
| EUR                   | (46.75)          | 46.75     |
| Others                | 0.15             | (0.15)    |

### Interest rate risk

Interest rate risk can be either fair value interest rate risk or cash flow interest rate risk. Fair value interest rate risk is the risk of changes in fair values of fixed interest bearing investments because of fluctuations in the interest rates. Cash flow interest rate risk is the risk that the future cash flows of floating interest bearing investments will fluctuate because of fluctuations in the interest rates.

### Exposure to interest rate risk

The Company's interest rate risk arises from borrowings. Borrowings taken at fixed rates are exposed to fair value interest rate risk. The interest rate profile of the Company's interest-bearing financial instruments as reported to the management of the Company is as follows:

|                                  | Carrying amount   |                    | April 1, 2016      |
|----------------------------------|-------------------|--------------------|--------------------|
|                                  | March 31, 2018    | March 31, 2017     |                    |
| <b>Fixed-rate instruments</b>    |                   |                    |                    |
| Financial assets                 | 5,267.53          | 5,493.49           | 3,341.47           |
| Financial liabilities            | (7,485.39)        | (10,187.50)        | (5,282.31)         |
|                                  | (2,217.86)        | (4,694.02)         | (1,940.84)         |
| <b>Variable-rate instruments</b> |                   |                    |                    |
| Financial liabilities            | (5,920.86)        | (12,217.27)        | (15,072.13)        |
|                                  | (5,920.86)        | (12,217.27)        | (15,072.13)        |
| <b>Total</b>                     | <b>(8,138.72)</b> | <b>(16,911.28)</b> | <b>(17,012.97)</b> |

### Fair value sensitivity analysis for Fixed-rate Instruments

The Company does not account for any fixed-rate borrowings at fair value through profit or loss. Therefore, a change in interest rates at the reporting date would not affect profit or loss.

### Cash flow sensitivity analysis for variable-rate instruments

The risk estimates provided assume a change of 25 basis points interest rate for the interest rate benchmark as applicable to the borrowings summarised above. This calculation assumes that the change occurs at the balance sheet date and has been calculated based on risk exposures outstanding as at that date assuming that all other variables, in particular foreign currency exchange rates, remain constant. The period end balances are not necessarily representative of the average debt outstanding during the period.

|                             | Profit or loss |                |
|-----------------------------|----------------|----------------|
|                             | 25 bp increase | 25 bp decrease |
| <b>March 31, 2018</b>       |                |                |
| Variable-rate instruments   | (14.80)        | 14.80          |
| Cash flow sensitivity (net) | <b>(14.80)</b> | <b>14.80</b>   |
| <b>March 31, 2017</b>       |                |                |
| Variable-rate instruments   | (30.54)        | 30.54          |
| Cash flow sensitivity (net) | <b>(30.54)</b> | <b>30.54</b>   |
| <b>April 01, 2016</b>       |                |                |
| Variable-rate instruments   | (37.68)        | 37.68          |
| Cash flow sensitivity (net) | <b>(37.68)</b> | <b>37.68</b>   |

### 38. Transition to Ind AS:

For the purposes of reporting as set out in Note 1, the Company has transitioned its basis of accounting from Indian generally accepted accounting principles (“IGAAP”) to Ind AS. The accounting policies set out in note 1 have been applied in preparing the financial statements for the year ended 31 March 2018, the comparative information presented in these financial statements for the year ended 31 March 2017 and in the preparation of an opening Ind AS balance sheet at 1 April 2016 (the “transition date”). In preparing our opening Ind AS balance sheet, the Company adjusted amounts reported in financial statements prepared in accordance with IGAAP. An explanation of how the transition from IGAAP to Ind AS has affected our financial performance, cash flows and financial position is set out in the following tables and the notes that accompany the tables. On transition, the company did not revise estimates previously made under IGAAP except where required by Ind AS.

### Reconciliation of net worth as at March 31, 2017

| Particulars   | Footnote ref. | As on April 1, 2016 | As on March 31, 2017 |
|---|---------------|---------------------|----------------------|
| Net worth under IGAAP   |               | 19,129.70           | 19,023.25            |
| <b>Summary of Ind AS adjustments</b>                          |               |                     |                      |
| Security deposits recognised at amortised cost                | 1             | (11.20)             | (26.28)              |
| Provision for doubtful debts under Expected Credit Loss Model | 2             | (5,817.39)          | (6,449.52)           |

| Particulars  | Footnote<br>ref. | As on<br>April 1, 2016 | As on<br>March 31, 2017 |
|--|------------------|------------------------|-------------------------|
| Proposed Dividend                                  | 6                | 393.71                 | -                       |
| Sales deferral                                     | 5                | (1,254.39)             | (1,232.50)              |
| Effective interest rates                           | 3                | (23.91)                | (21.12)                 |
| Fair valuation of Property, Plant and<br>Equipment | 4                | 4,419.01               | 5,116.97                |
| Other adjustments                                  | 12               | (58.66)                | 8.93                    |
| Deferred tax impact                                | 8                | 1,176.48               | 1,375.13                |
| <b>Total Ind AS adjustments</b>                    |                  | <b>(1,176.36)</b>      | <b>(1,228.39)</b>       |
| <b>Net worth under Ind AS</b>                      |                  | <b>17,953.34</b>       | <b>17,794.87</b>        |

#### Reconciliation of Comprehensive income for the year ended on March 31, 2017

| Particulars   | Footnote<br>ref. | As on<br>March 31, 2017 |
|---|------------------|-------------------------|
| Comprehensive income under IGAAP  |                  | (286.20)                |
| <b>Summary of Ind AS adjustments</b>  |                  |                         |
| Sales deferral  | 5                | 21.89                   |
| Fair valuation impact on Property, Plant and<br>Equipment   | 4                | 749.47                  |
| Provision for doubtful debts under Expected Credit<br>Loss Model  | 2                | (632.12)                |
| Reversal of exchange loss accumulated in foreign<br>currency monetary item translation difference account | 7                | 179.75                  |
| Other adjustment  | 10               | 3.80                    |
| Deferred tax impact   | 8                | 198.65                  |
| <b>Total Ind AS adjustments</b>   |                  | <b>521.44</b>           |
| <b>Comprehensive income under Ind AS</b>  |                  | <b>235.24</b>           |

#### Adjustments to statement of cash flows

There were no material differences between the statement of cash flows presented under Ind AS and the IGAAP.

#### Notes to the reconciliation:

##### 1 Security deposits recognised at amortised cost

Under IGAAP, the interest free security deposits and advances were accounted for at transaction price. Under Ind AS, security deposits are to be measured at fair values at inception, with reference to market rates (i.e. fixed deposit rate), and the difference is to be recognised as prepaid rentals.

##### 2 Trade and other receivables

Under IGAAP, the Company has created provision for impairment of receivables consists only in respect of specific amount for incurred losses. Under Ind-AS, impairment allowance has been determined based on Expected Loss model (ECL).

##### 3 Amortisation of transaction costs on borrowings basis effective interest method

Under IGAAP, directly attributable transaction costs are charged to the Statement of profit or loss in the year of procurement of the loan. As per the requirements of Ind AS, the Company has measured the borrowings at amortised cost based on the effective interest rate of the borrowings. Appropriate adjustment to the statement of profit or loss or property, plant and equipment have been made.

**4 Fair valuation of Property, Plant and equipment**

On the date of transition the company has elected to fair value property, plant and equipments. This has resulted into increase in the value of land and Building and decrease in the value of Plant & machinery and other assets with corresponding impact on retained earnings and consequent decrease in depreciation.

**5 Timing of revenue recognition**

Impact pertains to the difference in timing of revenue recognition on account of transition to Ind AS.

**6 Proposed dividend**

Under IGAAP, proposed dividends are recognised as a liability in the period to which they relate, irrespective of when they are declared. Under Ind AS, a proposed dividend is recognised as a liability in the period in which it is declared by the Company (usually when approved by shareholders in a general meeting) or paid. In the case of the Company, the declaration of dividend has occurred after period end. Therefore, the liability recorded for this dividend and tax thereon, has been derecognised against retained earnings.

**7 Exchange gain/(loss) accumulated in foreign currency monetary item translation difference account**

Under Ind AS, all exchange differences are accounted for in the statement of profit and loss in the period in which they arise. Under IGAAP, exchange differences relating to long term foreign currency monetary assets/liabilities were accumulated in foreign currency monetary item translation difference account, to be amortized over the period, beginning April 1, 2011 or date of inception of such item, as applicable, and ending on March 31, 2020 or the date of its maturity, whichever was earlier.

**8 Deferred tax assets (net)**

IGAAP requires deferred tax accounting using the income statement approach, which focuses on differences between taxable profits and accounting profits for the period. Ind-AS 12 requires entities to account for deferred taxes using the balance sheet approach, which focuses on temporary differences between the carrying amount of an asset or liability in the balance sheet and its tax base. The application of Ind-AS 12 approach has resulted in recognition of deferred tax on new temporary differences which was not required under IGAAP.

**9 Minimum Alternate Tax (MAT) Credit Entitlement**

As per Ind AS 12, the Company has considered MAT credit entitlement as deferred tax asset being unused tax credit entitlement.

**10 Bills Discounted**

Under IGAAP, trade receivables derecognised by way of bills of exchange have been shown as contingent liability since there is recourse clause. Under Ind AS, the trade receivables have been restated with corresponding recognition of short term borrowings.



## 11 Remeasurement of defined benefit liabilities

Under IGAAP, the Corporation recognised remeasurement of defined benefit plans under Profit or Loss.

Under Ind AS, remeasurement of defined benefit plans are recognised in Other Comprehensive Income.

## 12 Others

This includes corporate guarantees in favor of subsidiary and impact of stores and spares. Under Ind AS, financial guarantee contracts are accounted as investment in subsidiaries and measured initially at fair value. Subsequently, the guarantee income is recognised over the period of the guarantee on a straight line basis.

## 38. Transition to Ind AS:

For the purposes of reporting as set out in Note 1, the Company has transitioned its basis of accounting from Indian generally accepted accounting principles (“IGAAP”) to Ind AS. The accounting policies set out in note 1 have been applied in preparing the financial statements for the year ended 31 March 2017, the comparative information presented in these financial statements for the year ended 31 March 2016 and in the preparation of an opening Ind AS balance sheet at 1 April 2016 (the “transition date”). In preparing the opening Ind AS balance sheet, the Company adjusted amounts reported in financial statements prepared in accordance with IGAAP. An explanation of how the transition from IGAAP to Ind AS has affected our financial performance, cash flows and financial position is set out in the following tables and the notes that accompany the tables. On transition, the Company did not revise estimates previously made under IGAAP except where required by Ind AS.

### Effect of Ind AS adoption as on April 1, 2016 and March 31, 2017

|                                 | Footnote<br>ref. | Amount<br>as per<br>IGAAP* | Effects of<br>transition<br>to Ind AS | Amount<br>as per<br>Ind AS |
|---------------------------------|------------------|----------------------------|---------------------------------------|----------------------------|
| <b>ASSETS</b>                   |                  |                            |                                       |                            |
| <b>1 Non-current assets</b>     |                  |                            |                                       |                            |
| Property, Plant and Equipment   | 4, 12            | 16,265.05                  | 4,669.61                              | 20,934.66                  |
| Capital work-in-progress        |                  | 391.59                     | -                                     | 391.59                     |
| Other Intangible assets         |                  | 618.64                     | -                                     | 618.64                     |
| Financial Assets                |                  |                            |                                       |                            |
| Investments in subsidiaries     | 12               | 407.48                     | 80.63                                 | 488.11                     |
| Loans                           | 1                | 647.79                     | (94.70)                               | 553.10                     |
| Other financial asset           |                  | 18.66                      | -                                     | 18.66                      |
| Deferred tax assets (net)       | 8, 9             | 861.57                     | 1,176.48                              | 2,038.05                   |
| Income tax asset                |                  | 390.99                     | -                                     | 390.99                     |
| Other non-current assets        | 1, 9             | 302.22                     | (81.90)                               | 220.32                     |
| <b>Total non current assets</b> |                  | <b>19,903.99</b>           | <b>5,750.13</b>                       | <b>25,654.11</b>           |

|                                      | Footnote<br>ref. | Amount<br>as per<br>IGAAP* | Effects of<br>transition<br>to Ind AS | Amount<br>as per<br>Ind AS |
|--------------------------------------|------------------|----------------------------|---------------------------------------|----------------------------|
| <b>2 Current Assets</b>              |                  |                            |                                       |                            |
| Inventories                          | 5, 12            | 3,287.77                   | 1,279.44                              | 4,567.21                   |
| Financial Assets                     |                  |                            |                                       |                            |
| Trade receivables                    | 2, 5             | 14,179.72                  | (5,793.82)                            | 8,385.90                   |
| Cash and cash equivalents            |                  | 838.27                     | -                                     | 838.27                     |
| Other bank balances                  |                  | 44.16                      | -                                     | 44.16                      |
| Loans                                |                  | 2,903.92                   | -                                     | 2,903.92                   |
| Other financial asset                |                  | 321.03                     | -                                     | 321.03                     |
| Assets for Current Tax (Net)         |                  | 14.55                      | -                                     | 14.55                      |
| Other current assets                 | 1                | 1,678.07                   | (80.83)                               | 1,597.24                   |
| <b>Total current assets</b>          |                  | <b>23,267.50</b>           | <b>(4,595.21)</b>                     | <b>18,672.29</b>           |
| <b>TOTAL ASSETS</b>                  |                  | <b>43,171.48</b>           | <b>1,154.92</b>                       | <b>44,326.40</b>           |
| <b>EQUITY AND LIABILITIES</b>        |                  |                            |                                       |                            |
| <b>1 Equity</b>                      |                  |                            |                                       |                            |
| Equity share capital                 |                  | 1,090.38                   |                                       | 1,090.38                   |
| Other reserves                       |                  | 18,039.32                  | (1,176.36)                            | 16,862.97                  |
| <b>Total equity</b>                  |                  | <b>19,129.70</b>           | <b>(1,176.36)</b>                     | <b>17,953.34</b>           |
| <b>2 Non current liabilities</b>     |                  |                            |                                       |                            |
| Financial liabilities                |                  |                            |                                       |                            |
| Borrowings                           | 3                | 4,379.75                   | (182.77)                              | 4,196.97                   |
| Other current liabilities            | 12               | -                          | 29.73                                 | 29.73                      |
| Provisions                           |                  | 701.63                     | -                                     | 701.63                     |
| <b>Total non current liabilities</b> |                  | <b>5,081.38</b>            | <b>(153.04)</b>                       | <b>4,928.34</b>            |
| <b>3 Current liabilities</b>         |                  |                            |                                       |                            |
| Financial liabilities                |                  |                            |                                       |                            |
| Borrowings                           | 10               | 12,587.96                  | 2,861.94                              | 15,449.90                  |
| Trade and other payables             |                  | 3,796.28                   | -                                     | 3,796.28                   |
| Other financial liabilities          |                  | 1,058.25                   | -                                     | 1,058.25                   |
| Other current liabilities            | 12               | 1,099.14                   | 16.08                                 | 1,115.22                   |
| Provisions                           | 6                | 418.77                     | (393.71)                              | 25.07                      |
| <b>Total current liabilities</b>     |                  | <b>18,960.40</b>           | <b>2,484.32</b>                       | <b>21,444.72</b>           |
| <b>Total liabilities</b>             |                  | <b>24,041.78</b>           | <b>2,331.28</b>                       | <b>26,373.06</b>           |
| <b>Total Equity and Liabilities</b>  |                  | <b>43,171.48</b>           | <b>1,154.92</b>                       | <b>44,326.40</b>           |

**Reconciliation of equity as at March 31, 2017**

|  | Footnote<br>ref. | Amount<br>as per<br>IGAAP* | Effects of<br>transition<br>to Ind AS | Amount<br>as per<br>Ind AS |
|--|------------------|----------------------------|---------------------------------------|----------------------------|
| <b>ASSETS</b>                                |                  |                            |                                       |                            |
| <b>1 Non-current assets</b>                  |                  |                            |                                       |                            |
| Property, Plant and Equipment                | 4, 12            | 15,678.49                  | 5,084.02                              | 20,762.51                  |
| Capital work-in-progress                     |                  | 418.38                     | -                                     | 418.38                     |
| Other Intangible assets                      |                  | 619.55                     | -                                     | 619.55                     |
| Financial Assets                             |                  |                            |                                       |                            |
| Investments in subsidiaries                  | 12               | 407.48                     | 80.63                                 | 488.11                     |
| Long-term loans and advances                 | 1                | 2,835.70                   | (566.03)                              | 2,269.66                   |
| Others                                       |                  | 20.08                      | -                                     | 20.08                      |
| Deferred tax assets (net)                    | 8, 9             | 861.57                     | 1,375.13                              | 2,236.70                   |
| Income tax asset                             |                  | 522.59                     | -                                     | 522.59                     |
| Other non-current assets                     | 1, 9             | 643.98                     | 181.82                                | 825.80                     |
| <b>Total non current assets</b>              |                  | <u>22,007.80</u>           | <u>6,155.56</u>                       | <u>28,163.36</u>           |
| <b>2 Current Assets</b>                      |                  |                            |                                       |                            |
| Inventories                                  | 5, 12            | 1,739.56                   | 1,430.75                              | 3,170.31                   |
| Financial Assets                             |                  | -                          |                                       |                            |
| (i) Trade receivables                        | 2, 5             | 16,785.51                  | (8,599.06)                            | 8,186.45                   |
| (ii) Cash and cash equivalents               |                  | 55.53                      | -                                     | 55.53                      |
| (iii) Bank balances other than<br>(ii) above |                  | 112.30                     | -                                     | 112.30                     |
| (iv) Loans                                   |                  | 3,280.05                   | -                                     | 3,280.05                   |
| (v) Others                                   |                  | 267.56                     | -                                     | 267.56                     |
| Assets for current tax (net)                 |                  |                            |                                       |                            |
| Other current assets                         | 1                | 874.61                     | 225.01                                | 1,099.62                   |
| <b>Total current assets</b>                  |                  | <u>23,115.12</u>           | <u>(6,943.30)</u>                     | <u>16,171.81</u>           |
| <b>TOTAL ASSETS</b>                          |                  | <u><b>45,122.91</b></u>    | <u><b>(787.74)</b></u>                | <u><b>44,335.18</b></u>    |
| <b>EQUITY AND LIABILITIES</b>                |                  |                            |                                       |                            |
| <b>1 Equity</b>                              |                  |                            |                                       |                            |
| (a) Equity share capital                     |                  | 1,090.38                   |                                       | 1,090.38                   |
| (b) Other equity                             |                  | 17,932.88                  | (1,228.38)                            | 16,704.50                  |
| <b>Total equity</b>                          |                  | <u>19,023.25</u>           | <u>(1,228.38)</u>                     | <u>17,794.87</u>           |
| <b>2 Non-current liabilities</b>             |                  |                            |                                       |                            |
| Financial liabilities                        |                  |                            |                                       |                            |
| Borrowings                                   | 3                | 4,937.33                   | (105.84)                              | 4,831.49                   |
| Other non current liabilities                | 12               | -                          | 13.65                                 | 13.65                      |
| Provisions                                   |                  | 478.40                     | -                                     | 478.40                     |
| Liabilities for current tax (net)            |                  | 16.84                      | -                                     | 16.84                      |
| <b>Total non current liabilities</b>         |                  | <u>5,432.57</u>            | <u>(92.19)</u>                        | <u>5,340.38</u>            |

|                                     | Footnote<br>ref. | Amount<br>as per<br>IGAAP* | Effects of<br>transition<br>to Ind AS | Amount<br>as per<br>Ind AS |
|-------------------------------------|------------------|----------------------------|---------------------------------------|----------------------------|
| <b>Current liabilities</b>          |                  |                            |                                       |                            |
| Financial liabilities               |                  |                            |                                       |                            |
| Borrowings                          | 3                | 14,643.27                  | 516.75                                | 15,160.02                  |
| Trade payables                      |                  | 2,772.55                   | -                                     | 2,772.55                   |
| Other financial Liabilities         |                  | 2,696.65                   | -                                     | 2,696.65                   |
| Other current liabilities           | 12               | 399.38                     | 16.08                                 | 415.46                     |
| Provisions                          |                  | 155.26                     | -                                     | 155.26                     |
| <b>Total current liabilities</b>    |                  | <b>20,667.09</b>           | <b>532.83</b>                         | <b>21,199.93</b>           |
| <b>Total liabilities</b>            |                  | <b>26,099.67</b>           | <b>440.64</b>                         | <b>26,540.30</b>           |
| <b>Total Equity and Liabilities</b> |                  | <b>45,122.92</b>           | <b>(787.74)</b>                       | <b>44,335.18</b>           |

#### Reconciliation of profit or loss for the year ended 31 March 2017

|   |          | Amount<br>as per<br>IGAAP* | Effects of<br>transition<br>to Ind AS | Amount<br>as per Ind<br>AS |
|---|----------|----------------------------|---------------------------------------|----------------------------|
| <b>Revenue</b>  |          |                            |                                       |                            |
| 1. Revenue from Operations (Gross)                                | 5        | 29,179.48                  | 205.65                                | 29,385.12                  |
| 2. Other income   | 1, 7, 12 | 321.84                     | 328.29                                | 650.13                     |
| <b>3. Total Income (1+2)</b>                                      |          | <b>29,501.32</b>           | <b>533.94</b>                         | <b>30,035.25</b>           |
| <b>4. Expenses</b>  |          |                            |                                       |                            |
| Cost of materials consumed  |          | 15,714.85                  | -                                     | 15,714.85                  |
| Changes in inventories of<br>finished goods, work-in-<br>progress | 5        | 1,003.08                   | 183.75                                | 1,186.83                   |
| Finance cost  | 3        | 1,455.77                   | 46.42                                 | 1,502.19                   |
| Employee Benefits Expenses  | 11       | 3,503.60                   | 42.55                                 | 3,546.15                   |
| Depreciation and Amortization<br>Expenses                         | 4, 12    | 2,025.11                   | (749.47)                              | 1,275.64                   |
| Other Expenses  | 1, 2, 10 | 6,671.18                   | 144.38                                | 6,815.56                   |
| <b>Total Expenses (4)</b>   |          | <b>30,373.58</b>           | <b>(332.37)</b>                       | <b>30,041.21</b>           |
| <b>5. Profit/(Loss) before Tax</b>                                |          | <b>(872.27)</b>            | <b>866.31</b>                         | <b>(5.96)</b>              |
| <b>6. Tax expense:</b>  |          |                            |                                       |                            |
| Deferred Tax  | 8, 9     | -                          | (198.65)                              | (198.65)                   |
| <b>7. Profit/(Loss) for the year</b>                              |          | <b>(872.27)</b>            | <b>1,064.96</b>                       | <b>192.69</b>              |
| <b>8. Other comprehensive income</b>                              |          |                            |                                       |                            |
| Items that will not be<br>reclassified to profit or loss          | 11       | -                          | 42.55                                 | 42.55                      |
| <b>9. Total comprehensive income<br/>for the year</b>             |          | <b>(872.27)</b>            | <b>1,107.51</b>                       | <b>235.24</b>              |

\* The IGAAP figures have been reclassified to conform to Ind AS presentation requirements for the purpose of this note.

### 38 Exemptions available under Ind AS 101

In preparing these financial statements, the Company has availed itself of certain exemptions and exceptions in accordance with Ind AS 101 as explained below:

“Exceptions from full retrospective application

#### a. Estimates exceptions

Upon an assessment of the estimates made under IGAAP, the Company has concluded that there was no necessity to revise such estimates under Ind AS, except where estimates were required by Ind AS and not required by IGAAP.

#### b. Investments in subsidiaries

The Company has elected to measure the investments in its subsidiaries at its IGAAP carrying amount (i.e. at cost) rather than at its fair value.

#### c. Classification and measurement of financial assets

Ind AS 101 requires an entity to assess the classification of financial assets on the basis of facts and circumstances existing as on the date of transition. Further, the Standard permits measurement of financial assets accounted at amortized cost based on facts and circumstances existing at the date of transition if retrospective application is impracticable. Accordingly, the Company has determined the classification of financial assets based on facts and circumstances that exist on the date of transition. Measurement of financial assets accounted at amortized cost has been done retrospectively except where the same is impracticable.

### 39. Employee benefits

The Company contributes to the following post-employment plans in India.

#### (A) Defined Contribution Plans:

The Company makes contributions towards provident fund and superannuation fund which are in the nature of defined contribution post employment benefit plans. Under the plan, the Company is required to contribute a specified percentage of payroll cost to fund the benefits.

The Company recognised ₹ 82.63 for the year ended March 31, 2018 (March 31, 2017 ₹ 157.10 ) towards provident fund contribution and ₹ 6.50 for the year ended March 31, 2018 (March 31, 2017 ₹ 7.00 ) towards super-annuation fund contribution in the Statement of Profit and Loss.

The contributions to these plans are at rates specified in the rules of the schemes.

#### (B) Defined Benefit Plan:

In accordance with the provisions of the Payment of Gratuity Act, 1972, the Company has a defined benefit plan which provides for gratuity payments. The plan provides a lump sum gratuity payment to eligible employees at retirement or termination of their employment. The amounts are based on the respective employee's last drawn salary and the years of employment with the Company. Liabilities in respect of the gratuity plan are determined by an actuarial valuation, based upon which the Company makes annual contributions to the Group Gratuity cum Life Assurance Schemes administered by the LIC of India, a funded defined benefit plan for qualifying employees. Trustees administer the contributions made by the Company to the gratuity scheme.

The most recent actuarial valuation of the defined benefit obligation along with the fair valuation of the plan assets in relation to the gratuity scheme was carried out as at March 31, 2018. The present value of the defined benefit obligations and the related current service cost and past service cost, were measured using the Projected Unit Credit Method.

This plan exposes the Company to actuarial risks such as longevity risk, interest rate risk and market (investment) risk.

Expected contribution to post-employment plans for the year ended March 2019 are ₹ 90 lakhs.

Based on the actuarial valuation obtained in this respect, the following table sets out the details of the employee benefit obligation and the plan assets as at balance sheet date:

|   | As at<br>March 31,2018 | As at<br>March 31,2017 |
|---|------------------------|------------------------|
| Defined benefit obligation              | 487.04                 | 547.05                 |
| Fair value of plan assets               | 76.28                  | 63.76                  |
| Net defined benefit (obligation)/assets | <b>410.76</b>          | <b>483.29</b>          |

#### Present Value of Projected Benefit Obligation

|  | For the year ended<br>March 31,2018 | For the year ended<br>March 31,2017 |
|--|-------------------------------------|-------------------------------------|
| Present Value of Benefit Obligation at the Beginning of the Period               | 547.05                              | 576.90                              |
| Interest Cost  | 39.39                               | 46.61                               |
| Current Service Cost   | 41.49                               | 49.08                               |
| Past Service Cost  | 6.99                                | -                                   |
| Liability Transferred In/ Acquisitions   | 4.49                                | -                                   |
| (Liability Transferred Out/ Divestments)   | (3.02)                              | -                                   |
| (Benefit Paid From the Fund)   | (136.34)                            | (85.96)                             |
| Actuarial (Gains)/Losses on Obligations - Due to Change in Financial Assumptions | (23.66)                             | 39.54                               |
| Actuarial (Gains)/Losses on Obligations - Due to Experience                      | 10.64                               | (79.13)                             |
| Present Value of Benefit Obligation at the End of the Period                     | 487.04                              | 547.05                              |

#### Movement of Fair Value of Plan Assets

|  | For the year ended<br>March 31,2018 | For the year ended<br>March 31,2017 |
|--|-------------------------------------|-------------------------------------|
| Fair Value of Plan Assets at the Beginning of the year | 63.76                               | 26.85                               |
| Interest Income  | 4.59                                | 2.17                                |
| Contributions by the Employer                          | 140.93                              | 117.73                              |
| (Benefit Paid from the Fund)                           | (136.34)                            | (85.96)                             |
| Return on Plan Assets, Excluding Interest Income       | 3.33                                | 2.96                                |
| Fair Value of Plan Assets at the End of the year       | 76.28                               | 63.76                               |

**Expenses Recognized in the Statement of Profit or Loss for Current Period**

|                      | <b>For the year ended<br/>March 31, 2018</b> | <b>For the year ended<br/>March 31, 2017</b> |
|----------------------|--|--|
| Current Service Cost | 41.49  | 49.08  |
| Net Interest Cost    | 34.80  | 44.44  |
| Past Service Cost    | 6.99   | -  |
| Expenses Recognized  | 83.28  | 93.52  |

**Expenses Recognized in the Other Comprehensive Income (OCI) for Current Period**

|   | <b>For the year ended<br/>March 31, 2018</b> | <b>For the year ended<br/>March 31, 2017</b> |
|---|--|--|
| Actuarial (Gains)/Losses on Obligation For the Period | (13.02)                                      | (39.58)                                      |
| Return on Plan Assets, Excluding Interest Income      | (3.33)                                       | (2.96)                                       |
| Change in Asset Ceiling                               | -  | -  |
| Net (Income)/Expense For the Period Recognized in OCI | (16.36)                                      | (42.55)                                      |

**Maturity Analysis of the Benefit Payments: From the Fund**

|   | <b>As at<br/>March 31, 2018</b> | <b>As at<br/>March 31, 2017</b> |
|---|---------------------------------|---------------------------------|
| Projected Benefits Payable in Future Years From the Date of Reporting |                                 |                                 |
| 1st Following Year  | 89.03                           | 65.23                           |
| 2nd Following Year  | 15.79                           | 50.72                           |
| 3rd Following Year  | 26.69                           | 18.94                           |
| 4th Following Year  | 37.34                           | 26.33                           |
| 5th Following Year  | 22.63                           | 42.89                           |
| Sum of Years 6 To 10  | 190.46                          | 186.91                          |
| Sum of Years 11 and above   | 722.92                          | 831.21                          |

**Sensitivity Analysis**

|   | <b>As at<br/>March 31, 2018</b> | <b>As at<br/>March 31, 2017</b> |
|---|---------------------------------|---------------------------------|
| Projected Benefit Obligation on Current Assumptions     | 487.04                          | 547.05                          |
| Delta Effect of +1% Change in Rate of Discounting       | (36.32)                         | (44.54)                         |
| Delta Effect of -1% Change in Rate of Discounting       | 42.13                           | 51.94                           |
| Delta Effect of +1% Change in Rate of Salary Increase   | 41.70                           | 53.11                           |
| Delta Effect of -1% Change in Rate of Salary Increase   | (37.28)                         | (46.22)                         |
| Delta Effect of +1% Change in Rate of Employee Turnover | 14.51                           | 14.72                           |
| Delta Effect of -1% Change in Rate of Employee Turnover | (16.25)                         | (16.55)                         |

**Actuarial assumptions**

The following were the principal actuarial assumptions at the reporting date (expressed as weighted averages).

|                           | As at<br>March 31, 2018                        | As at<br>March 31, 2017                        |
|---------------------------|--|--|
| Discount rate             | 7.78%  | 7.20%  |
| Future salary growth      | 4.00%  | 4.00%  |
| Rate of employee turnover | 2.00%  | 2.00%  |
| Mortality rate            | Indian Assured<br>Lives Mortality<br>(2006-08) | Indian Assured<br>Lives Mortality<br>(2006-08) |

Assumptions regarding future mortality have been based on published statistics and mortality tables.

**Asset liability matching Strategy:**

The money contributed by the Company to the fund to finance the liabilities of the plan has to be invested.

LIC is required to invest the funds as per the prescribed pattern of investments laid out in the income tax rules for such approved schemes. Due to the restrictions in the type of investments that can be held by the fund, it is not possible to explicitly follow an asset-liability matching strategy to manage risk actively.

There is no compulsion on the part of the Company to fully pre fund the liability of the Plan. The Company's philosophy is to fund the benefits based on its own liquidity and tax position as well as level of under funding of the plan.

**40. Operating Leases****A. Leases as lessee**

The Company has taken premises under operating lease. The lease period of these premises have lease period ranging from 1 to 9 years with an option to renew the Lease after this period. In case of the premises taken on operating leases, sub-letting is not permitted.

Non-cancellable operating lease payable (minimum lease payments) under these lease are as follows

|                                       | As at<br>March 31, 2018 | As at<br>March 31, 2017 |
|---------------------------------------|-------------------------|-------------------------|
| Payable within one year               | 268.59                  | 406.44                  |
| Payable within one year and five year | 693.00                  | 1,189.13                |
| Payable after five year               | -                       | -                       |
|                                       | <b>961.59</b>           | <b>1,595.57</b>         |

During the year an amount of ₹ 964.01 was recognized as an expenses in the statement of profit and loss in respect of operating leases (31 March 2017: ₹ 642.13).

**41. Capital Management**

The Company's policy is to maintain a strong capital base so as to maintain investor, creditor and market confidence and to sustain future development of the business. Management monitors the return on capital as well as the level of dividends to ordinary shareholders.



The Company monitors capital using a ratio of 'adjusted net debt' to 'adjusted equity'. For this purpose, adjusted net debt is defined as total liabilities, comprising interest-bearing loans and borrowings and obligations under finance leases, less cash and cash equivalents. Adjusted equity comprises all components of equity other than amounts accumulated in the hedging reserve.

The Company's policy is to keep the ratio below 2. The Company's adjusted net debt to equity ratio is as follows:

|  | As at<br>March 31, 2018 | As at<br>March 31, 2017 | As at<br>March 31, 2017 |
|--|-------------------------|-------------------------|-------------------------|
| Total borrowings                           | 13,406.24               | 22,404.77               | 20,354.44               |
| Less : Cash and cash equivalent            | 130.05                  | 55.53                   | 838.27                  |
| Adjusted net debt                          | 13,276.19               | 22,349.24               | 19,516.17               |
| Total equity                               | 25,871.11               | 17,794.88               | 17,953.34               |
| Adjusted equity                            | 25,871.11               | 17,794.88               | 17,953.34               |
| Adjusted net debt to adjusted equity ratio | <b>0.51</b>             | <b>1.26</b>             | <b>1.09</b>             |

**42. Contingent liabilities and commitments (to the extent not provided for)**

| Contingent liabilities   | As at<br>March 31, 2018 | As at<br>March 31, 2017 | As at<br>March 31, 2017 |
|--|-------------------------|-------------------------|-------------------------|
| Customs duty demand on imported computer software (refer note 1 & 2 below) | 4,121.07                | 4,121.07                | 4,121.07                |

**Note 1**

The Company had received Order from Commissioner of Customs (Import), levying differential duty and penalties for the period March 2006 to March 2009 aggregating to 3,176.07 plus interest on duty at the appropriate rate as applicable during the relevant period, on the computer software imported by the Company for its erstwhile Microsoft business. The Company had filed an appeal before the Supreme Court against the order of Customs, Excise and Service Tax Appellate Tribunal (CESTAT) which has been admitted by Supreme Court. Based on the legal advice, the management is confident that no liability will devolve on the Company in respect of the above litigations.

**Note 2**

The Company had received an order from Commissioner of customs (Import) levying differential duty and penalties aggregating to 94,5.00 for the period March 2006 to March 2009 on the computer software imported by Wipro and HCL and the Company has been made a party to the proceedings for its erstwhile Microsoft business. The Company had filed an appeal before the Customs, Excise and Service Tax Appellate Tribunal (CESTAT) against the above order and CESTAT has remanded the matter back to Commissioner of Customs (Import) to do fresh adjudication. Based on the legal advice, the management is confident that no liability will devolve on the Company in respect of the above litigations.

**Note 3**

The Company's pending litigations comprise of claims against the Company by employees and pertaining to proceedings pending with Income Tax, Excise, Custom. The Company has reviewed all its pending litigations and proceedings and has adequately provided for where provisions are required and disclosed as contingent liabilities where applicable, in its financial statements. The Company does not expect the outcome of these proceedings to have a materially adverse effect on its financial results.

### Commitments

Estimated amounts of contracts remaining to be executed on March 31, 2018 on capital account and not provided for (Net of Advances) ₹ 3.32, March 31, 2017 : Rs 16.47. March 31 2016 : Rs 88.14)

#### 43. Details of dues to micro and small enterprises as defined under the MSMED Act, 2006

|   | March 31,<br>2018 | March 31,<br>2017 | April 1,<br>2016 |
|---|-------------------|-------------------|------------------|
| The information given below has been determined to the extent such parties have been identified on the basis of information available with the company  |                   |                   |                  |
| The principal amount remaining unpaid to any supplier as at the year end of each accounting year.   | 0.40              | 0.41              | 2.19             |
| The interest due thereon remaining unpaid to any supplier at end of each accounting year.   | -                 | -                 | -                |
| The amount of interest paid by the Company in terms of section 16 of the MSMED, along with the amount of the payment made to the supplier beyond the appointed day during the accounting year.  | -                 | -                 | -                |
| The amount of interest due and payable for the year of delay in making payment (which have been paid but beyond the appointed day during the year) but without adding the interest specified under the Micro Small and Medium Enterprises Development Act, 2006.  | -                 | -                 | -                |
| The amount of interest accrued and remaining unpaid at the end of the accounting year.  | -                 | -                 | -                |
| The amount of further interest remaining due and payable even in the succeeding years, until such date when the interest dues as above are actually paid to the small enterprise for the purpose of disallowance as a deductible expenditure under section 23 of the Micro Small and Medium Enterprises Development Act, 2006 | -                 | -                 | -                |

#### 44. Disclosure on Corporate Social Responsibility

Gross amount required to be spent by the Company during the year 2017-18 ₹ 10.25 lakhs (2016-17 : ₹ 37.14 lakhs)

Amount spent during the year: ₹ Nil (31 March 2017: ₹ Nil)

**45. Disclosure of Specified Business Notes held and transacted during the period from 8th November 2016 to 30th December 2016.**

| Particulars                           | Specified Bank Notes | Other denomination Notes | Total   |
|---------------------------------------|----------------------|--------------------------|---------|
|                                       | (A)                  | (B)                      | (C=A+B) |
| Closing Cash in hand as on 08.11.2016 | 30.41                | 11.72                    | 42.13   |
| Add: Permitted Receipts               |                      | 21.58                    | 21.58   |
| Less: Permitted Payments              |                      | 20.28                    | 20.28   |
| Less: Amount deposited in Banks       | 30.41                | 1.45                     | 30.86   |
| Closing Cash in hand as on 30.12.2016 |                      | 12.58                    | 12.58   |

\*For the purpose of this note, the term Specified Bank Notes shall have the same meaning as provided in the notification of the Government of India, in the Ministry of Finance, Department of Economic Affairs number S.O. 3407E, dated the 8 November.

- 46.** During the year the Company has issued 5,92,592 warrants on preferential basis to entities which form part of the public shareholders of the Company, each warrant convertible in to, or exchangeable for, one equity share of face value of ₹ 10 each at a price (including the warrant subscription price and the warrant exercise price) of ₹ 675/-. As per the terms of issue 25% of total amount of ₹ 40 cr i.e. ₹ 9.99 cr have been paid at the time of subscription and the balance 75% to be payable at the time of exercising the warrant within 18 months from the date of allotment. In case the warrant holder does not exercise within that time, the warrants shall lapse and the subscription amount paid by warrant holders stands forfeited by the Company.
- 47.** The workers at Mahape plant of the Company are on strike since April 8, 2017 and the strike is continuing. The Company's application for the closure filed with Labour and Energy department has been declined and the same is being challenged before the Labour Tribunal. The Company has made the necessary provision for legal dues payable to the workers.
- 48.** Disclosures pursuant to Securities And Exchange Board Of India (Listing Obligations And Disclosure Requirements) Regulations, 2015 And Section 186 Of The Companies Act, 2013.

|  | For the year ended<br>March 31, 2018 | For the year ended<br>March 31, 2017 |
|--|--------------------------------------|--------------------------------------|
| <b>(a) Loans to subsidiaries</b>   |                                      |                                      |
| (i) Loan to subsidiary: Repro Innovative Digiprint Limited.  |                                      |                                      |
| Balance as at the year end   | 1,919.86                             | 1154.85                              |
| Maximum amount outstanding at any time during the year   | 1,919.86                             | 1154.85                              |
| Repro Innovative Digiprint Limited has utilised the loan for meeting working capital requirements with an average rate of interest at 7.00% (2016-17: 9.50%) |                                      |                                      |
| (ii) Loan to subsidiary: Repro Knowledgecast Limited.  |                                      |                                      |
| Balance as at the year end   | 3,164.32                             | 2068.98                              |
| Maximum amount outstanding at any time during the year   | 3,164.32                             | 2068.98                              |

|  | For the year ended<br>March 31, 2018 | For the year ended<br>March 31, 2017 |
|--|--------------------------------------|--------------------------------------|
| Repro Knowledgecast Limited has utilised the loan for meeting working capital requirements with an average rate of interest at 7.00% (2016-17: 9.50%)] |                                      |                                      |
| (b) Investment by the loanees in the shares of the Company   | -                                    | -                                    |

#### 49. Standards issued but not yet effective

Ind AS 115: Revenue from Contracts with Customers

In March 2018, the Ministry of Corporate Affairs issued the Companies (Indian Accounting Standards) (Amendments) Rules, 2017, notifying Ind AS 115, 'Revenue from Contracts with Customers'. The Standard is applicable to the Company with effect from 1st April, 2018. Ind AS 115 establishes a single comprehensive model for entities to use in accounting for revenue arising from contracts with customers. Ind AS 115 will supersede the current revenue recognition standard Ind AS 18 Revenue, Ind AS 11 Construction Contracts when it becomes effective. The core principle of Ind AS 115 is that an entity should recognise revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. Specifically, the standard introduces a 5-step approach to revenue recognition:

The Company is in process of its preliminary evaluation of the possible impact of Ind AS 115 and will adopt it retrospectively with the cumulative effect of initially applying this standard recognised as an adjustment to the opening balance of retained earnings at the date of initial application i.e. April 1, 2018 and accordingly comparatives for the year ended March 31, 2018 will not be retrospectively adjusted. This standard is applied retrospectively only to the contracts that are not completed contracts at the date of initial application. The Company does not expect the impact of the adoption of new standard to be material on its retained earnings and to its net income on an ongoing basis.

#### Ind AS 21 – The effect of changes in Foreign Exchange rates (Appendix B)

The amendment clarifies on the accounting of transactions that include the receipt or payment of advance consideration in a foreign currency. The appendix explains that the date of the transaction, for the purpose of determining the exchange rate, is the date of initial recognition of the non-monetary asset or non-monetary liability arising from the payment or receipt of advance consideration.

The amendment will come into force from April 1, 2018. The Company does not expect the effect of this on the financial statements to be material based on preliminary evaluation.

In terms of our report on even date attached

|   |  |   |
|---|--|---|
| For <b>B S R &amp; Co. LLP</b><br>Chartered Accountants<br>Firm Registration No: 101248W/W-100022 | For and on behalf of the Board of Directors of<br><b>Repro India Limited</b><br>CIN: L22200MH1993PLC071431 |   |
| <b>Vijay Bhatt</b><br>Partner<br>Membership No: 036647  | <b>Sanjeev Vohra</b><br>Managing Director<br>DIN:00112352  | <b>Mukesh Dhruve</b><br>Director and CFO<br>DIN: 00081424         |
| Mumbai<br>Date: May 24, 2018  | Mumbai<br>Date: May 24, 2018   | <b>Kajal Damania</b><br>Company Secretary<br>Membership No: 29764 |

# INDEPENDENT AUDITORS' REPORT

**To the Members of**

**Repro India Limited**

## **Report on the Audit of Consolidated Ind AS Financial Statements**

We have audited the accompanying consolidated Ind AS financial statements of Repro India Limited (hereinafter referred to as "the Holding Company") and its subsidiaries, Repro Innovative Digiprint Limited and Repro Knowledgecast Limited (the Holding Company and its subsidiaries together referred to as "the Group"), which comprise the Consolidated balance sheet as at March 31, 2018, the Consolidated statement of profit and loss, Consolidated statement of changes in equity and the Consolidated cash flow statement, for the year then ended, including a summary of significant accounting policies and other explanatory information (hereinafter referred to as "the consolidated financial statements").

## **Management's Responsibility for the Consolidated Ind AS Financial Statements**

The Holding Company's Board of Directors is responsible for the preparation of these consolidated financial statements in terms of the requirements of the Companies Act, 2013 (hereinafter referred to as "the Act") that give a true and fair view of the consolidated state of affairs, consolidated profit and other comprehensive income, consolidated statement of changes in equity and consolidated cash flows of the Group in accordance with the accounting principles generally accepted in India, including the Indian Accounting Standards (Ind AS) specified under Section 133 of the Act. The respective Board of Directors of the companies included in the Group are responsible for maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding the assets of the Group and for preventing and detecting frauds and other irregularities; the selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and the 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 consolidated financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error, which have been used for the purpose of preparation of the consolidated financial statements by the Directors of the Holding Company, as aforesaid.

## **Auditor's Responsibility**

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. While conducting the audit, we have taken into account the provisions of the Act, the accounting and auditing standards and matters which are required to be included in the audit report under the provisions of the Act and the Rules made thereunder.

We conducted our audit in accordance with the Standards on Auditing specified under Section 143(10) of the Act. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and the disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal financial control relevant to the Holding Company's preparation of the consolidated financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of the accounting policies used and the reasonableness of the accounting estimates made, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence obtained by us, is sufficient and appropriate to provide a basis for our audit opinion on the consolidated financial statements.

## **Opinion**

In our opinion and to the best of our information and according to the explanations given to us and based on the consideration of reports of other auditors on separate Ind AS financial statements and on the other financial information of the subsidiaries, the aforesaid consolidated 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, of the consolidated state of affairs of the Group as at March 31, 2018, and their consolidated profit and other comprehensive income, consolidated statement of changes in equity and consolidated cash flows for the year ended on that date.

## **Other matter**

We did not audit the financial statements of two subsidiaries included in the consolidated Ind AS financial statements, whose financial statements reflect total assets of ₹ 5,829.94 lakhs as at March 31, 2018, total revenue

of ₹ 6,628.37 lakhs and net cash outflows amounting to ₹ 34.23 Lakhs for the year ended on that date, as considered in the consolidated financial statements. These financial statements and other financial information have been audited by other auditors whose reports has been furnished to us by the management and our opinion on the consolidated Ind AS financial statements, in so far as it relates to the amounts and disclosures included in respect of these subsidiaries and our report in terms of Section 143(3) of the Act, in so far as it relates to the aforesaid subsidiaries, is based solely on the report of such other auditors. Our opinion is not modified in respect of this matter.

#### Report on Other Legal and Regulatory Requirements

1. As required by Section 143(3) of the Act, based on our audit and on the consideration of report of other auditors on separate financial statements and other financial information of subsidiaries, as noted in the 'Other matters' paragraph, 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 purposes of our audit of the aforesaid consolidated financial statements.
  - b) In our opinion, proper books of account as required by law relating to preparation of the aforesaid consolidated financial statements have been kept so far as it appears from our examination of those books.
  - c) Independent Auditors' Report (Continued)
  - d) The Consolidated balance sheet, the Consolidated statement of profit and loss, the Consolidated statement of changes in equity and the Consolidated cash flow Statement dealt with by this Report are in agreement with the relevant books of account maintained for the purpose of preparation of the consolidated financial statements.
  - e) In our opinion, the aforesaid consolidated financial statements comply with the Indian Accounting Standards (Ind AS) specified under Section 133 of the Act.
  - f) On the basis of the written representations received from the directors of the Holding Company as on 31 March 2018 taken on record by the Board of Directors of the Holding Company and the reports of the statutory auditors of its subsidiary companies incorporated in India, none of the directors of the Group companies is disqualified as on March 31, 2018 from being appointed as a director in terms of Section 164(2) of the Act.
  - g) With respect to the adequacy of the internal financial controls with reference to financial statements of the Group and the operating effectiveness of such controls, refer to our separate Report in "Annexure A" and
  - h) With respect to the other matters to be included in the Auditor's Report in accordance with Rule 11 of the Companies (Audit and Auditor's) Rules, 2014, in our opinion and to the best of our information and according to the explanations given to us and based on the consideration of the report of the other auditors on separate financial information of the subsidiaries, as noted in the 'Other Matters' paragraph:
    - i. The consolidated Ind AS financial statements disclose the impact of pending litigations on the consolidated financial position of the Group. Refer Note 43 to the consolidated financial statements.
    - ii. The Group did not have any long-term contracts including derivative contracts, requiring provisions under any Act or accounting standard for any material foreseeable losses.
    - iii. There are no amounts which are required to be transferred to the Investor Education and Protection Fund by the Group during the year ended March 31, 2018.
    - iv. The disclosures in the consolidated financial statements regarding holdings as well as dealings in specified bank notes during the period from 8 November 2016 to 30 December 2016 have not been made since they do not pertain to the financial year ended March 31, 2018. However, amounts as appearing in the audited consolidated financial statements for the period ended 31 March 2017 have been disclosed.

For B S R & Co. LLP

Chartered Accountants

Firm's Registration No: 101248W/W-100022

Vijay Bhatt

Partner

Membership No: 036647

Mumbai

24 May 2018

## **ANNEXURE A TO THE INDEPENDENT AUDITORS' REPORT ON THE CONSOLIDATED IND AS FINANCIAL STATEMENTS**

(Referred to in our report of even date)

### **Report on the Internal Financial Controls under Clause (i) of Sub-section 3 of Section 143 of the Act**

In conjunction with our audit of the consolidated Ind AS financial statements of Repro India Limited (hereinafter referred to as "the Holding Company") as of and for the year ended 31 March 2018, we have audited the internal financial controls over financial reporting of Repro India Limited and its subsidiary companies (collectively referred to as "the Group") which are companies incorporated in India, as of that date.

#### **Management's Responsibility for Internal Financial Controls**

The respective Board of Directors of the Holding Company and its subsidiary companies, which are companies incorporated in India, are responsible for establishing and maintaining internal financial controls based on the internal control over financial reporting criteria established by the Group 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 ('the ICAI'). 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, including adherence to company's policies, 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 Act.

#### **Auditors' Responsibility**

Our responsibility is to express an opinion on the Group's internal financial controls over financial reporting 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") and the Standards on Auditing, issued by the ICAI and deemed to be prescribed under Section 143(10) of the Act, to the extent applicable to an audit of internal financial controls, both applicable to an audit of Internal Financial Controls and, both issued by the ICAI. 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 Group'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 authorizations of management and directors of the company; and
- 3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

### **Inherent 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, the Holding Company and its subsidiary companies, which are companies incorporated in India, have, 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 31 March 2018, 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 ICAI.

For **B S R & Co. LLP**

Chartered Accountants

Firm's Registration No: 101248W/W-100022

Mumbai  
24 May 2018

**Vijay Bhatt**

Partner

Membership No: 036647



# CONSOLIDATED BALANCE SHEET

## AS AT 31 MARCH, 2018

|  | Notes | Amount Rupees in Lakhs  |                         |                        |
|--|-------|-------------------------|-------------------------|------------------------|
|  |       | As at<br>March 31, 2018 | As at<br>March 31, 2017 | As at<br>April 1, 2016 |
| <b>ASSETS</b>                                |       |                         |                         |                        |
| <b>(1) Non-current assets</b>                |       |                         |                         |                        |
| Property, Plant and Equipment                | 2a    | 22,513.93               | 22,521.67               | 22,649.34              |
| Capital work-in-progress                     | 2a    | 99.08                   | 418.38                  | 465.71                 |
| Goodwill                                     | 35    | 109.67                  | 109.67                  | 109.67                 |
| Other Intangible assets                      | 2b    | 524.17                  | 626.05                  | 622.92                 |
| <b>Financial Assets</b>                      |       |                         |                         |                        |
| Loans  | 3     | 206.70                  | 2,289.57                | 193.14                 |
| Other financial asset                        | 4     | -                       | 20.08                   | 18.82                  |
| Deferred tax assets (net)                    | 31    | 2,482.45                | 2,312.67                | 2,135.17               |
| Income tax asset                             | 5     | 571.36                  | 585.71                  | 412.86                 |
| Other non-current assets                     | 6     | 478.15                  | 931.49                  | 317.64                 |
| <b>Total non current assets</b>              |       | <b>26,985.51</b>        | <b>29,815.29</b>        | <b>26,925.27</b>       |
| <b>(2) Current Assets</b>                    |       |                         |                         |                        |
| Inventories                                  | 7     | 4,365.82                | 3,497.09                | 4,805.06               |
| <b>Financial Assets</b>                      |       |                         |                         |                        |
| Trade receivables                            | 8     | 8,963.29                | 9,020.30                | 9,120.81               |
| Cash and cash equivalents                    | 9     | 158.74                  | 172.50                  | 939.43                 |
| Other bank balances                          | 10    | 58.26                   | 113.17                  | 45.61                  |
| Loans  | 11    | 95.85                   | 120.71                  | 541.77                 |
| Other financial asset                        | 12    | 192.55                  | 269.19                  | 323.62                 |
| Assets for current tax (net)                 |       | -                       | -                       | 14.55                  |
| Other current assets                         | 13    | 1,009.25                | 1,138.75                | 1,665.53               |
| <b>Total current assets</b>                  |       | <b>14,843.76</b>        | <b>14,331.71</b>        | <b>17,456.38</b>       |
| <b>TOTAL ASSETS</b>                          |       | <b>41,829.27</b>        | <b>44,147.00</b>        | <b>44,381.65</b>       |
| <b>EQUITY AND LIABILITIES</b>                |       |                         |                         |                        |
| <b>(1) Equity</b>                            |       |                         |                         |                        |
| Equity share capital                         | 14    | 1,149.64                | 1,090.38                | 1,090.38               |
| Other equity                                 | 15    | 20,135.84               | 14,502.53               | 14,923.76              |
| Money received against share warrants        |       | 1,000.00                | -                       | -                      |
| Equity Attributable to Owners of the Company |       |                         |                         |                        |
| Non-controlling interest                     |       | -                       | -                       | -                      |
| <b>Total equity</b>                          |       | <b>22,285.48</b>        | <b>15,592.91</b>        | <b>16,014.14</b>       |
| <b>(2) Non current liabilities</b>           |       |                         |                         |                        |
| <b>Financial liabilities</b>                 |       |                         |                         |                        |
| Borrowings                                   | 16    | 2,460.86                | 4,845.67                | 4,429.22               |
| Provisions                                   | 18    | 454.61                  | 541.41                  | 731.34                 |
| Other non-current liabilities                | 17    | -                       | -                       | 6.80                   |
| <b>Total non current liabilities</b>         |       | <b>2,915.47</b>         | <b>5,387.08</b>         | <b>5,167.36</b>        |
| <b>(3) Current liabilities</b>               |       |                         |                         |                        |
| <b>Financial liabilities</b>                 |       |                         |                         |                        |
| Borrowings                                   | 19    | 9,350.00                | 16,142.93               | 16,271.18              |
| Trade payables                               | 20    | 3,855.55                | 3,295.84                | 4,100.57               |
| Other financial Liabilities                  | 21    | 2,624.97                | 3,021.86                | 1,611.05               |
| Other current liabilities                    | 22    | 665.94                  | 530.87                  | 1,179.99               |
| Provisions                                   | 23    | 115.02                  | 158.66                  | 37.36                  |
| Liabilities for current tax (net)            |       | 16.84                   | 16.84                   | -                      |
| <b>Total Current liabilities</b>             |       | <b>16,628.32</b>        | <b>23,167.00</b>        | <b>23,200.15</b>       |
| <b>Total liabilities</b>                     |       | <b>19,543.79</b>        | <b>28,554.09</b>        | <b>28,367.51</b>       |
| <b>TOTAL EQUITY AND LIABILITIES</b>          |       | <b>41,829.27</b>        | <b>44,147.00</b>        | <b>44,381.65</b>       |

**Significant accounting policies**

**Notes to the financial statement**

1  
2 to 50

The notes referred to above form an integral part of the financial statements.

In terms of our report on even date attached

**For B S R & Co. LLP**

Chartered Accountants

Firm Registration No: 101248W/W-100022

**For and on behalf of the Board of Directors of**

**Repro India Limited**

CIN: L22200MH1993PLC071431

**Vijay Bhatt**

Partner

Membership No: 036647

Mumbai

Date: May 24, 2018

**Sanjeev Vohra**

Managing Director

DIN:00112352

Mumbai

Date: May 24, 2018

**Mukesh Dhruve**

Director and CFO

DIN: 00081424

**Kajal Damania**

Company Secretary

Membership No: 29764

# STATEMENT CONSOLIDATED PROFIT AND LOSS FOR THE YEAR ENDED MARCH 31, 2018

Amount Rupees in Lakhs

|  | Notes                | For the year ended<br>March 31, 2018           | For the year ended<br>March 31, 2017 |
|--|----------------------|--|--------------------------------------|
| <b>Revenue</b>   |                      |  |                                      |
| 1. Revenue from Operations   | 24                   | 29,931.28                                      | 32,145.57                            |
| 2. Other income  | 25                   | 2,785.26                                       | 252.88                               |
| <b>3. Total Income (1+2)</b>   |                      | <b>32,716.54</b>                               | <b>32,398.46</b>                     |
| <b>4. Expenses</b>   |                      |  |                                      |
| Cost of materials consumed   | 26                   | 15,915.65                                      | 17,173.24                            |
| Changes in inventories of finished goods, work-in-progress                       | 27                   | 408.71   | 1,182.96                             |
| Finance costs  | 28                   | 1,279.56                                       | 1,576.39                             |
| Employee Benefits Expenses   | 29                   | 4,325.03                                       | 4,445.48                             |
| Depreciation and Amortization Expenses   | 2a                   | 1,417.15                                       | 1,422.52                             |
| Other Expenses   | 30                   | 7,879.91                                       | 6,851.74                             |
| <b>Total Expenses (4)</b>  |                      | <b>31,226.01</b>                               | <b>32,652.34</b>                     |
| <b>5. Profit/(loss) before Tax</b>   |                      | <b>1,490.53</b>                                | <b>(253.88)</b>                      |
| <b>6. Tax expense:</b>   |                      |  |                                      |
| Current Tax  |                      | -  | -                                    |
| Deferred Tax   | 31                   | (148.63)                                       | (198.65)                             |
| <b>7. Profit for the year</b>  |                      | <b>1,639.16</b>                                | <b>(55.23)</b>                       |
| <b>8. Other comprehensive income</b>   |                      |  |                                      |
| (i) Items that will not be reclassified to profit or loss                        |                      | 14.58  | 27.67                                |
| (ii) Income tax related to items that will not be reclassified to profit or loss |                      | -  | -                                    |
|  |                      | 14.58  | 27.67                                |
| <b>9. Total comprehensive income for the year</b>                                |                      | <b>1,653.74</b>                                | <b>(27.56)</b>                       |
| <b>Profit attributable to :</b>  |                      |  |                                      |
| Owners of the Company  |                      | 1,639.16                                       | (55.23)                              |
| Non-controlling interest   |                      | -  | -                                    |
| <b>Other comprehensive income attributable to:</b>                               |                      |  |                                      |
| Owners of the Company  |                      | 14.58  | 27.67                                |
| Non-controlling interest   |                      | -  | -                                    |
| <b>Total comprehensive income attributable to:</b>                               |                      |  |                                      |
| Owners of the Company  |                      | 1,653.74                                       | (27.56)                              |
| Non-controlling interest   |                      | -  | -                                    |
| <b>10. Earnings per equity share</b>   | 32                   |  |                                      |
| Basic earnings per share   |                      | 14.72  | (0.51)                               |
| Diluted earnings per share   |                      | 14.72  | (0.51)                               |
| <b>Significant accounting policies</b>   | 1                    |  |                                      |
| <b>Notes to the financial statement</b>  | 2 to 50              |  |                                      |
| The notes referred to above form an integral part of the financial statements.   |                      |  |                                      |
| In terms of our report on even date attached                                     |                      |  |                                      |
| For B S R & Co. LLP  |                      | For and on behalf of the Board of Directors of |                                      |
| Chartered Accountants  |                      | <b>Repro India Limited</b>                     |                                      |
| Firm Registration No: 101248W/W-100022   |                      | CIN: L22200MH1993PLC071431                     |                                      |
| <b>Vijay Bhatt</b>   | <b>Sanjeev Vohra</b> | <b>Mukesh Dhruve</b>                           |                                      |
| Partner  | Managing Director    | Director and CFO                               |                                      |
| Membership No: 036647  | DIN:00112352         | DIN: 00081424                                  |                                      |
| Mumbai   | Mumbai               | <b>Kajal Damania</b>                           |                                      |
| Date: May 24, 2018   | Date: May 24, 2018   | Company Secretary                              |                                      |
|  |                      | Membership No: 29764                           |                                      |

## CONSOLIDATED CASH FLOW STATEMENT FOR THE YEAR ENDED MARCH 31, 2018

Amount Rupees in Lakhs

|  | For the year ended<br>March 31, 2018 | For the year ended<br>March 31, 2017 |
|--|--------------------------------------|--------------------------------------|
| <b>Cash flow from operating activities</b>   |                                      |                                      |
| Profit / (loss) before tax   | 1,490.55                             | (253.86)                             |
| <b>Profit before tax</b>   | <b>1,490.55</b>                      | <b>(253.86)</b>                      |
| <b>Adjustments to reconcile profit before tax to net cash used in operating</b>  |                                      |                                      |
| Depreciation and impairment of of property, plant and equipment  | 1,417.14                             | 1,422.51                             |
| (Profit) / loss on sale of property, plant and equipment   | (88.50)                              | (24.27)                              |
| Unrealized foreign exchange (gain)   | (188.20)                             | (307.71)                             |
| Provision for Doubtful Debts   | (1,913.62)                           | 767.07                               |
| Expenses on Employee stock options   | 140.50                               | -                                    |
| Interest expense   | 1,158.62                             | 1,435.95                             |
| Other finance cost   | 120.94                               | 140.44                               |
| Interest income  | (609.54)                             | (182.69)                             |
| <b>Operating Profit before working capital changes</b>   | <b>1,527.89</b>                      | <b>2,997.44</b>                      |
| <b>Working capital adjustments</b>   |                                      |                                      |
| Increase / (Decrease) in trade payables  | 557.29                               | (801.22)                             |
| (Decrease) / Increase in provisions  | (43.64)                              | 121.30                               |
| (Decrease) in non-current provisions   | (72.23)                              | (162.25)                             |
| Increase / (Decrease) in other current liabilities   | 135.07                               | (656.00)                             |
| (Decrease) / Increase in Other financial Liabilities   | (487.08)                             | 1,410.89                             |
| Decrease / (Increase) in Bank balances   | 54.91                                | (67.55)                              |
| Decrease / (Increase) in trade receivables   | 2,248.55                             | (527.04)                             |
| (Increase) / Decrease in Inventories   | (868.73)                             | 1,307.97                             |
| Decrease / (Increase) in Long-Term Loans and Advances  | 2,082.88                             | (2,096.44)                           |
| Decrease / (Increase) in loans and advances  | 24.86                                | 421.05                               |
| Decrease / (Increase) in other assets  | 20.08                                | (1.25)                               |
| Decrease in other current assets   | 129.50                               | 526.77                               |
| Decrease / (Increase) in Other Non-Current Assets  | 453.34                               | (613.85)                             |
| Decrease in Other financial Assets   | 73.28                                | 54.43                                |
| <b>Cash generated from operations</b>  | <b>5,835.95</b>                      | <b>1,914.25</b>                      |
| Income tax paid  | (6.81)                               | (120.30)                             |
| <b>Net Cash Flow From Operating Activities</b>   | <b>5,829.14</b>                      | <b>1,793.95</b>                      |
| <b>Cash Flows from Investing Activities</b>  |                                      |                                      |
| Purchase of property, plant and equipment (including Intangible assets), Capital work in progress and Capital advances | (1,328.89)                           | (1,311.54)                           |
| Proceeds from Sale of property, plant and equipment  | 429.18                               | 85.17                                |
| Interest received  | 612.90                               | 182.69                               |
| <b>Net Cash Flow used in Investing Activities</b>  | <b>(286.81)</b>                      | <b>(1,043.68)</b>                    |

# CONSOLIDATED CASH FLOW STATEMENT FOR THE YEAR ENDED MARCH 31, 2018

Amount Rupees in Lakhs

|   | For the year ended<br>March 31, 2018 | For the year ended<br>March 31, 2017 |
|---|--------------------------------------|--------------------------------------|
| <b>Cash flows from financing activities</b>                     |                                      |                                      |
| Dividends paid on equity shares                                 | -                                    | (327.11)                             |
| Tax on equity dividend paid                                     | -                                    | (66.59)                              |
| Money received against share warrants                           | 1,000.00                             | -                                    |
| Proceeds from issuance of share capital including share premium | 3,898.32                             | -                                    |
| (Repayment of) / Proceeds from long-term borrowings (Net)       | (2,395.64)                           | 484.87                               |
| Proceeds from (Repayment of) short-term borrowings              | (6,869.40)                           | (31.98)                              |
| Interest paid   | (1,068.43)                           | (1,435.95)                           |
| Other finance cost  | (120.94)                             | (140.44)                             |
| <b>Net Cash Flow from Financing Activities</b>                  | <b>(5,556.09)</b>                    | <b>(1,517.20)</b>                    |
| Net increase in cash and cash equivalents                       | (13.76)                              | (766.93)                             |
| Cash and cash equivalents at the beginning of the year          | 172.50                               | 939.43                               |
| <b>Cash and Cash Equivalents as per Balance Sheet (Note 10)</b> | <b>158.74</b>                        | <b>172.50</b>                        |
| <b>Balance with banks</b>                                       |                                      |                                      |
| <b>With banks</b>   |                                      |                                      |
| In current account  | 131.08                               | 147.51                               |
| Cash on hand  | 27.66                                | 24.99                                |
| <b>Cash and cash equivalents as restated as at the year end</b> | <b>158.74</b>                        | <b>172.50</b>                        |

Significant accounting policies

- The above Cash flow Statement has been prepared under the "Indirect Method" as set out in the Accounting Standard (Ind AS) 7- Cash Flow statements prescribed under Section 133 of the Companies Act, 2013.

|                                       | March<br>31, 2018 | March 31, 2017 | April 1, 2016 |
|---------------------------------------|-------------------|----------------|---------------|
| Cash and cash equivalents includes :  |                   |                |               |
| Cash and bank balance (refer note 10) | 158.74            | 172.50         | 939.43        |
|                                       | 158.74            | 172.50         | 939.43        |

- Disclosure of changes in other assets and liabilities

|                      | March 31,<br>2017 | Cash Flows | Non cash<br>adjustments | March 31,<br>2018 |
|----------------------|-------------------|------------|-------------------------|-------------------|
| Long-term borrowing  | 4,845.67          | (2,395.64) | 10.84                   | 2,460.86          |
| Short-term borrowing | 16,142.93         | (6,869.40) | 76.46                   | 9,350.01          |

In terms of our report on even date attached  
For **B S R & Co. LLP**  
Chartered Accountants  
Firm Registration No: 101248W/W-100022

**Vijay Bhatt**  
Partner  
Membership No: 036647

Mumbai  
Date: May 24, 2018

For and on behalf of the Board of Directors of  
**Repro India Limited**  
CIN: L22200MH1993PLC071431

**Sanjeev Vohra**  
Managing Director  
DIN:00112352

Mumbai  
Date: May 24, 2018

**Mukesh Dhruve**  
Director and CFO  
DIN: 00081424

**Kajal Damania**  
Company Secretary  
Membership No: 29764

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY (SOCIE) FOR THE YEAR ENDED MARCH 31, 2018 STATEMENT OF CHANGES IN EQUITY (SOCIE)

| (a) Equity share capital                                 | As at March 31, 2018 |          | As at March 31, 2017 |          | Amount Rupees in Lakhs |          |
|--|----------------------|----------|----------------------|----------|------------------------|----------|
|  | No. of Shares        | Amount   | No. of Shares        | Amount   | As at April 1, 2016    | Amount   |
| Balance at the beginning of the reporting period Balance | 10,903,759.00        | 1,090.38 | 10,903,759           | 1,090.38 | 10,903,759             | 1,090.38 |
| Changes in equity share capital during the year          | 592,582              | 59.26    | -                    | -        | -                      | -        |
| Balance at the end of the reporting period               | 11,496,341.00        | 1,149.64 | 10,903,759           | 1,090.38 | 10,903,759             | 1,090.38 |

| (b) Other equity                                | Reserves & Surplus           |                           |                           |   |                               | Non controlling interest | Total Equity |
|---|------------------------------|---------------------------|---------------------------|---|-------------------------------|--------------------------|--------------|
|   | Securities Premium (Note 16) | Capital Reserve (Note 16) | General reserve (Note 16) | Surplus (Profit and loss balance) (Note 16) | Employee stock option reserve |                          |              |
| <b>Balance at April 1, 2016</b>                 | 3,936.29                     | 1.24                      | 2,020.17                  | 8,966.06                                    | -                             | -                        | 14,923.76    |
| Profit/(Loss) for the year                      | -                            | -                         | -                         | (55.21)                                     | -                             | -                        | (55.21)      |
| Other comprehensive income for the year         | -                            | -                         | -                         | 27.68                                       | -                             | -                        | 27.68        |
| <b>Total comprehensive income for the year</b>  | -                            | -                         | -                         | (27.53)                                     | -                             | -                        | (27.53)      |
| Dividend paid                                   | -                            | -                         | -                         | (327.11)                                    | -                             | -                        | (327.11)     |
| Dividend distribution tax paid                  | -                            | -                         | -                         | (66.59)                                     | -                             | -                        | (66.59)      |
| <b>Balance at March 31, 2017</b>                | 3,936.29                     | 1.24                      | 2,020.17                  | 8,544.83                                    | -                             | -                        | 14,502.53    |
| Profit for the year                             | -                            | -                         | -                         | 1,639.18                                    | -                             | -                        | 1,639.18     |
| Other comprehensive income for the year         | -                            | -                         | -                         | 14.57                                       | -                             | -                        | 14.57        |
| <b>Total comprehensive income for the year</b>  | -                            | -                         | -                         | 1,653.76                                    | -                             | -                        | 1,653.8      |
| Issue of equity shares net of expenses on issue | 3,839.06                     | -                         | -                         | -   | -                             | -                        | 3,839.1      |
| Employee stock option issued during the year    | -                            | -                         | -                         | -   | 140.50                        | -                        | 140.5        |
| <b>Balance at March 31, 2018</b>                | 7,775.35                     | 1.24                      | 2,020.17                  | 10,198.58                                   | 140.50                        | -                        | 20,135.84    |

In terms of our report on even date attached

|  |  |
|--|--|
| For B S R & Co. LLP<br>Chartered Accountants<br>Firm Registration No: 101248W/W-100022 | For and on behalf of the Board of Directors of<br><b>Repro India Limited</b><br>CIN: L22200MH1993PLC071431                     |
| <b>Vijay Bhatt</b><br>Partner<br>Membership No: 036647<br>Mumbai<br>Date: May 24, 2018 | <b>Sanjeev Vohra</b><br>Managing Director<br>DIN: 00112352<br>Mumbai<br>Date: May 24, 2018                                     |
|  | <b>Mukesh Dhruve</b><br>Director and CFO<br>DIN: 00081424<br><b>Kajal Damania</b><br>Company Secretary<br>Membership No: 29764 |

# NOTES TO THE CONSOLIDATED IND AS FINANCIAL STATEMENTS FOR THE YEAR ENDED MARCH 31, 2018

## Significant accounting policies

### 1 Reporting entity

The Consolidated Financial Statements comprise the financial statements of Repro India Limited (“the Company”) Repro Innovative Digiprint Limited (it’s subsidiary), and Repro Knowledgecast Limited (it’s subsidiary) the Company and its subsidiary are hereinafter referred to as “the Group”. The Group provides print solutions to client, which mainly includes value engineering, creative designing, pre-press, printing, post-press, knitting and assembly, warehousing, dispatch, database management, sourcing and procurement, localization and web based services.

### 2 Basis of preparation

#### A. Statement of compliance

These Consolidated financial statements have been prepared in accordance with the Indian Accounting Standards (hereinafter referred to as the ‘Ind AS’) as notified by Ministry of Corporate Affairs pursuant to section 133 of the Companies Act, 2013 read with Rule 3 of the Companies (Indian Accounting Standards) Rules, 2015 and Companies (Indian Accounting Standards) Amendment Rules, 2016 and other relevant provisions of the Act. In addition, the guidance notes/announcements issued by the Institute of Chartered Accountants of India (ICAI) are also applied.

These Consolidated financial statements for the year ended March 31, 2018 are the first the Group has prepared under Ind AS. For all periods up to and including the year ended March 31, 2017, the Group prepared its consolidated financial statements in accordance with the accounting standards notified under the Section 133 of the Companies Act, 2013, read together with paragraph 7 of the Companies (Accounts) Rules, 2014 (hereinafter referred to as ‘Previous GAAP’) used for its statutory reporting requirement in India immediately before adopting Ind AS. The Consolidated Financial statements for the year ended March 31, 2017 and the opening Balance Sheet as at April 1, 2016 have been restated in accordance with Ind AS for comparative information. Reconciliations and explanations of the effect of the transition from IGAAP to Ind AS on the Group’s Balance Sheet, Statement of Profit and Loss and Statement of Cash Flows are provided in note 39

These Consolidated financials statements have been approved for issue by the Board of Directors at their meeting held on 24th May 2018.

#### B. Functional and presentation currency

These consolidated financial statements are presented in Indian Rupees (INR), which is also the group’s functional currency.

All amounts have been rounded off to the lakhs unless otherwise indicated.

#### C. Basis of measurement

The consolidated financial statements have been prepared under the historical cost convention unless otherwise indicated. All assets and liabilities are classified as current or non-current as per the Group’s normal operating cycle, and the criteria set out in schedule III of the Companies Act, 2013. Based on the nature of products and time

lag between the acquisition of assets for processing and their realisation in cash and cash equivalents, 12 months period has been considered by the Group as its normal operating cycle.

#### **D. Key estimates and assumptions**

The preparation of consolidated financial statements requires the management to make judgments, estimates and assumptions that affect the reported amounts of revenues, expenses, assets and liabilities and the disclosure of contingent liabilities at the end of the reporting period. Although these estimates are based on the management's best knowledge of current events and actions, uncertainty about these assumptions and estimates could result in the outcomes requiring a material adjustment to the carrying amounts of assets or liabilities in future periods.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized prospectively.

##### **Assumptions and estimation uncertainties**

Information about assumptions and estimation uncertainties is included in the following notes:

Note 3.4 – Useful Lives of Property, Plant and Equipment

Note 3.12 – Measurement of defined benefit obligations: key actuarial assumptions

Note 3.13 – Recognition and measurement of provisions and contingencies

Note 3.14 – Recognition of Deferred Tax Assets

Note 3.1 – Provision for doubtful debts with expected credit loss model

#### **E. Measurement of fair values**

The Group's accounting policies and disclosures require the measurement of fair values for financial instruments.

The Group has an established control framework with respect to the measurement of fair values. The management regularly reviews significant unobservable inputs and valuation adjustments. If third party information, such as broker quotes or pricing services, is used to measure fair values, then the management assesses the evidence obtained from the third parties to support the conclusion that such valuations meet the requirements of Ind AS, including the level in the fair value hierarchy in which such valuations should be classified.

Fair values are categorized into different levels in a fair value hierarchy based on the inputs used in the valuation techniques as follows.

- Level 1: quoted prices (unadjusted) in active markets for identical assets or liabilities.
- Level 2: inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices).
- Level 3: inputs for the asset or liability that are not based on observable market data (unobservable inputs).

When measuring the fair value of an asset or a liability, the Group uses observable market data as far as possible. If the inputs used to measure the fair value of an asset or a liability fall into different levels of the fair value hierarchy, then the fair value measurement is categorized in its entirety in the same level of the fair value hierarchy as the lowest level input that is significant to the entire measurement. The Group recognizes transfers between levels of the fair value hierarchy at the end of the reporting period during which the change has occurred.

The Group has recognized certain assets at fair value and further information is included in the relevant notes.

## F. Principals of Consolidation

The Subsidiary considered in the preparation of these Consolidated Financial Statements are:

| Name of the Company                | Country of incorporation | 31-Mar-18 | 31-Mar-17 | 1-Apr-16 |
|------------------------------------|--------------------------|-----------|-----------|----------|
| Repro Innovative Digiprint Limited | India                    | 100%      | 74.80%    | 74.80%   |
| Repro Knowledgecast Limited        | India                    | 100%      | 100%      | 100%     |

Subsidiaries are entities that are controlled by the Company. Control exists when the Company is exposed to, or has rights, to variable returns from its involvement with the entity, and has the ability to affect those returns through power over the entity. In assessing control, potential voting rights are considered only if the rights are substantive.

The financial statements of Group and its subsidiaries have been consolidated on a line by line basis by adding together the book values of like, items of assets, liabilities, income and expenses after eliminating intro-group balances, intra-group transactions and unrealised profits. The statement of Profit and Loss and each component of other comprehensive income are attributed to the equity holders of the Group and to the non-controlling interests, even if this results in the non-controlling interest having deficit balance.

The Consolidated financial statements have been prepared using uniform accounting policies for like transactions and other events in similar circumstances. When necessary adjustments are made to the financial statements of subsidiaries to bring their accounting policies into line with the Group's accounting policies.

## 3 Significant accounting policies

### 3.1 Financial assets

#### (i) Initial recognition and measurement

Financial assets are recognized when the Group becomes a party to the contractual provisions of the instrument. On initial recognition, a financial asset is recognized at fair value, in case of financial assets which are recognized at fair value through profit and loss (FVTPL), its transaction cost is recognized in the statement of profit and loss. In other cases, the transaction cost is attributed to the acquisition value of the financial asset.

#### (ii) Classification and subsequent measurement

The Group classifies financial assets as subsequently measured at amortised cost, fair value through other comprehensive income (FVTOCI) or fair value through profit or loss (FVTPL) on the basis of both:

- business model for managing the financial assets, and
- the contractual cash flow characteristics of the financial asset.

A Financial Asset is measured at amortised cost if both of the following conditions are met:

- the financial asset is held within a business model whose objective is to hold financial assets in order to collect contractual cash flows, and
- the contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.



A financial asset is measured at fair value through other comprehensive income if both of the following conditions are met:

- (i) the financial asset is held within a business model whose objective is achieved by both collecting contractual cash flows and selling financial assets, and
- (ii) the contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

A Financial Asset shall be classified and measured at fair value through profit or loss (FVTPL) unless it is measured at amortised cost or at fair value through OCI.

All recognised financial assets are subsequently measured in their entirety at either amortised cost or fair value, depending on the classification of the financial assets.

(iii) Derecognition

The Group derecognizes a financial asset when the contractual rights to the cash flows from the financial asset expire, or it transfers the contractual rights to receive the cash flows from the asset.

(iv) Impairment of Financial Asset

The Group assesses at each balance sheet date whether there is objective evidence that a financial asset or a group of financial assets is impaired. A financial asset or a group of assets is impaired and impairment losses are incurred only if objective evidence of impairment as a result of one or more events that occurred after the initial recognition of the asset (a 'loss event') and that loss event or (events) has an impact on the estimated future cash flows of the financial asset or group of financial assets that can be reliably estimated

Financial assets, other than those at FVTPL, are assessed for indicators of impairment at the end of each reporting period. In case of trade receivables, the Group follows the simplified approach permitted by Ind AS 109 – Financial Instruments- for recognition of impairment loss allowance. The application of simplified approach does not require the Group to track changes in credit risk of trade receivable. The Group calculates the expected credit losses on trade receivables using a provision matrix on the basis of its historical credit loss experience.

### 3.2 Financial liabilities

(i) Initial recognition and measurement

A financial liability is recognized when the Group becomes a party to the contractual provisions of the instrument. Financial liabilities are classified as measured at amortized cost or FVTPL. A financial liability is classified as at FVTPL if it is classified as held for trading, or it is a derivative or it is designated as such on initial recognition.

(ii) Subsequent measurement

Financial liabilities at FVTPL are measured at fair value and net gains and losses, including any interest expense, are recognized in profit or loss. Other financial liabilities are subsequently measured at amortized cost using the effective interest method. Interest expense and foreign exchange gains and losses are recognized in profit or loss.

## (iii) Derecognition

A financial liability is derecognized when the obligation specified in the contract is discharged, cancelled or expires. The difference between the carrying amount of the financial liability de-recognised and the consideration paid and payable is recognised in the statement of profit and loss.

## (iv) Classification as Debt or Equity:

Debt and equity instruments, issued by the Group, are classified as either financial liabilities or as equity in accordance with the substance of the contractual arrangements and the definitions of a financial liability and an equity instrument.

**3.3 Offsetting of financial instruments**

Financial assets and financial liabilities are offset and the net amount is reported in the balance sheet if there is a currently enforceable legal right to offset the recognized amounts and there is an intention to settle on a net basis, to realize the assets and settle the liabilities simultaneously.

**3.4 Property, Plant and Equipment**

## (i) Recognition and measurement

Items of property, plant and equipment are measured at cost, less accumulated depreciation and accumulated impairment losses, if any.

Cost of an item of property, plant and equipment comprises its purchase price, including import duties and non-refundable purchase taxes, after deducting trade discounts and rebates, any directly attributable cost of bringing the item to its working condition for its intended use and estimated costs of dismantling and removing the item and restoring the site on which it is located.

Pre-operative expenses such as salaries, rent, octroi charges, brokerage, legal and professional fees, etc. incurred during installation period are capitalized under the respective asset head as part of the indirect installation cost, to the extent to which the expenditure is allocable / apportioned to the asset-head. In case of composite contract involving acquisition of Property, plant and equipment and providing services, the Property, plant and equipment are capitalized at the respective fair value of the asset acquired.

Stores and spares includes tangible items and are expected to be used for a period more than 1 year.

If significant parts of an item of property, plant and equipment have different useful lives, then they are accounted for as separate items (major components) of property, plant and equipment.

Any gain or loss on disposal of an item of property, plant and equipment is recognized in profit or loss.

Plant and Equipment which are not ready for intended use as on the date of Balance Sheet are disclosed as "Capital work-in-progress".

The residual values, useful lives and method of depreciation of property, plant and equipment are reviewed at each financial year end and adjusted prospectively, if appropriate.

Advances paid towards the acquisition of PPE outstanding at each reporting date are classified as capital advances under Other Non-Current Assets.

(ii) Transition to Ind AS

On transition to Ind AS, the Group has elected the option of fair value as deemed cost for all tangible assets as on date of transition i.e 1st April 2016. The Group has fair valued all tangible assets existing as on 1st April 2016 using an independent valuers report.

(iii) Subsequent expenditure

Subsequent expenditure is capitalized only if it is probable that future economic benefits associated with the expenditure will flow to the entity.

(iv) Depreciation

Depreciation on property, plant and equipment is provided using the Straight Line Method based on the useful life of the assets as estimated by the management and is charged to the Statement of Profit and Loss as per the requirement of Schedule II of the Companies Act, 2013. The estimate of the useful life of the assets has been assessed based on technical advice which considered the nature of the asset, the usage of the asset, expected physical wear and tear, the operating conditions of the asset, anticipated technological changes, manufacturers warranties and maintenance support, etc.

Leasehold improvements are amortized over the period of the lease or its estimated useful life whichever is lower.

Leasehold land is amortized on a straight line basis over the period of lease (95 years for land at Mahape, 77 years for land at Surat and 71 years for Land at Ginza).

The Group has used the following useful lives of the property, plant and equipment to provide depreciation.

| Sr. No. | Nature of Assets       | Estimated useful life of the Assets |
|---------|------------------------|-------------------------------------|
| 1       | Leasehold land         | as per lease period                 |
| 2       | Buildings              | 30 years                            |
| 3       | Plant and machinery    | 15 years                            |
| 4       | Office equipments      | 5 years                             |
| 5       | Furniture and fixtures | 10 years                            |
| 6       | Vehicles               | 10 years                            |
| 7       | Leasehold improvements | as per lease period                 |
| 8       | Stores and Spares      | 5 years                             |

### 3.5 Intangible assets

(i) Recognition and measurement

Intangible assets acquired separately are measured on initial recognition at cost.

Internally generated intangible assets, excluding capitalized development costs, are not capitalized and expenditure is reflected in the statement of profit and loss in the year in which the expenditure is incurred

The residual values, useful lives and method of depreciation of property, plant and equipment are reviewed at each financial year end and adjusted prospectively, if appropriate.

(ii) Subsequent expenditure

After initial recognition, intangible assets are carried at cost less accumulated amortization and accumulated impairment loss, if any.

Subsequent expenditure is capitalized only when it increases the future economic benefits embodied in the specific asset to which it relates.

(iii) Transition to Ind AS

On transition to Ind AS, the Group has elected to continue with the carrying value of all of its intangible assets recognized as at 1 April 2016, measured as per the IGAAP, and use that carrying value as the deemed cost of such intangible assets.

(v) Amortization

Intangible assets are amortized on a straight line basis over the estimated useful economic life. The Group uses a rebuttable presumption that the useful life of an intangible asset will not exceed ten years from the date when the asset is available for use. If the persuasive evidence exists to the affect that useful life of an intangible asset exceeds ten years, the Group amortizes the intangible asset over the best estimate of its useful life. Such intangible assets not yet available for use are tested for impairment annually, either individually or at the cash-generating unit level. All other intangible assets are assessed for impairment whenever there is an indication that the intangible asset may be impaired.

The estimated useful life of the assets are as follows

| Asset    | Useful life within (years) |
|----------|----------------------------|
| Software | 6                          |

### 3.6 Inventories

Raw materials, packing material, stores and spares has been valued at lower of cost and net realizable value. However, materials and other items held for use in the production of inventories are not written down below cost if the finished products in which they will be incorporated are expected to be sold at or above cost. Cost is determined on a FIFO basis.

Work-in-progress and finished goods has been valued at lower of cost and net realizable value. Cost includes materials and labour and a proportion of manufacturing overheads based on normal capacity. Cost is determined on FIFO basis.

Net realizable value is the estimated selling price in the ordinary course of business, less estimated cost of completion and estimated costs necessary to make the sale.

### 3.7 Investments

The Group has elected to continue with the carrying value of all its equity investments in subsidiaries as at the date of transition to Ind AS, measured as per the IGAAP and use that as the deemed cost as at the transition date pursuant to the exemption under Ind AS 101.

Investments in subsidiaries are carried at cost less accumulated impairment losses, if any. Where an indication of impairment exists, the carrying amount of the investment is assessed and written down immediately to its recoverable amount. On disposal of investments in subsidiaries, the difference between net disposal proceeds and the carrying amounts are recognized in the Statement of Profit and Loss.

### 3.8 Revenue

Revenue is recognized when the significant risks and rewards of ownership have been transferred to the buyer, recovery of the consideration is probable, the associated costs and possible return of goods can be estimated reliably, there is no continuing effective control over, or managerial involvement with, the goods, and the amount of revenue can be measured reliably.

(i) Sale of goods

Revenue from sale of goods in the ordinary activities is recognised when property in the goods or all significant risks and rewards of their ownership are transferred to the customer and it is probable that future economic benefits will flow to the entity. The Group collects applicable taxes on behalf of the government and therefore, these are not economic benefits flowing to the Group.

(ii) Rendering of services

Revenue from services is recognized as per completed service contract method.

(iii) Export Incentives

Export incentive principally comprises of duty drawback, Merchandise Exports from India scheme, focus market scheme and other benefits available to the Group based on guidelines formulated for the respective schemes by the government authorities. These incentives are recognized as revenue on accrual basis to the extent it is probable that realization is certain.

(iv) Recognition of dividend income, interest income

Dividend income is recognized in profit or loss on the date on which the Group's right to receive payment is established.

Interest income is recognised on accrual basis as per terms of relevant contracts or by using effective interest method, where applicable.

### 3.9 Government Grants :

Government Grants are recognised when there is a reasonable assurance that the same will be received and all attached conditions will be complied with. When the grant relates to an expense item, it is recognised in the Statement of Profit and Loss by way of a deduction to the related expense on a systematic basis over the periods that the related costs, for which it is intended to compensate, are expensed. When the grant relates to an asset, it is recognized as income on a systematic basis over the expected useful life of the related asset.

### 3.10 Borrowing cost

Borrowing cost includes interest, amortization of ancillary costs incurred in connection with the arrangement of borrowings and exchange differences arising from short term foreign currency borrowings to the extent they are regarded as an adjustment to the interest cost.

Borrowing costs directly attributable to the acquisition, construction or production of an asset that necessarily takes a substantial period of time to get ready for its intended use or sale are capitalized as part of the cost of the respective asset. All other borrowing costs are expensed in the period they occur.

The cost incurred for obtaining financing are deferred and amortised to interest expense using the effective interest method over the life of the related financing arrangement

### 3.11 Foreign currency transactions

(i) Initial recognition

Foreign currency transactions are recorded in the reporting currency, by applying to the foreign currency amount the exchange rate between the reporting currency and the foreign currency at the date of the transaction.

(ii) Conversion

Foreign currency monetary items are translated using the exchange rates prevailing at the reporting date. Non-monetary items which are carried in terms of historical cost denominated in a foreign currency are reported using the exchange rate at the date of the transaction and non-monetary items which

are carried at fair value or other similar valuation denominated in a foreign currency are reported using the exchange rates that existed when the values were determined.

(iii) Exchange difference

All exchange difference are accounted for in the Statement of Profit and Loss in the period in which they arise.

### 3.12 Employee benefits

(i) Short-term employee benefits

All employee benefits payable wholly within twelve months of rendering the service are classified short-term employee benefits and they are recognized in the year in which the employee renders the related services. For the amount expected to be paid, the Group recognize an undiscounted liability if they have a present legal or constructive obligation to pay the amount as a result of past service provided by employees, and the obligation can be estimated reliably.

(ii) Post-employment benefits:

Contributions payable to Government administered provident fund scheme, approved superannuation scheme, which are a defined contribution schemes, are charged to the statement of profit and loss as incurred.

The Group's gratuity scheme with Life Insurance Corporation of India is a defined benefit plan. The Group's net obligation in respect of the gratuity benefit scheme is calculated by estimating the amount of future benefit that employees have earned in return for their service in the current and prior periods; that benefit is discounted to determine its present value and the fair value of any plan assets is deducted. The present value of the obligation under such defined benefit plan is determined based on actuarial valuation carried out by an independent actuary at balance sheet date using the Projected Unit Credit Method which recognizes each period of service as giving rise to additional unit of employee benefit entitlement and measures each unit separately to build up the final obligation. The obligation is measured at the present value of the estimated future cash flows. The discount rates used for determining the present value of the obligation under defined benefit plan are based on the market yields on Government securities as at the balance sheet date. When the calculation results in a benefit to the Group, the recognized asset is limited to the net total of any unrecognized actuarial losses and past service costs and the present value of any future refunds from the plan or reductions in future contributions to the plan. Remeasurements as a result of experience adjustments and changes in actuarial assumptions are recognised in Other Comprehensive Income such accumulated re-measurement balances are never reclassified into the Statement of Profit and Loss subsequently.

(iii) Other long-term employee benefits

Compensated absences which are not expected to occur within twelve months after the end of the year in which the employee renders the related services are recognized as a liability at the present value of the estimated liability for leave as a result of services rendered by employees, which is determined at each balance sheet date based on an actuarial valuation by an independent actuary using the projected unit credit method. The discount rates used for determining the present value of the obligation under other long term employee benefits, are based on the market yields on Government of India securities as at the balance sheet date. Re-measurement gains and losses are recognized immediately in the Statement of profit and loss.

The Group presents the above liability/(asset) as current and non-current in the balance sheet as per actuarial valuation by the independent actuary.

**(iv) Employee Stock Option Plan**

Employees Stock Options Plans ("ESOPs"): The grant date fair value of options granted to employees is recognized as an employee expense, with a corresponding increase in equity, over the period that the employees become unconditionally entitled to the options. The expense is recorded for each separately vesting portion of the award as if the award was, in substance, multiple awards. The increase in equity recognized in connection with share based payment transaction is presented as a separate component in equity under "Employee Stock Options Outstanding reserve". The amount recognized as an expense is adjusted to reflect the actual number of stock options that vest.

**3.13 Provisions and contingent liabilities**

A provision is recognized if, as a result of a past event, the Group has a present obligation that can be estimated reliably, and it is probable that an outflow of economic benefits will be required to settle the obligation. Provisions are recognized at the best estimate of the expenditure required to settle the present obligation at the balance sheet date. If the effect of the time value of money is material, provisions are discounted.

A contingent liability exists when there is a possible but not probable obligation, or a present obligation that may, but probably will not, require an outflow of resources, or a present obligation whose amount cannot be estimated reliably. Contingent liabilities do not warrant provisions, but are disclosed unless the possibility of outflow of resources is remote. Contingent assets are neither recognized nor disclosed in the financial statements. However, contingent assets are assessed continually and if it is virtually certain that an inflow of economic benefits will arise, the asset and related income are recognized in the period in which the change occurs.

**3.14 Income Tax**

Tax expense comprises current and deferred tax. Current income-tax is measured at the amount expected to be paid to the tax authorities in accordance with the Income-tax Act, 1961 enacted in India and tax laws prevailing in the respective tax jurisdictions where the Group operates. The tax rates and tax laws used to compute the amount are those that are enacted or substantively enacted, at the reporting date.

**(i) Current Tax**

Current tax comprises the expected tax payable or receivable on the taxable income or loss for the year and any adjustment to the tax payable or receivable in respect of previous years. It is measured using tax rates enacted or substantively enacted at the reporting date. Current tax assets and current tax liabilities are offset only if there is a legally enforceable right to set off the recognized amounts, and it is intended to realize the asset and settle the liability on a net basis or simultaneously.

**(ii) Deferred Tax**

Deferred tax is recognized in respect of temporary differences arising between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. Deferred tax assets are recognized for unused tax losses, unused tax credits and deductible temporary differences to the extent that it is probable that future taxable profits will be available against which they can be used.

Deferred tax assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related tax benefit will be realized;

such reductions are reversed when the probability of future taxable profits improves. Unrecognized deferred tax assets are reassessed at each reporting date and recognized to the extent that it has become probable that future taxable profits will be available against which they can be used.

Deferred tax is measured at the tax rates that are expected to be applied to temporary differences when they reverse, using tax rates enacted or substantively enacted at the reporting date. The measurement of deferred tax reflects the tax consequences that would follow from the manner in which the Group expects, at the reporting date, to recover or settle the carrying amount of its assets and liabilities.

Deferred tax assets and liabilities are offset if there is a legally enforceable right to offset current tax liabilities and assets, and they relate to income taxes levied by the same tax authority on the same taxable entity, or on different tax entities, but they intend to settle current tax liabilities and assets on a net basis or their tax assets and liabilities will be realized simultaneously.

(iii) Minimum Alternate Tax (MAT):

MAT is recognised as an asset only when and to the extent there is convincing evidence that the Group will pay normal income tax during the specified period. In the year in which the MAT credit becomes eligible to be recognised, it is credited to the Statement of Profit and Loss and is considered as (MAT Credit Entitlement). The Group reviews the same at each Balance Sheet date and writes down the carrying amount of MAT Credit Entitlement to the extent there is no longer convincing evidence to the effect that the Group will pay normal Income Tax during the specified period. Minimum Alternate Tax (MAT) Credit are in the form of unused tax credits that are carried forward by the Group for a specified period of time, hence, it is presented as Deferred Tax Asset.

### 3.15 Operating segments

#### Identification of segments

Operating results are regularly reviewed by the Chief Operating decision maker ('CODM') who makes decision about resources to be allocated to the segments and assess its performance.

The Group operates in a single business segment in view of the nature of products and services provided. The Group prepares its segment information in conformity with the accounting policies adopted for preparing and presenting The Consolidated Financial Statements of the Group.

### 3.16 Earnings per share

Basic earnings per share are calculated by dividing the net profit or loss for the year attributable to equity shareholders (after deducting preference dividends and attributable taxes) by the weighted average number of equity shares outstanding during the year. Partly paid equity shares are treated as a fraction of an equity share to the extent that they are entitled to participate in dividends relative to a fully paid equity share during the reporting period. The weighted average number of equity shares outstanding during the year is adjusted for events such as bonus issue, bonus element in a rights issue, share split, and reverse share split (consolidation of shares), if any that have changed the number of equity shares outstanding, without a corresponding change in resources.

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



### 3.17 Cash and cash equivalents

Cash and cash equivalents in the balance sheet comprise cash on hand, bank balances and short-term deposits with an original maturity of three months or less, which are subject to an insignificant risk of changes in value. For the purpose of the Statement of cash flows, cash and cash equivalents consist of cash and short-term deposits, as defined above, net of outstanding bank overdrafts as they are considered an integral part of the Group's cash management.

### 3.19 Operating leases

Leases are classified as finance leases whenever the terms of lease transfer substantially all the risks and rewards of ownership to the lessee. Leases where a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases.

Operating lease payments are recognised as an expense in the Statement of Profit and Loss on a straight-line basis over the lease term except where another systematic basis is more representative of the time pattern in which economic benefits from leased assets are consumed. The aggregate benefit of incentives (excluding inflationary increases where rentals are structured solely to increase in line with the expected general inflation to compensate for the lessor's inflationary cost increases, such increases are recognised in the year in which the benefits accrue) provided by the lessor is recognised as a reduction of rental expense over the lease term on a straight-line basis.

### 3.18 Impairment of non-Financial assets:

At the end of each reporting period, the Group reviews the carrying amounts of non-financial assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any). When it is not possible to estimate the recoverable amount of an individual asset, the Group estimates the recoverable amount of the cash-generating unit to which the asset belongs. When a reasonable and consistent basis of allocation can be identified, corporate assets are also allocated to individual cash-generating units, or otherwise they are allocated to the smallest group of cash-generating units for which a reasonable and consistent allocation basis can be identified.

Recoverable amount is the higher of fair value less costs of disposal and value in use. In assessing the value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects the current market assessments of the time value of money and the risks specific to the asset for which the estimates of future cash flows have not been adjusted.

If the recoverable amount of an asset (or cash-generating unit) is estimated to be less than its carrying amount, the carrying amount of the asset (or cash-generating unit) is reduced to its recoverable amount. An impairment loss is recognised immediately in the Statement of Profit and Loss, unless the relevant asset is carried at a revalued amount, in which case the impairment loss is treated as a revaluation decrease.

When an impairment loss subsequently reverses, the carrying amount of the asset (or a cash-generating unit) is increased to the revised estimate of its recoverable amount, but so that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset (or cash-generating unit) in prior years. A reversal of an impairment loss is recognised immediately in the Statement of Profit and Loss, unless the relevant asset is carried at a revalued amount, in which case the reversal of the impairment loss is treated as a revaluation increase.

**2a Property, plant and equipment**

Amount Rupees in Lakhs

| Description   | Leasehold Land*  | Buildings       | Plant and<br>Machineries | Office<br>Equipments | Furniture<br>and<br>Fixtures | Vehicles**   | Leasehold<br>Improvements | TOTAL            |
|---|------------------|-----------------|--------------------------|----------------------|------------------------------|--------------|---------------------------|------------------|
| Cost as at April 1, 2017                                  | 12,137.67        | 2,733.44        | 7,246.51                 | 436.72               | 126.40                       | 55.11        | 992.67                    | 23,728.52        |
| Additions   | -                | 22.71           | 773.72                   | 49.67                | 18.31                        | -            | 528.25                    | 1,392.66         |
| Deletions   | -                | 84.27           | 137.38                   | 0.95                 | -                            | -            | -                         | 222.60           |
| <b>Cost as at March 31, 2018 (A)</b>                      | <b>12,137.67</b> | <b>2,671.88</b> | <b>7,882.85</b>          | <b>485.44</b>        | <b>144.71</b>                | <b>55.11</b> | <b>1,520.92</b>           | <b>24,898.58</b> |
| Accumulated depreciation as at April 1, 2017              | 166.06           | 144.76          | 474.52                   | 85.39                | 16.39                        | 17.24        | 302.48                    | 1,206.84         |
| Depreciation for the year                                 | 163.12           | 149.07          | 468.37                   | 41.49                | 10.52                        | 3.69         | 359.86                    | 1,196.12         |
| Deletions   | -                | 3.00            | 14.87                    | 0.44                 | -                            | -            | -                         | 18.31            |
| <b>Accumulated depreciation as at March 31, 2018 (B)</b>  | <b>329.18</b>    | <b>290.83</b>   | <b>928.02</b>            | <b>126.44</b>        | <b>26.91</b>                 | <b>20.93</b> | <b>662.34</b>             | <b>2,384.65</b>  |
| <b>Net carrying amount as at March 31, 2018 (A) - (B)</b> | <b>11,808.49</b> | <b>2,381.05</b> | <b>6,954.83</b>          | <b>359.00</b>        | <b>117.80</b>                | <b>34.18</b> | <b>858.58</b>             | <b>22,513.93</b> |

Following are the changes in the carrying value of property, plant and equipment for the year ended March 31, 2017:

| Description   | Leasehold Land*  | Buildings       | Plant and<br>Machineries | Office<br>Equipments | Furniture<br>and<br>Fixtures | Vehicles**   | Leasehold<br>Improvements | TOTAL            |
|---|------------------|-----------------|--------------------------|----------------------|------------------------------|--------------|---------------------------|------------------|
| <b>Cost as at April 1, 2016</b>                           | 12,137.67        | 2,505.05        | 6,552.23                 | 391.83               | 108.11                       | 83.45        | 871.00                    | 22,649.34        |
| Additions   | -                | 228.39          | 720.06                   | 45.80                | 18.29                        | 6.15         | 121.67                    | 1,140.36         |
| Deletions   | -                | -               | 25.78                    | 0.90                 | -                            | 34.50        | -                         | 61.18            |
| <b>Cost as at March 31, 2017 (A)</b>                      | <b>12,137.67</b> | <b>2,733.44</b> | <b>7,246.51</b>          | <b>436.73</b>        | <b>126.40</b>                | <b>55.10</b> | <b>992.67</b>             | <b>23,728.52</b> |
| Accumulated depreciation as at April 1, 2016              | -                | -               | -                        | -                    | -                            | -            | -                         | -                |
| Depreciation for the year                                 | 166.06           | 144.76          | 474.52                   | 85.39                | 16.39                        | 17.24        | 302.48                    | 1,206.85         |
| Deletions   | -                | -               | -                        | -                    | -                            | -            | -                         | -                |
| <b>Accumulated depreciation as at March 31, 2017 (B)</b>  | <b>166.06</b>    | <b>144.76</b>   | <b>474.52</b>            | <b>85.39</b>         | <b>16.39</b>                 | <b>17.24</b> | <b>302.48</b>             | <b>1,206.85</b>  |
| <b>Net carrying amount as at March 31, 2017 (A) - (B)</b> | <b>11,971.61</b> | <b>2,588.68</b> | <b>6,772.00</b>          | <b>351.34</b>        | <b>110.01</b>                | <b>37.86</b> | <b>690.18</b>             | <b>22,521.67</b> |
| Net carrying amount as at April, 1 2015                   | 980.30           | 2,136.70        | 13,331.30                | 913.59               | 400.07                       | 280.72       | 980.45                    | 19,023.13        |

The Company has elected the option of fair value as deemed cost as on the date of transition to Ind AS i.e 1 April, 2016. This has resulted in net increase/(decrease) in the value of Property, plant and equipment with corresponding impact in the retained Earnings.

| Description              | Leasehold Land*  | Buildings       | Plant and Machineries | Office Equipments | Furniture and Fixtures | Vehicles**   | Leasehold Improvements | TOTAL            |
|--------------------------|------------------|-----------------|-----------------------|-------------------|------------------------|--------------|------------------------|------------------|
| Net block as per IGAAP   | 980.30           | 2,136.70        | 13,331.30             | 913.59            | 400.07                 | 280.72       | 980.45                 | 19,023.13        |
| Fair valuation impact    | 11,157.37        | 368.35          | (7,029.67)            | (521.75)          | (291.96)               | (197.28)     | (109.45)               | 3,375.61         |
| Other Ind AS adjustments | -                | -               | 250.60                | -                 | -                      | -            | -                      | 250.60           |
| <b>Total Gross Block</b> | <b>12,137.67</b> | <b>2,505.05</b> | <b>6,552.23</b>       | <b>391.84</b>     | <b>108.11</b>          | <b>83.44</b> | <b>871.00</b>          | <b>22,649.34</b> |

\* Leasehold land includes land taken on lease from MIDC for a period of 95 years at Mahape at gross block of ₹ 6,059.99 (31 March 2017: ₹ 6,059.99; 1 April 2016 : ₹ 6,059.99) and WDV of ₹ 5,898.26 (31 March 2017: ₹ 5,977.65) and land taken on lease from Diamond and Gem Development Corporation Ltd for a period 77 years at Surat at gross block of ₹ 4,577.68 (31 March 2017: ₹ 4,577.68, 1 April 2016 ₹ 4,577.68) and WDV of ₹ 4,449.27 (31 March 2017: ₹ 4,516.77) and land taken on lease from Diamond and Gem Development Corporation Ltd at Ginza for a period of 71 years of ₹ 1,500 (31 March 2017 : ₹ 1,500 , 1 April 2016 : ₹ 1,500 ) and WDV of ₹ 1,460.96 ( 31 March 2017 : ₹ 1,477.19)

\*\* Vehicles includes assets held in the name of employees for the beneficial interest of the Company deemed cost ₹ 28.37 (31 March 2017: ₹ 31.46 and 1 April 2016: ₹ 83.14 )

#### Capital work in progress

| Description                       | March 31, 2018 | March 31, 2017 | April 1, 2016 |
|-----------------------------------|----------------|----------------|---------------|
| Plant & Machinery and other works | 99.08          | 418.38         | 465.71        |

The Company has elected to use the exemption available under Ind AS 101 to continue the carrying value for all of its Capital work- in-progress as recognised in the financial statements as at the date of transition to Ind AS, measured as per the IGAAP and use that as its deemed cost as at the date of transition (1st April 2016).

**2b Other Intangible Assets**

| Descriptions  | Amount Rupees in Lakhs |               |
|---|------------------------|---------------|
|   | Software               | Total         |
| Cost as at April 1, 2017                                  | 841.71                 | 841.71        |
| Additions   | 119.12                 | 119.12        |
| Deletions   | -                      | -             |
| <b>Cost as at March 31, 2018 (A)</b>                      | <b>960.83</b>          | <b>960.83</b> |
| Accumulated amortisation as at April 1, 2017              | 215.66                 | 215.66        |
| Amortisation  | 221.00                 | 221.00        |
| Deletions   | -                      | -             |
| <b>Accumulated amortisation as at March 31, 2018 (B)</b>  | <b>436.66</b>          | <b>436.66</b> |
| <b>Net carrying amount as at March 31, 2018 (A) - (B)</b> | <b>524.17</b>          | <b>524.17</b> |

Following are the changes in the carrying value of intangible assets for the year ended March 31, 2017:

| Descriptions  | Software      | Total         |
|---|---------------|---------------|
| Cost as at April 1, 2016                                  | 622.92        | 622.92        |
| Additions   | 218.79        | 218.79        |
| Deletions   | -             | -             |
| <b>Cost as at March 31, 2017 (A)</b>                      | <b>841.71</b> | <b>841.71</b> |
| Accumulated amortisation as at April 1, 2016              | -             | -             |
| Amortisation for the year                                 | 215.66        | 215.66        |
| Deletions   | -             | -             |
| <b>Accumulated depreciation as at March 31, 2017 (B)</b>  | <b>215.66</b> | <b>215.66</b> |
| <b>Net carrying amount as at March 31, 2017 (A) - (B)</b> | <b>626.05</b> | <b>626.05</b> |

The Company has availed the deemed cost exemption in relation to the intangible assets on the date of transition and hence the net block carrying amount has been considered as the gross block carrying amount on that date. Below are the details for the gross block value and the accumulated amortisation on April 1, 2016 under the IGAAP.

| Descriptions             | Software      | Total         |
|--------------------------|---------------|---------------|
| Gross Block              | 2,242.14      | 2,242.14      |
| Accumulated amortisation | 1,619.22      | 1,619.22      |
| <b>Net Block</b>         | <b>622.92</b> | <b>622.92</b> |

| Particulars                                      | Amount Rupees in Lakhs  |                         |                        |
|--|-------------------------|-------------------------|------------------------|
|  | As at<br>March 31, 2018 | As at<br>March 31, 2017 | As at<br>April 1, 2016 |
| <b>3 Loans</b>                                   |                         |                         |                        |
| Security deposits                                | 205.62                  | 2,285.12                | 183.22                 |
| Loans to employees                               | 1.08                    | 4.45                    | 9.92                   |
|  | <b>206.70</b>           | <b>2,289.57</b>         | <b>193.14</b>          |
| <b>4 Other financial assets</b>                  |                         |                         |                        |
| Fixed deposit with banks for more than 12 months | -                       | 20.08                   | 18.82                  |
|  | <b>-</b>                | <b>20.08</b>            | <b>18.82</b>           |

Amount Rupees in Lakhs

| Particulars |   | As at<br>March 31, 2018 | As at<br>March 31, 2017 | As at<br>April 1, 2016 |
|-------------|---|-------------------------|-------------------------|------------------------|
| <b>5</b>    | <b>Income tax asset</b>   |                         |                         |                        |
|             | Income tax asset (net of provision)   | 571.36                  | 585.71                  | 412.86                 |
|             | Advance income-tax (net of provision for tax of ₹ 438.00 (March 31, 2017: ₹ 438.00, March 31, 2016 ₹ 2839.04 )                                  |                         |                         |                        |
|             |   | <b>571.36</b>           | <b>585.71</b>           | <b>412.86</b>          |
| <b>6</b>    | <b>Other non-current assets</b>   |                         |                         |                        |
|             | Prepaid Expenses  | 2.82                    | 313.47                  | 71.39                  |
|             | Balances with government authorities  | 418.71                  | 468.22                  | 176.12                 |
|             | Capital advances  | 47.26                   | 67.24                   | 20.72                  |
|             | Other advances  | 9.36                    | 38.09                   | 49.41                  |
|             | Export incentive receivable   | -                       | 44.47                   | -                      |
|             |   | <b>478.15</b>           | <b>931.49</b>           | <b>317.64</b>          |
| <b>7</b>    | <b>Inventories (valued at lower of cost and net realisable value)</b>   |                         |                         |                        |
|             | Raw materials and packing materials [includes Stock In Transit ₹ Nil (31 March 2017: ₹ 12.63; April 1, 2016: ₹ 132.09)]                         | 2,641.50                | 1,417.31                | 1,416.32               |
|             | Work-in-progress  | 1,238.27                | 166.76                  | 1,173.23               |
|             | Finished goods  | 332.48                  | 1,821.74                | 2,006.02               |
|             | Stores and spares   | 153.57                  | 91.28                   | 209.49                 |
|             |   | <b>4,365.82</b>         | <b>3,497.09</b>         | <b>4,805.06</b>        |
|             | In the year ended March 31, 2018, the provision for slow moving inventory amounted to ₹ 146.91, March 31 2017 ₹ Nil, (March 31 2016 : ₹ 180.00) |                         |                         |                        |
|             | Inventory charged to the statement of profit and loss   | 16,102.86               | 17,405.59               |                        |
| <b>8</b>    | <b>Trade receivables</b>  |                         |                         |                        |
|             | - Unsecured, Considered good  | 8,963.29                | 9,020.30                | 9,120.81               |
|             | - Considered Doubtful   | 3,396.16                | 6,904.09                | 6,300.63               |
|             |   | 12,359.45               | 15,924.39               | 15,421.44              |
|             | Less: Provision for doubtful debts  | 3,396.16                | 6,904.09                | 6,300.63               |
|             |   | <b>8,963.29</b>         | <b>9,020.30</b>         | <b>9,120.81</b>        |
| <b>9</b>    | <b>Cash and cash equivalents</b>  |                         |                         |                        |
|             | Balance with banks :  |                         |                         |                        |
|             | In current account  | 131.08                  | 147.51                  | 912.16                 |
|             | Cash on hand  | 27.66                   | 24.99                   | 27.27                  |
|             |   | <b>158.74</b>           | <b>172.50</b>           | <b>939.43</b>          |
| <b>10</b>   | <b>Other bank balances</b>  |                         |                         |                        |
|             | Margin money deposit  | 49.14                   | 102.06                  | 33.38                  |
|             | Unpaid dividend   | 9.12                    | 11.11                   | 12.23                  |
|             |   | <b>58.26</b>            | <b>113.17</b>           | <b>45.61</b>           |

| Amount Rupees in Lakhs   |                         |                         |                        |
|--|-------------------------|-------------------------|------------------------|
| Particulars  | As at<br>March 31, 2018 | As at<br>March 31, 2017 | As at<br>April 1, 2016 |
| <b>11 Loans : current</b>  |                         |                         |                        |
| Security deposits  | 48.39                   | 57.71                   | 421.36                 |
| Loans to employees   | 47.46                   | 63.00                   | 120.41                 |
|  | <b>95.85</b>            | <b>120.71</b>           | <b>541.77</b>          |
| <b>12 Other current financial assets</b>   |                         |                         |                        |
| Interest accrued on fixed deposits   | -                       | 3.36                    | 3.93                   |
| Other receivables for scrap and miscellaneous sales  | 192.55                  | 265.83                  | 319.69                 |
|  | <b>192.55</b>           | <b>269.19</b>           | <b>323.62</b>          |
| <b>13 Other current assets</b>   |                         |                         |                        |
| Prepaid expenses   | 74.01                   | 270.75                  | 130.45                 |
| Capital Advances   | 2.11                    | 1.63                    | 158.87                 |
| Advance to suppliers   | 574.70                  | 283.61                  | 206.77                 |
| Balances with government authorities   | -                       | 48.47                   | 392.87                 |
| Other receivables  | -                       | 37.26                   | -                      |
| Export incentive receivable  | 358.43                  | 497.03                  | 776.57                 |
|  | <b>1,009.25</b>         | <b>1,138.75</b>         | <b>1,665.53</b>        |
| <b>14 Share Capital</b>  |                         |                         |                        |
| <b>a. Authorised :</b>   |                         |                         |                        |
| 25,000,000 (31 March 2017: 25,000,000; 1 April 2016: 25,000,000) equity shares of ₹10 each               | 2,500.00                | 2,500.00                | 2,500.00               |
| <b>TOTAL</b>   | <b>2,500</b>            | <b>2,500.00</b>         | <b>2,500.00</b>        |
| <b>b. Issued and Subscribed and Paid up:</b>   |                         |                         |                        |
| 11,496,351 (31 March 2017: 10,903,759; 1 April 2016: 10,903,759) equity shares of ₹10 each fully paid up | 1,149.64                | 1,090.38                | 1,090.38               |
| <b>TOTAL</b>   | <b>1,149.64</b>         | <b>1,090.38</b>         | <b>1,090.38</b>        |

|   | For the year ended<br>March 31, 2018 | For the year ended<br>March 31, 2017 |
|---|--------------------------------------|--------------------------------------|
| <b>c. Reconciliation of number of shares outstanding at the beginning and end of the year :</b> |                                      |                                      |
| <b>Equity share :</b>   |                                      |                                      |
| Outstanding at the beginning of the year  | 10,903,759                           | 10,903,759                           |
| Equity Shares issued during the year in consideration for cash                                  | 592,592                              | -                                    |
| Outstanding at the end of the year  | <b>11,496,351</b>                    | <b>10,903,759</b>                    |

**d. Terms / Rights attached to equity shares**

**1. Terms / Rights attached to Equity shares**

The Company has a single class of equity shares. Accordingly, all equity shares rank equally with regard to dividend and share in the Company's residual assets. The equity shares are entitled to receive dividend as declared from time to time. The voting rights of an equity shareholder on a poll (not on show of hands) are in proportion to its share of the paid-up equity capital of the Company. Voting rights cannot be exercised in respect of shares on which any call or other sums presently payable have not been paid.

On winding up of the Company, the holders of the equity shares will be entitled to receive the residual assets of the Company, remaining after distribution of all Preferential amounts in proportion to the number of equity shares held.

**e. Shareholders holding more than 5% shares in the company is set out below:**

| Equity share                                       | As at<br>March 31, 2018 |                      | As at<br>March 31, 2017 |                      | As at<br>April 1, 2016 |                      |
|--|-------------------------|----------------------|-------------------------|----------------------|------------------------|----------------------|
|  | No. of<br>Shares        | No of<br>shares<br>% | No. of<br>Shares        | No of<br>shares<br>% | No. of<br>Shares       | No of<br>shares<br>% |
| Repro Enterprises Private Limited, holding company | 5,537,643               | 48.17%               | 5,537,643               | 50.79%               | 5,537,643              | 50.79%               |
| Sanjeev Vohra                                      | -                       | -                    | -                       | -                    | 573,036                | 5.26%                |
| Vijay Kishanlal Kedia                              | 738,928                 | 6.43%                | 673,416                 | 6.18%                | 557,209                | 5.11%                |

Amount Rupees in Lakhs

| Particulars   | As at<br>March 31, 2018 | As at<br>March 31, 2017 | As at<br>April 1, 2016 |
|---|-------------------------|-------------------------|------------------------|
| <b>15 Other equity</b>                              |                         |                         |                        |
| <b>A) Security premium reserve</b>                  |                         |                         |                        |
| Balance at the beginning of the year                | 3,936.29                | 3,936.29                | 3,936.29               |
| Add: Shares issued                                  | 3,940.74                | -                       | -                      |
| Less: share issue expenses                          | (101.67)                | -                       | -                      |
| Balance at the end of the year                      | 7,775.36                | 3,936.29                | 3,936.29               |
| <b>B) Capital Reserve</b>                           | 1.24                    | 1.24                    | 1.24                   |
| <b>C) General reserve</b>                           | 2,020.17                | 2,020.17                | 2,020.17               |
| <b>D) Employee Stock option reserve</b>             |                         |                         |                        |
| Balance at the beginning of the year                | -                       | -                       | -                      |
| Shares granted under ESOP Scheme (refer note no 34) | 140.50                  | -                       | -                      |
| Balance at the end of the year                      | 140.50                  | -                       | -                      |
| <b>E) Retained Earnings</b>                         |                         |                         |                        |
| Balance at the beginning of the year                | 8,544.83                | 8,966.06                | 8,966.98               |
| Add: Profit for the year                            | -                       | -                       | -                      |
| Less: Appropriations                                | -                       | -                       | -                      |
| Dividend paid                                       | -                       | (327.11)                | (0.92)                 |
| Dividend distribution tax paid                      | -                       | (66.59)                 | -                      |
| Profit for the year                                 | 1,653.74                | (27.53)                 | -                      |
| Balance at the end of the year                      | 10,198.57               | 8,544.83                | 8,966.06               |
|   | <b>20,135.84</b>        | <b>14,502.53</b>        | <b>14,923.76</b>       |

## Nature and purpose of reserves

### Capital reserve

The reserve comprises of profits/gains of capital nature earned by the Company and credited directly to such reserve.

### Security Premium

Security Premium is used to record the premium received on issue of shares. It is utilised in accordance with the provisions of the Companies Act 2013.

### General reserve

General reserve forms part of the retained earnings and is permitted to be distributed to shareholders as part of dividend.

### Employee stock option reserve

The Company has established equity settled share based payment plan for certain categories of employees of the company. Refer note 37 for further details on these plan

### Retained Earnings

Retained Earnings represents surplus/accumulated earnings of the Company and are available for distribution to shareholders.

### Dividends

The following dividends were declared and paid by the Company during the year

| Particulars  | As at<br>March 31, 2018 | As at<br>March 31, 2017 |
|--|-------------------------|-------------------------|
| ₹ Nil per equity share (31 March 2017: ₹ 3 per share)        | -                       | 327.11                  |
| Dividend distribution tax on dividend to equity shareholders | -                       | 66.59                   |
|  | -                       | 393.70                  |

The Board of Directors have not recommended any dividend for the ended March 31, 2018

|   | As at<br>March 31, 2018 | As at<br>March 31, 2017 | As at<br>April 01, 2016 |
|---|-------------------------|-------------------------|-------------------------|
| <b>16 Borrowings</b>                                |                         |                         |                         |
| <b>Term loans (Secured)</b>                         |                         |                         |                         |
| Foreign currency loan from banks (refer note below) | 2,455.12                | 4,816.68                | 4,390.01                |
| Vehicle Loans (refer note below)                    | 5.74                    | 14.81                   | 36.92                   |
| Repro Enterprises Private Limited                   | -                       | 14.18                   | 2.29                    |
|   | <b>2,460.86</b>         | <b>4,845.67</b>         | <b>4,429.22</b>         |



|   | As at<br>March 31, 2018           | As at<br>March 31, 2017  | As at<br>April 01, 2016 |
|---|-----------------------------------|--|-------------------------|
| <b>Foreign currency loans from banks including current maturities</b>   |                                   |  |                         |
| Security  | Rate of<br>Interest               | Repayment<br>Schedule  | loan period             |
| External commercial borrowings:<br>March 31, 2018 - ₹ 1214.16,<br>March 31, 2017 - ₹ 181.54, April 1,<br>2016 - ₹ 2166.87. Pari-passu first<br>charge on movable fixed assets<br>of the company, both present<br>and future and also mortgage<br>of Land and Buildings at Surat/<br>Undertaking from the Company<br>to not to mortgage/dispose any<br>property of the company without<br>prior consent of the lender.                     | 3 months<br>Libor + 2.40%<br>p.a. | 14 equal<br>quarterly<br>instalments<br>with<br>moratorium<br>period of 21<br>months | 5 years                 |
| External commercial borrowings:<br>March 31, 2018 - ₹ 1393.80, March<br>31, 2017 - ₹ 2084.10, April 1, 2016<br>₹ 2487.48 lakhs. Pari-passu first<br>charge on movable fixed assets of<br>the company, both present and<br>future and also mortgage of Land<br>and Building at Surat/Undertaking<br>from the Company   | 3 months<br>Libor + 2.10%<br>p.a. | 14 equal<br>quarterly<br>instalments<br>with<br>moratorium<br>period of 21<br>months | 5 years                 |
| Long term loan: March 31, 2018<br>- ₹ 1,351.62, March 31, 2017 -<br>₹ 1,658.28, April 1, 2016 - ₹ 689.86<br>Lakhs. Pari first Passu charge<br>on moveable fixed assets of the<br>company both present and future.<br>Undertaking from the company<br>not to mortgage/dispose any<br>property of the company without<br>prior consent of the lender.   | 3 months<br>Libor + 3.00%<br>p.a. | 16 equal<br>quarterly<br>instalments<br>with<br>moratorium<br>period of 12<br>months | 5 years                 |
| Long term loan: Pari-passu first<br>charge March 31, 2018 ₹ 978.55,<br>March 31, 2017 - ₹ 1,755.82,<br>on movable fixed assets of the<br>company, both present and future/<br>Undertaking from the Company<br>not to mortgage/dispose any<br>property of the company without<br>prior consent of the lender.<br>to not to mortgage/dispose any<br>property of the company without<br>prior consent of the lender<br>Loan period : 5 years | 3 months<br>Libor + 3.00%<br>p.a. | 14 equal<br>quarterly<br>instalments<br>with<br>moratorium<br>period of 21<br>months | 5 years                 |
| Buyers Credit - April 1, 2016 -<br>₹ 302.27 lakhs Standard Chartered<br>Bank - Project - JMD Machinery<br>Corporation Ltd., China. - USD<br>77047.50  | 3.37 % p.a                        | Bullet Payment<br>after 3 years  | 3 years                 |

|   | As at<br>March 31, 2018 | As at<br>March 31, 2017            | As at<br>April 01, 2016 |
|---|-------------------------|------------------------------------|-------------------------|
| Buyers Credit - April 1, 2016 - ₹ 51.11 Laks Standard Chartered Bank - Project - Ryobi MHI Graphic Technology Ltd., Japan. - USD 455685.61                          | 2.97% p.a               | Bullet<br>Payment after<br>3 years | 3 years                 |
| Vehicle loans from banks including current maturity   |                         |                                    |                         |
| Secured against vehicles acquired under the said loans Loan term: 5 years. March 31, 2018 - ₹ 5.74 Lakhs, March 31, 2017 ₹ 22.99 Lakhs, March 31, 2016 ₹ 36.72 Laks | 10.25%                  | 60 EMI of<br>₹ 0.85                | 5 years                 |
| Secured against vehicles acquired under the said loans Loan term : 3 years. March 31, 2017 - ₹ 13.92 Lakhs, March 31, 2016 - ₹ 1.69 lakhs                           | 10.24%                  | 36 EMI of<br>₹ 1.64                | 3 years                 |
| <b>17 Other Non-current liabilities</b>   |                         |                                    |                         |
| Advance from customers  | -                       | -                                  | 5.26                    |
| Creditors for capital goods   | -                       | -                                  | 1.54                    |
|   | -                       | -                                  | <b>6.80</b>             |
| <b>18 Provisions</b>  |                         |                                    |                         |
| Provision for employee benefits   |                         |                                    |                         |
| Gratuity (refer note 40)  | 365.18                  | 412.65                             | 568.47                  |
| Leave benefits  | 89.43                   | 128.76                             | 162.87                  |
|   | <b>454.61</b>           | <b>541.41</b>                      | <b>731.34</b>           |
| <b>19 Current Financial Liabilities - Borrowings</b>  |                         |                                    |                         |
| Loans repayable on demand   |                         |                                    |                         |
| Cash credit and overdraft facilities from banks (refer note a & c)  | 2,247.52                | 5,505.48                           | 543.39                  |
| Buyers credit from banks (refer note a & f)   | 716.12                  | 1,569.31                           | 710.06                  |
| Letter of credit from banks (refer note a & d)  | 1,353.25                | 2,017.10                           | 2,919.96                |
| Bills discounted (refer note a & g)   | (0.00)                  | 516.76                             | 2,861.93                |
| Packing credit loan from banks (refer note a & e)   | 3,435.27                | 4,834.28                           | 9,035.84                |
| Working capital demand loan (refer note a & b)  | 1,597.84                | 1,700.00                           | 200.00                  |
|   | <b>9,350.00</b>         | <b>16,142.93</b>                   | <b>16,271.18</b>        |

- a. Short Term Borrowings from banks are secured by hypothecation of stock, receivables and other current assets of the Company both present and future ranking pari passu with all banks.

- b. Working capital credit facility from State Bank of India is partly secured by second charge on the fixed assets of the Company ranking pari passu with all banks.
- c. Cash credit, bank overdraft and working capital demand loans from banks are repayable on demand and carry interest @10.25% to 14.00% p.a.
- d. Letter of credit are repayable within 90 days and carry interest @ 9.75% to 10.60%.
- e. Packing credit loans are repayable within 180 days and carry interest @ 2.50% to 4.30%.
- f. Buyers credit from banks carry interest @ LIBOR Plus 0.55% to 2.5% and repayable within 180 days
- g. Bills discounted from banks carry interest @10.25% to 14.00% p.a and repayable within 90 days

|  | As at<br>March 31, 2018 | As at<br>March 31, 2017 | As at<br>April 01, 2016 |
|--|-------------------------|-------------------------|-------------------------|
| <b>20 Trade payables</b>   |                         |                         |                         |
| Micro and small enterprises<br>(refer note 43)   | 0.40                    | 0.41                    | 2.19                    |
| Other trade payables   | 3,855.15                | 3,295.43                | 4,098.38                |
|  | <b>3,855.55</b>         | <b>3,295.84</b>         | <b>4,100.57</b>         |
| <b>21 Current - Other financial liabilities</b>  |                         |                         |                         |
| Current maturities of long-term loan from banks  | 2,534.02                | 2,638.04                | 1,167.48                |
| Unclaimed Dividend   | 9.12                    | 10.24                   | 10.77                   |
| Interest accrued but not due on borrowings   | 33.37                   | 123.56                  | 109.18                  |
| Bank overdraft   | -                       | 121.04                  | 257.85                  |
| Creditors for capital goods  | 23.81                   | 94.33                   | 55.69                   |
| Interest free security deposit from customers  | 24.65                   | 34.65                   | 10.08                   |
|  | <b>2,624.97</b>         | <b>3,021.86</b>         | <b>1,611.05</b>         |
| <b>22 Other current liabilities</b>  |                         |                         |                         |
| Advance from customers   | 200.77                  | 305.06                  | 1,000.94                |
| TDS payable  | 42.21                   | 65.04                   | 71.04                   |
| Service tax payable  | -                       | 18.33                   | -                       |
| Employee related statutory dues payable  | 36.29                   | 52.49                   | 48.38                   |
| Other statutory dues payable<br>(The above includes goods and services tax ₹ 243.73 and TDS ₹ 96.40) | 343.83                  | 89.95                   | 59.63                   |
| Other liabilities  | 42.84                   | -                       | -                       |
|  | <b>665.94</b>           | <b>530.87</b>           | <b>1,179.99</b>         |
| <b>23 Short term provisions</b>  |                         |                         |                         |
| Provision for employee benefits  |                         |                         |                         |
| - Gratuity (refer note 40)   | 100.87                  | 122.43                  | 31.54                   |
| - Leave benefits   | 14.15                   | 36.23                   | 5.82                    |
|  | <b>115.02</b>           | <b>158.66</b>           | <b>37.36</b>            |

| Particulars  | For the year ended<br>March 31, 2018 | For the year ended<br>March 31, 2017 |
|--|--------------------------------------|--------------------------------------|
| <b>24 Revenue from Operations</b>                                  |                                      |                                      |
| <b>A. Sales of products and Services</b>                           |                                      |                                      |
| Sale of products (net)   | 29,366.41                            | 30,690.28                            |
| Sale of Services   | 8.58                                 | 779.00                               |
|  | <b>29,374.99</b>                     | <b>31,469.28</b>                     |
| <b>B. Other operating revenue</b>                                  |                                      |                                      |
| Scrap sales  | 453.24                               | 395.58                               |
| Export incentives  | 103.05                               | 280.71                               |
|  | 556.29                               | 676.29                               |
| <b>Total</b>   | <b>29,931.28</b>                     | <b>32,145.57</b>                     |
| <b>25 Other Income</b>   |                                      |                                      |
| Interest income on financial assets measured at<br>amortised cost  |                                      |                                      |
| Bank deposits  | 13.92                                | 5.28                                 |
| Security deposits  | 567.84                               | 134.14                               |
| Insurance claim received   | 14.44                                | 16.73                                |
| Reversal of provision for doubtful debts                           | 1,913.61                             | -                                    |
| Gain on sale of property, plant and equipment<br>(net)             | 88.50                                | 24.27                                |
| Reversal of provision for Leave benefits                           | 22.61                                | -                                    |
| Interest income on Income tax refund                               | 27.79                                | 43.27                                |
| Foreign currency exchange gain (net)                               | 111.74                               | -                                    |
| Other non operating income   | 24.81                                | 29.19                                |
|  | <b>2,785.26</b>                      | <b>252.88</b>                        |
| <b>26 Cost of raw materials and packing materials<br/>consumed</b> |                                      |                                      |
| Opening stock  | 1,417.31                             | 1,540.95                             |
| Add: Purchases   | 17,139.84                            | 17,049.60                            |
|  | 18,557.15                            | 18,590.55                            |
| Less: Closing stock  | 2,641.50                             | 1,417.31                             |
|  | <b>15,915.65</b>                     | <b>17,173.24</b>                     |

| Particulars |  | For the year ended<br>March 31, 2018 | For the year ended<br>March 31, 2017 |
|-------------|--|--------------------------------------|--------------------------------------|
| <b>27</b>   | <b>Changes in inventories of finished goods and work in progress</b>             |                                      |                                      |
|             | <b>Opening Stock :</b>   |                                      |                                      |
|             | Work in progress (refer note 7)  | 157.72                               | 1,173.22                             |
|             | Finished goods (refer note 7)  | 1,821.74                             | 1,989.20                             |
|             |  | <b>1,979.46</b>                      | <b>3,162.42</b>                      |
|             | Less:  |                                      |                                      |
|             | <b>Closing Stock:</b>  |                                      |                                      |
|             | Work in progress (refer note 7)  | 1,238.27                             | 157.72                               |
|             | Finished goods (refer note 7)  | 332.48                               | 1,821.74                             |
|             |  | <b>1,570.75</b>                      | <b>1,979.46</b>                      |
|             | Changes In Inventories:  |                                      |                                      |
|             | Work in progress (refer note 7)  | (1,080.55)                           | 1,015.49                             |
|             | Finished goods (refer note 7)  | 1,489.26                             | 167.46                               |
|             | Changes in inventories of finished goods and work in progress                    | <b>408.71</b>                        | <b>1,182.96</b>                      |
| <b>28</b>   | <b>Finance Costs</b>   |                                      |                                      |
|             | Interest expense on financial liabilities measured at amortised cost             | 1,158.62                             | 1,435.95                             |
|             | Bank charges   | 72.52                                | 56.50                                |
|             | Exchange difference to the extent considered as an adjustment to borrowing costs | 48.42                                | 83.94                                |
|             |  | <b>1,279.56</b>                      | <b>1,576.39</b>                      |
| <b>29</b>   | <b>Employee benefit expense</b>  |                                      |                                      |
|             | Salaries, wages and bonus  | 3,925.83                             | 4,012.91                             |
|             | Contribution to provident and other funds  | 167.56                               | 274.74                               |
|             | Share based payment expense (refer note 34)                                      | 140.50                               | -                                    |
|             | Staff welfare expenses   | 88.46                                | 131.25                               |
|             | Leave benefits   | 2.67                                 | 26.58                                |
|             |  | <b>4,325.03</b>                      | <b>4,445.48</b>                      |

| Particulars                                 | For the year ended<br>March 31, 2018 | For the year ended<br>March 31, 2017 |
|---|--------------------------------------|--------------------------------------|
| <b>30 Other Expenses</b>                    |                                      |                                      |
| Consumption of stores and spares            | 187.21                               | 232.35                               |
| Power and fuel                              | 460.38                               | 752.98                               |
| Outsourcing charges                         | 1,228.61                             | 1,290.27                             |
| Print on demand impression charges          | 986.33                               | 5.24                                 |
| Hire charges                                | 51.22                                | 97.15                                |
| Commission on sales                         | 330.89                               | 102.62                               |
| Advertising and sales promotion             | 159.49                               | 326.09                               |
| Publisher expenses                          | -                                    | 248.94                               |
| Etail channel expenses                      | 943.78                               | 17.90                                |
| <b>Repairs and maintenance:</b>             |                                      |                                      |
| buildings                                   | 3.89                                 | 11.10                                |
| plant and machinery                         | 196.62                               | 136.98                               |
| others                                      | 242.87                               | 266.09                               |
| Payment to auditors (refer details below)   | 32.95                                | 27.18                                |
| Rates and taxes                             | 19.45                                | 39.24                                |
| Operating lease rent (refer note 41)        | 1,093.17                             | 744.08                               |
| Legal, professional and consultancy charges | 244.43                               | 196.22                               |
| Travelling and conveyance                   | 285.64                               | 269.66                               |
| Freight and forwarding charges              | 688.32                               | 964.14                               |
| Loading and unloading expenses              | 18.20                                | 24.49                                |
| Telephone charges                           | 58.27                                | 82.91                                |
| Insurance charges                           | 64.87                                | 92.38                                |
| Royalty                                     | 0.43                                 | 1.03                                 |
| Export credit insurance premium             | 14.80                                | 35.21                                |
| Directors' sitting fees                     | 9.80                                 | 7.24                                 |
| Artwork and design charges                  | 49.00                                | 15.33                                |
| Export Incentives written off               | 197.15                               | -                                    |
| Provision for doubtful debts                | -                                    | 767.07                               |
| Miscellaneous expenses                      | 312.14                               | 97.85                                |
|   | <b>7,879.91</b>                      | <b>6,851.73</b>                      |

| Payment to auditors (including taxes)      | For the<br>year ended<br>March 31, 2018 | For the<br>year ended<br>March 31, 2017 |
|--|---|---|
| <b>As auditor</b>                          |   |   |
| a) Fee for statutory audit                 | 15.85                                   | 14.53                                   |
| b) Fee for limited review                  | 11.40                                   | 10.35                                   |
| c) Fee for certification                   | 2.06                                    | 0.46                                    |
| <b>In other capacity</b>                   |   |   |
| d) Reimbursement of out of pocket expenses | 3.64                                    | 1.84                                    |
| <b>Total</b>                               | <b>32.95</b>                            | <b>27.18</b>                            |

31

Income taxes

Tax expense

(a) Amounts recognised in profit and loss

|                          | Amount Rupees in Lakhs               |                                      |
|--------------------------|--------------------------------------|--------------------------------------|
|                          | For the year ended<br>March 31, 2018 | For the year ended<br>March 31, 2017 |
| Current income tax       | (148.63)                             | (198.65)                             |
| Deferred tax expense     | (148.63)                             | (198.65)                             |
| Tax expense for the year |                                      |                                      |

(b) Amounts recognised in other comprehensive income

|   | For the year ended March 31, 2018 |                             |            | For the year ended March 31, 2017 |            |
|---|-----------------------------------|-----------------------------|------------|-----------------------------------|------------|
|   | Before tax                        | Tax<br>(expense)<br>benefit | Net of tax | Before tax                        | Net of tax |
| Items that will not be reclassified to profit or loss |                                   |                             |            |                                   |            |
| Remeasurements of the defined benefit plans           | (16.36)                           | -                           | (16.36)    | (42.55)                           | (42.55)    |
| Items that will be reclassified to profit or loss     | -                                 | -                           | -          | -                                 | -          |
|   | (16.36)                           | -                           | (16.36)    | (42.55)                           | (42.55)    |

(c) Reconciliation of effective tax rate

|   | For the year ended<br>March 31, 2018 | For the year ended<br>March 31, 2017 |
|---|--------------------------------------|--------------------------------------|
| <b>Profit before tax</b>  |                                      |                                      |
| Tax using the Company's domestic tax rate (March 31, 2018 : 34.61%, March 31, 2017 : 34.61%, April 1, 2016: 33.99%) | 1,490.55                             | (253.88)                             |
| <b>Tax effect of:</b>   | 515.85                               | (87.86)                              |
| Tax exempt income   | (122.18)                             | (52.29)                              |
| Permanent differences   | (5.57)                               | (67.77)                              |
| Others  | (536.73)                             | 9.27                                 |
| <b>Tax expense as per profit or loss</b>  | <b>(148.63)</b>                      | <b>(198.65)</b>                      |

## 31 Income taxes (continued)

| (d)                           | Movement in deferred tax balances       | For the year ended March 31, 2018 |                                    |                      |                      |   | Amount Rupees in Lakhs |                           |
|-------------------------------|---|-----------------------------------|------------------------------------|----------------------|----------------------|---|------------------------|---------------------------|
|                               |   | Net balance<br>April 1,<br>2017   | Recognised<br>in profit or<br>loss | Recognised<br>in OCI | Recognised<br>in OCI | Net deferred<br>tax asset/<br>liability | Deferred tax<br>asset  | Deferred tax<br>liability |
| <b>Deferred tax liability</b> |   |                                   |                                    |                      |                      |   |                        |                           |
|                               | Property, plant and equipment           | (3,497.61)                        | 3,346.91                           | -                    | -                    | (150.70)                                | -                      | (150.70)                  |
| <b>Deferred tax asset</b>     |   |                                   |                                    |                      |                      |   |                        |                           |
|                               | <b>Provision for doubtful debts</b>     | 2,399.29                          | (2,265.54)                         | -                    | -                    | 133.75                                  | 133.75                 | -                         |
|                               | Provision for employee benefit expenses | 240.94                            | (74.11)                            | -                    | -                    | 166.83                                  | 166.83                 | -                         |
|                               | Losses carried forward                  | 578.95                            | (396.85)                           | -                    | -                    | 182.10                                  | 182.10                 | -                         |
|                               | MAT Credit entitlement                  | 1,663.94                          | -                                  | -                    | -                    | 1,663.94                                | 1,663.94               | -                         |
|                               | Others                                  | 927.17                            | (461.77)                           | -                    | -                    | 486.53                                  | 486.53                 | -                         |
|                               | <b>Tax assets (Liabilities)</b>         | <b>2,312.67</b>                   | <b>148.65</b>                      | -                    | -                    | <b>2,482.44</b>                         | <b>2,633.14</b>        | <b>(150.70)</b>           |
|                               | Set off tax                             | -                                 | -                                  | -                    | -                    | -                                       | (150.70)               | 150.70                    |
|                               | <b>Net tax assets</b>                   | <b>2,312.67</b>                   | <b>148.65</b>                      | -                    | -                    | <b>2,482.44</b>                         | <b>2,482.44</b>        |                           |



31 Income taxes (continued)

(e) Movement in deferred tax balances

|   | For the year ended March 31, 2017 |                                    |                      |         |   |                                    |
|---|-----------------------------------|------------------------------------|----------------------|---------|---|------------------------------------|
|   | Net balance<br>April 1,<br>2016   | Recognised<br>in profit or<br>loss | Recognised<br>in OCI | Others  | Net deferred<br>tax asset/<br>liability | Deferred tax<br>asset<br>liability |
| <b>Deferred tax liability</b>           |                                   |                                    |                      |         |   |                                    |
| Property, plant and equipment           | (3,256.06)                        | (241.55)                           | -                    | -       | (3,497.61)                              | -                                  |
| <b>Deferred tax asset</b>               |                                   |                                    |                      |         |   |                                    |
| Provision for doubtful debts            | 2,180.52                          | 218.76                             | -                    | -       | 2,399.29                                | 2,399.29                           |
| Provision for employee benefit expenses | 240.94                            | -                                  | -                    | -       | 240.94                                  | 240.94                             |
| Losses carried forward                  | 336.36                            | 242.59                             | -                    | -       | 578.95                                  | 578.95                             |
| MAT Credit entitlement                  | 1,685.09                          | (21.15)                            | -                    | -       | 1,663.94                                | 1,663.94                           |
| Others                                  | 948.32                            | -                                  | -                    | (21.15) | 927.17                                  | 927.17                             |
| <b>Tax assets (Liabilities)</b>         | <b>2,135.17</b>                   | <b>198.65</b>                      | -                    | -       | <b>2,312.67</b>                         | <b>5,810.28</b>                    |
| Set off tax                             | -                                 | -                                  | -                    | -       | -                                       | <b>(3,497.61)</b>                  |
| <b>Net tax assets</b>                   | <b>2,135.17</b>                   | <b>198.65</b>                      | -                    | -       | <b>2,312.67</b>                         | <b>2,312.67</b>                    |

The Company offsets tax assets and liabilities if and only if it has a legally enforceable right to set off current tax assets and current tax liabilities and the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same tax authority.

Significant management judgement is required in determining provision for income tax, deferred income tax assets and liabilities and recoverability of deferred income tax assets. The recoverability of deferred income tax assets is based on estimates of taxable income and the period over which deferred income tax assets will be recovered. Any changes in future taxable income would impact the recoverability of deferred tax assets.

During the year, the Company has unused tax credits in respect of Minimum Alternative Tax (MAT credit) of ₹ 1663.93 (March 31, 2017 : ₹ 1685.09, April 1, 2016 ₹ 1,663.93) . The Company is reasonably certain of availing the said MAT credit in future years against the normal tax expected to be paid in those years.

### 32 Earnings per share (EPS)

Basic EPS amounts are calculated by dividing the profit for the year attributable to equity holders of the parent by the weighted average number of Equity shares outstanding during the year.

Diluted EPS amounts are calculated by dividing the profit attributable to equity holders of the parent (after adjusting for interest on the convertible preference shares) by the weighted average number of Equity shares outstanding during the year plus the weighted average number of Equity shares that would be issued on conversion of all the dilutive potential Equity shares into Equity shares.

#### i. Profit/(Loss) attributable to Equity share holders Amount Rupees in Lakhs

|   | March 31,<br>2018 | March 31,<br>2017 |
|---|-------------------|-------------------|
| <b>Profit/(Loss) attributable to equity share holders</b> | <b>1,639.16</b>   | <b>(55.23)</b>    |
| Weighted average number of ordinary shares                | 11,139,172        | 10,903,759        |
| <b>Basic earnings per share</b>                           | <b>14.72</b>      | <b>(0.51)</b>     |
| <b>Diluted earnings per share*</b>                        | <b>14.72</b>      | <b>(0.51)</b>     |

\* Conversion of warrants and Employee stock options has an anti-dilutive impact and thus effects of these anti-dilutive potential equity shares are ignored in calculating diluted earnings per share. Therefore, diluted EPS is considered same as Basic EPS for the year ended March 31, 2018 and March 31, 2017.

### 33 Related party relationships, transactions and balances

The table provides the information about the related party relationships as defined in Ind AS 24 : Related party Disclosures. The following table provides the total amount of transactions that have been entered into with related parties for the relevant financial year:

Amount Rupees in Lakhs

#### a. The following are the names of related parties where control exists:

| Name of the Related party         | Nature of Relationship   |
|-----------------------------------|--------------------------|
| Holding/ Subsidiary Company       |                          |
| Repro Enterprises Private Limited | Ultimate Holding company |
| Key Management Personnel          |                          |
| Mr. Vinod Vohra                   | Chairman                 |
| Mr. Sanjeev Vohra                 | Managing Director        |
| Mr. Rajeev Vohra                  | Director                 |
| Mr. Mukesh Dhruve                 | Director                 |
| Mr. Pramod Khera                  | Director                 |
| Dr. Jamshed J. Irani              | Non-Executive Director   |
| Mr. P. Krishnamurthy              | Non-Executive Director   |
| Mr. Alyque Padamsee               | Non-Executive Director   |
| Mr. Ullal R. Bhat                 | Non-Executive Director   |
| Mr. Dushyant Mehta                | Non-Executive Director   |
| Mrs. Mahalakshmi Ramadorai        | Non-Executive Director   |
| Ms. Bhumika Batra*                | Non-Executive Director   |

### Relatives of Key Management Personnel

|                         |   |
|-------------------------|---|
| Mrs. Renu Sanjeev Vohra | Wife of Mr. Sanjeev Vohra                     |
| Mrs. Renu Vinod Vohra   | Wife of Mr. Vinod Vohra                       |
| Mrs. Deepa Vohra        | Wife of Mr. Rajeev Vohra                      |
| Mrs. Shruti Dhruve      | Wife of Mr. Mukesh Dhruve                     |
| Mrs. Nita Khera         | Wife of Mr. Pramod Khera                      |
| Ms. Sonam Vohra         | Daughter of Mr. Sanjeev Vohra                 |
| Ms. Trisha Vohra        | Daughter of Mr. Sanjeev Vohra                 |
| Mr. Nirbhay Vohra       | Son of Mr. Sanjeev Vohra                      |
| Mr. Kunal Vohra         | Son of Mr. Rajeev Vohra                       |
| Mrs. Avinash Vohra      | Mother of Mr. Sanjeev, Vinod and Rajeev Vohra |

### Enterprises owned or significantly influenced by Key management personnel or their relatives under Ind AS 24

Trisna Trust

Zoyaksa Consultants Private Limited

Quadrum Solutions Private Limited

### Related party transactions and outstanding balances.

| Amount Rupees in Lakhs  |                |                 |                    |       |                 |   |       |                                      |
|-------------------------|----------------|-----------------|--------------------|-------|-----------------|---|-------|--------------------------------------|
| Name                    | Year Ended     | Holding company | Subsidiary company | KMP   | Relative of KMP | Enterprises Significantly influenced by KMP | Total | Receivable (Payable) at the year end |
| Remuneration            |                |                 |                    |       |                 |   |       |                                      |
| Mr. Vinod Vohra         | March 31, 2018 | -               | -                  | 1.93  | -               | -   | 1.93  | -                                    |
|                         | March 31, 2017 | -               | -                  | 23.14 | -               | -   | 23.14 | (9.29)                               |
|                         | April 01, 2016 | -               | -                  | -     | -               | -   | -     | (6.06)                               |
| Mr. Sanjeev Vohra       | March 31, 2018 | -               | -                  | 30.24 | -               | -   | 30.24 | (4.13)                               |
|                         | March 31, 2017 | -               | -                  | 23.00 | -               | -   | 23.00 | (8.48)                               |
|                         | April 01, 2016 | -               | -                  | -     | -               | -   | -     | (6.03)                               |
| Mr. Rajeev Vohra        | March 31, 2018 | -               | -                  | 30.24 | -               | -   | 30.24 | (0.51)                               |
|                         | March 31, 2017 | -               | -                  | 22.80 | -               | -   | 22.80 | (0.81)                               |
|                         | April 01, 2016 | -               | -                  | -     | -               | -   | -     | (5.97)                               |
| Mr. Mukesh Dhruve       | March 31, 2018 | -               | -                  | 25.57 | -               | -   | 25.57 | (1.03)                               |
|                         | March 31, 2017 | -               | -                  | 22.45 | -               | -   | 22.45 | (10.42)                              |
|                         | April 01, 2016 | -               | -                  | -     | -               | -   | -     | (5.91)                               |
| Mr. Pramod Khera        | March 31, 2018 | -               | -                  | 24.89 | -               | -   | 24.89 | -                                    |
|                         | March 31, 2017 | -               | -                  | 30.05 | -               | -   | 30.05 | -                                    |
|                         | April 01, 2016 | -               | -                  | -     | -               | -   | -     | (7.68)                               |
| Mrs. Renu Sanjeev Vohra | March 31, 2018 | -               | -                  | -     | -               | -   | -     | -                                    |
|                         | March 31, 2017 | -               | -                  | -     | 2.21            | -   | 2.21  | -                                    |
|                         | April 01, 2016 | -               | -                  | -     | -               | -   | -     | -                                    |
| Mr. Nirbhay Vohra       | March 31, 2018 | -               | -                  | -     | 5.47            | -   | 5.47  | -                                    |
|                         | March 31, 2017 | -               | -                  | -     | 4.92            | -   | 4.92  | -                                    |
|                         | April 01, 2016 | -               | -                  | -     | -               | -   | -     | -                                    |
| Ms. Trisha Vohra        | March 31, 2018 | -               | -                  | -     | 6.16            | -   | 6.16  | -                                    |
|                         | March 31, 2017 | -               | -                  | -     | 6.16            | -   | 6.16  | -                                    |
|                         | April 01, 2016 | -               | -                  | -     | -               | -   | -     | -                                    |

| Amount Rupees in Lakhs   |                |                 |                    |        |                 |   |        |                                      |
|--|----------------|-----------------|--------------------|--------|-----------------|---|--------|--------------------------------------|
| Name   | Year Ended     | Holding company | Subsidiary company | KMP    | Relative of KMP | Enterprises Significantly influenced by KMP | Total  | Receivable (Payable) at the year end |
| Mr. Kunal Vohra  | March 31, 2018 | -               | -                  | -      | 21.32           | -   | 21.32  | -                                    |
|  | March 31, 2017 | -               | -                  | -      | 12.38           | -   | 12.38  | -                                    |
|  | April 01, 2016 | -               | -                  | -      | -               | -   | -      | -                                    |
| Ms. Sonam Vohra  | March 31, 2018 | -               | -                  | -      | 5.41            | -   | 5.41   | -                                    |
|  | March 31, 2017 | -               | -                  | -      | 6.08            | -   | 6.08   | -                                    |
|  | April 01, 2016 | -               | -                  | -      | -               | -   | -      | -                                    |
| Total  | March 31, 2018 | -               | -                  | 112.88 | 38.36           | 0.00  | 151.24 | (5.67)                               |
|  | March 31, 2017 | -               | -                  | 121.45 | 31.75           | 0.00  | 153.20 | (29.00)                              |
|  | April 01, 2016 | -               | -                  | -      | -               | -   | -      | (31.66)                              |
| Compensation of Key management personnel of the company  |                |                 |                    |        |                 |   |        |                                      |
| Short-term   | March 31, 2018 | -               | -                  | 110.59 | 37.71           | -   | -      | -                                    |
| Employee Benefits  | March 31, 2017 | -               | -                  | 118.70 | 31.11           | -   | -      | -                                    |
| Post-Retirement  | March 31, 2018 | -               | -                  | 2.29   | 0.65            | -   | -      | -                                    |
| Benefits   | March 31, 2017 | -               | -                  | 2.75   | 0.65            | -   | -      | -                                    |
| Share-Based  | March 31, 2018 | -               | -                  | -      | -               | -   | -      | -                                    |
| Payments   | March 31, 2017 | -               | -                  | -      | -               | -   | -      | -                                    |
| Other Long-term  | March 31, 2018 | -               | -                  | -      | -               | -   | -      | -                                    |
| Benefits   | March 31, 2017 | -               | -                  | -      | -               | -   | -      | -                                    |
| Total  | March 31, 2018 | -               | -                  | 112.88 | 38.36           | -   | -      | -                                    |
|  | March 31, 2017 | -               | -                  | 121.45 | 31.75           | -   | -      | -                                    |
| Expenses towards gratuity and leave benefits are determined actuarially on an overall Company basis at the end of each year and, accordingly, have not been considered in the above information. |                |                 |                    |        |                 |   |        |                                      |
| Sitting fees to Non-executive directors  |                |                 |                    |        |                 |   |        |                                      |
| Dr. Jamshed J. Irani   | March 31, 2018 | -               | -                  | 0.75   | -               | -   | 0.75   | -                                    |
|  | March 31, 2017 | -               | -                  | 0.75   | -               | -   | 0.75   | -                                    |
| Mr. P. Krishnamurthy   | March 31, 2018 | -               | -                  | 1.80   | -               | -   | 1.80   | -                                    |
|  | March 31, 2017 | -               | -                  | 1.80   | -               | -   | 1.80   | -                                    |
| Mr. Alyque Padamsee  | March 31, 2018 | -               | -                  | 1.55   | -               | -   | 1.55   | -                                    |
|  | March 31, 2017 | -               | -                  | 1.50   | -               | -   | 1.50   | -                                    |
| Mr. Ullal R. Bhat  | March 31, 2018 | -               | -                  | 1.25   | -               | -   | 1.25   | -                                    |
|  | March 31, 2017 | -               | -                  | 1.25   | -               | -   | 0.50   | -                                    |
| Mr. Dushyant Mehta   | March 31, 2018 | -               | -                  | 1.25   | -               | -   | 1.25   | -                                    |
|  | March 31, 2017 | -               | -                  | 1.00   | -               | -   | 1.00   | -                                    |
| Mrs. Mahalakshmi Ramadorai   | March 31, 2018 | -               | -                  | 1.00   | -               | -   | 1.00   | -                                    |
|  | March 31, 2017 | -               | -                  | 0.50   | -               | -   | 0.50   | -                                    |
| Ms. Bhumika Batra*   | March 31, 2018 | -               | -                  | 0.75   | -               | -   | 0.75   | -                                    |
|  | March 31, 2017 | -               | -                  | 0.25   | -               | -   | 0.25   | -                                    |
| Total  | March 31, 2018 | -               | -                  | 8.35   | -               | -   | 8.35   | -                                    |
|  | March 31, 2017 | -               | -                  | 6.30   | -               | -   | 6.30   | -                                    |
| *Appointed as an Additional Director w.e.f. November 11, 2016.   |                |                 |                    |        |                 |   |        |                                      |
| Rent   |                |                 |                    |        |                 |   |        |                                      |
| Mrs. Nita Khara  | March 31, 2018 | -               | -                  | -      | 4.25            | -   | 4.25   | -                                    |
|  | March 31, 2017 | -               | -                  | -      | 8.50            | -   | 8.50   | -                                    |
|  | April 01, 2016 | -               | -                  | -      | -               | -   | -      | -                                    |
| Mrs. Shruti Dhruve   | March 31, 2018 | -               | -                  | -      | 18.00           | -   | 18.00  | -                                    |
|  | March 31, 2017 | -               | -                  | -      | 36.00           | -   | 36.00  | -                                    |
|  | April 01, 2016 | -               | -                  | -      | -               | -   | -      | -                                    |

| Amount Rupees in Lakhs                                      |                       |                 |                    |          |                 |   |                 |                                      |
|---|-----------------------|-----------------|--------------------|----------|-----------------|---|-----------------|--------------------------------------|
| Name  | Year Ended            | Holding company | Subsidiary company | KMP      | Relative of KMP | Enterprises Significantly influenced by KMP | Total           | Receivable (Payable) at the year end |
| Mrs. Renu Sanjeev Vohra                                     | March 31, 2018        | -               | -                  | -        | 18.00           | -   | 18.00           | (0.28)                               |
|   | March 31, 2017        | -               | -                  | -        | 36.00           | -   | 36.00           | (0.13)                               |
|   | April 01, 2016        | -               | -                  | -        | -               | -   | -               | -                                    |
| Mrs. Deepa Vohra  | March 31, 2018        | -               | -                  | -        | 27.60           | -   | 27.60           | -                                    |
|   | March 31, 2017        | -               | -                  | -        | 55.20           | -   | 55.20           | -                                    |
|   | April 01, 2016        | -               | -                  | -        | -               | -   | -               | -                                    |
| Mrs. Avinash Vohra  | March 31, 2018        | -               | -                  | -        | 3.00            | -   | 3.00            | -                                    |
|   | March 31, 2017        | -               | -                  | -        | 18.00           | -   | 18.00           | -                                    |
|   | April 01, 2016        | -               | -                  | -        | -               | -   | -               | -                                    |
| Mrs. Renu Vinod Vohra                                       | March 31, 2018        | -               | -                  | -        | 6.00            | -   | 6.00            | -                                    |
|   | March 31, 2017        | -               | -                  | -        | -               | -   | -               | -                                    |
|   | April 01, 2016        | -               | -                  | -        | -               | -   | -               | -                                    |
| Repro Enterprises Private Limited                           | March 31, 2018        | 105.53          | -                  | -        | -               | -   | 105.53          | -                                    |
|   | March 31, 2017        | 103.43          | -                  | -        | -               | -   | 103.43          | -                                    |
|   | April 01, 2016        | -               | -                  | -        | -               | -   | -               | (1.63)                               |
| Trisna Trust  | March 31, 2018        | -               | -                  | -        | -               | 91.46                                       | 91.46           | -                                    |
|   | March 31, 2017        | -               | -                  | -        | -               | 89.64                                       | 89.64           | -                                    |
|   | April 01, 2016        | -               | -                  | -        | -               | -   | -               | (0.68)                               |
| Zoyaksa Consultants Private Limited                         | March 31, 2018        | -               | -                  | -        | -               | 98.49                                       | 98.49           | -                                    |
|   | March 31, 2017        | -               | -                  | -        | -               | 96.53                                       | 96.53           | (0.59)                               |
|   | April 01, 2016        | -               | -                  | -        | -               | -   | -               | (0.59)                               |
| <b>Total</b>  | <b>March 31, 2018</b> | <b>105.53</b>   | <b>-</b>           | <b>-</b> | <b>76.85</b>    | <b>189.95</b>                               | <b>372.32</b>   | <b>(0.28)</b>                        |
|   | <b>March 31, 2017</b> | <b>103.43</b>   | <b>-</b>           | <b>-</b> | <b>153.70</b>   | <b>186.17</b>                               | <b>443.29</b>   | <b>(0.72)</b>                        |
|   | <b>April 01, 2016</b> | <b>-</b>        | <b>-</b>           | <b>-</b> | <b>-</b>        | <b>-</b>                                    | <b>-</b>        | <b>(2.90)</b>                        |
| <b>Related party transactions and outstanding balances.</b> |                       |                 |                    |          |                 |   |                 |                                      |
| <b>Deposit</b>  |                       |                 |                    |          |                 |   |                 |                                      |
| Mrs. Renu Sanjeev Vohra                                     | March 31, 2018        | -               | -                  | -        | -               | -   | -               | -                                    |
|   | March 31, 2017        | -               | -                  | -        | -               | -   | -               | 400.00                               |
|   | April 01, 2016        | -               | -                  | -        | -               | -   | -               | 400.00                               |
| Repro Enterprises Private Limited                           | March 31, 2018        | -               | -                  | -        | -               | -   | -               | -                                    |
|   | March 31, 2017        | 800.00          | -                  | -        | -               | -   | 800.00          | 800.00                               |
|   | April 01, 2016        | -               | -                  | -        | -               | -   | -               | -                                    |
| Trisna Trust  | March 31, 2018        | -               | -                  | -        | -               | -   | -               | -                                    |
|   | March 31, 2017        | -               | -                  | -        | -               | 600.00                                      | 600.00          | 600.00                               |
|   | April 01, 2016        | -               | -                  | -        | -               | -   | -               | -                                    |
| Zoyaksa Consultants Private Limited                         | March 31, 2018        | -               | -                  | -        | -               | -   | -               | -                                    |
|   | March 31, 2017        | -               | -                  | -        | -               | 800.00                                      | 800.00          | 800.00                               |
|   | April 01, 2016        | -               | -                  | -        | -               | -   | -               | -                                    |
| <b>Total</b>  | <b>March 31, 2018</b> | <b>-</b>        | <b>-</b>           | <b>-</b> | <b>-</b>        | <b>-</b>                                    | <b>-</b>        | <b>-</b>                             |
|   | <b>March 31, 2017</b> | <b>800.00</b>   | <b>-</b>           | <b>-</b> | <b>-</b>        | <b>1,400.00</b>                             | <b>2,200.00</b> | <b>2,600.00</b>                      |
|   | <b>April 01, 2016</b> | <b>-</b>        | <b>-</b>           | <b>-</b> | <b>-</b>        | <b>-</b>                                    | <b>-</b>        | <b>400.00</b>                        |
| <b>Loans taken</b>  |                       |                 |                    |          |                 |   |                 |                                      |
| Repro Enterprises Private Limited                           | March 31, 2018        | -               | -                  | -        | -               | -   | -               | -                                    |
|   | March 31, 2017        | 11.89           | -                  | -        | -               | -   | 11.89           | (14.18)                              |
|   | April 01, 2016        | -               | -                  | -        | -               | -   | -               | (2.29)                               |
| <b>Total</b>  | <b>March 31, 2018</b> | <b>-</b>        | <b>-</b>           | <b>-</b> | <b>-</b>        | <b>-</b>                                    | <b>-</b>        | <b>-</b>                             |
|   | <b>March 31, 2017</b> | <b>11.89</b>    | <b>-</b>           | <b>-</b> | <b>-</b>        | <b>-</b>                                    | <b>11.89</b>    | <b>(14.18)</b>                       |
|   | <b>April 01, 2016</b> | <b>-</b>        | <b>-</b>           | <b>-</b> | <b>-</b>        | <b>-</b>                                    | <b>-</b>        | <b>(2.29)</b>                        |

| Amount Rupees in Lakhs  |                       |                 |                    |          |                 |   |                 |                                      |
|---|-----------------------|-----------------|--------------------|----------|-----------------|---|-----------------|--------------------------------------|
| Name  | Year Ended            | Holding company | Subsidiary company | KMP      | Relative of KMP | Enterprises Significantly influenced by KMP | Total           | Receivable (Payable) at the year end |
| <b>Purchase - Packing Material &amp; Paper</b>  |                       |                 |                    |          |                 |   |                 |                                      |
| Repro Enterprises   | March 31, 2018        | 131.68          | -                  | -        | -               | -   | 131.68          | -                                    |
| Private Limited   | March 31, 2017        | 382.47          | -                  | -        | -               | -   | 382.47          | -                                    |
|   | April 01, 2016        |                 |                    |          |                 |   |                 | 14.56                                |
| Zoyaksa   | March 31, 2018        | -               | -                  | -        | -               | -   | -               | -                                    |
| Consultants   | March 31, 2017        | -               | -                  | -        | -               | 1,179.65                                    | 1,179.65        | (343.92)                             |
| Private Limited   | April 01, 2016        | -               | -                  | -        | -               | -   | -               | -                                    |
| <b>Total</b>  | <b>March 31, 2018</b> | <b>131.68</b>   | <b>-</b>           | <b>-</b> | <b>-</b>        | <b>-</b>                                    | <b>131.68</b>   | <b>-</b>                             |
|   | <b>March 31, 2017</b> | <b>382.47</b>   | <b>-</b>           | <b>-</b> | <b>-</b>        | <b>1,179.65</b>                             | <b>1,562.12</b> | <b>(343.92)</b>                      |
|   | <b>April 01, 2016</b> |                 |                    |          |                 |   |                 | <b>14.56</b>                         |
| <b>Purchase of Assets</b>   |                       |                 |                    |          |                 |   |                 |                                      |
| Repro Enterprises   | March 31, 2018        | -               | -                  | -        | -               | -   | -               | -                                    |
| Private Limited   | March 31, 2017        | 108.50          | -                  | -        | -               | -   | -               | (138.58)                             |
|   | April 01, 2016        |                 |                    |          |                 |   |                 |                                      |
| <b>Total</b>  | <b>March 31, 2018</b> | <b>108.50</b>   | <b>-</b>           | <b>-</b> | <b>-</b>        | <b>-</b>                                    | <b>108.50</b>   | <b>(138.58)</b>                      |
|   | <b>March 31, 2017</b> | <b>-</b>        | <b>-</b>           | <b>-</b> | <b>-</b>        | <b>-</b>                                    | <b>-</b>        | <b>-</b>                             |
|   | <b>April 01, 2016</b> | <b>-</b>        | <b>-</b>           | <b>-</b> | <b>-</b>        | <b>-</b>                                    | <b>-</b>        | <b>-</b>                             |
| All the above security deposits, loans and advances and guarantees have been given to the recipients for business purposes. |                       |                 |                    |          |                 |   |                 |                                      |
| <b>Artwk &amp; Design</b>   |                       |                 |                    |          |                 |   |                 |                                      |
| Quadrum   | March 31, 2018        | -               | -                  | -        | -               | 49.00                                       | 49.00           | (0.22)                               |
| Solutions Private   | March 31, 2017        | -               | -                  | -        | -               | 25.07                                       | 25.07           | (29.42)                              |
| Limited   | April 01, 2016        | -               | -                  | -        | -               | -   | -               | -                                    |
| <b>Total</b>  | <b>March 31, 2018</b> | <b>-</b>        | <b>-</b>           | <b>-</b> | <b>-</b>        | <b>49.00</b>                                | <b>49.00</b>    | <b>(0.22)</b>                        |
|   | <b>March 31, 2017</b> | <b>-</b>        | <b>-</b>           | <b>-</b> | <b>-</b>        | <b>25.07</b>                                | <b>25.07</b>    | <b>(29.42)</b>                       |
|   | <b>April 01, 2016</b> | <b>-</b>        | <b>-</b>           | <b>-</b> | <b>-</b>        | <b>-</b>                                    | <b>-</b>        | <b>-</b>                             |
| <b>Interest Expenses</b>  |                       |                 |                    |          |                 |   |                 |                                      |
| Zoyaksa   | March 31, 2018        | -               | -                  | -        | -               | 22.67                                       | 22.67           | -                                    |
| Consultants   | March 31, 2017        | -               | -                  | -        | -               | -   | -               | -                                    |
| Private Limited   | April 01, 2016        |                 |                    |          |                 |   |                 |                                      |
| <b>Total</b>  | <b>March 31, 2018</b> | <b>-</b>        | <b>-</b>           | <b>-</b> | <b>-</b>        | <b>22.67</b>                                | <b>22.67</b>    | <b>-</b>                             |
|   | <b>March 31, 2017</b> | <b>-</b>        | <b>-</b>           | <b>-</b> | <b>-</b>        | <b>-</b>                                    | <b>-</b>        | <b>-</b>                             |
|   | <b>April 01, 2016</b> | <b>-</b>        | <b>-</b>           | <b>-</b> | <b>-</b>        | <b>-</b>                                    | <b>-</b>        | <b>-</b>                             |

**Terms and Conditions of transaction with Related Parties :**

The transaction with Related Parties is made in the normal course of business and on terms equivalent to those that prevail in arm's length transactions. The above transactions are as per approval of the audit committee.

The Company has not recorded any impairment of receivables relating to amounts owed by Related Parties. This assessment is undertaken each financial year through examining the financial position of the related party and the market in which the related party operates.

\* In the current year, the Company has set off the amounts payable to the subsidiaries with the ICD's placed amounting to ₹ 915.41 lakhs (31 March 2017: 1,177.66 lakhs)

All the above inter-corporate deposit, security deposit, loans and advance and guarantees have been given to recipients for business purposes.

**34 Employee Stock Option Plan**

During the financial year ended 31 March 2018, The Company implemented "Repro India Limited - Employee Stock Option Scheme- 2010" (Repros ESOS 2010), as approved by the Shareholders of the Company and the Nomination and Remuneration Committee of the Board of Directors (the Committee).

The Committee determines which eligible employees will receive options, the number of options to be granted, the vesting period and the exercise period. The options are granted at an exercise price, which is in accordance with the relevant SEBI guidelines in force, at the time of such grants. Each option entitles the holder to exercise the right to apply for and seek allotment of one equity share of ₹ 10 each. The options issued under the above schemes vest in a phased manner after completion of the minimum period of one year with an exercise period of ten years from the respective grant dates.

The terms and conditions related to the grant of the share options are as follows:

| Employees entitled  | Number of options | Vesting conditions   | Contractual life of options |
|---------------------|-------------------|--|-----------------------------|
| Specified employees | 400,000           | - Continued employment with the Company:<br>After 1 year of the date of grant 33.33% vesting<br>After 2 year of the date of grant 33.33% vesting<br>After 3 year of the date of grant 33.33% vesting | Graded vesting over 3 years |

**b) Measurement of fair value :**

The fair values are measured based on the Black-Scholes-option valuation model. Service and non-market performance conditions attached to the arrangements were not taken into account in measuring fair value.

The inputs used in the measurement of the fair values at grant date and measurement date of the stock options were as follows.

| Particulars  | 1 Year    | 2 Years   | 3 Years   |
|--|-----------|-----------|-----------|
| <b>Vesting</b>                                     |           |           |           |
| Fair value of the option at grant date             | ₹ 159.70  | ₹ 193.20  | ₹ 222.30  |
| Share price at grant date                          | ₹ 565.20  | ₹ 565.20  | ₹ 565.20  |
| Exercise price                                     | ₹ 561.00  | ₹ 561.00  | ₹ 561.00  |
| Expected volatility (weighted average)             | 35.00%    | 35.00%    | 35.00%    |
| Expected life (weighted average)                   | 2.5 years | 3.5 years | 4.5 years |
| Expected dividend                                  | 4.00%     | 4.00%     | 4.00%     |
| Risk-free interest rate (based on government bond) | 6.30%     | 6.40%     | 6.50%     |

Weighted-average exercise prices and weighted-average fair values of options

| Date of Vesting                        | 1 Year   | 2 Years  | 3 Years  |
|--|----------|----------|----------|
| Weighted-average exercise prices       | ₹ 561.00 | ₹ 561.00 | ₹ 561.00 |
| Weighted-average fair value of options | ₹ 159.70 | ₹ 193.20 | ₹ 222.30 |

c) **Reconciliation of outstanding stock options :**

The number and weighted-average exercise prices of share options under the stock option were as follows.

| Particular                           | March 31, 2018 |  |
|--------------------------------------|----------------|--|
|                                      | No. of options | Weighted average exercise price(in rupees) |
| Outstanding at April 1, 2017         | -              | -  |
| Granted during the year              | 400,000        | ₹ 561.00                                   |
| Forfeited during the year            | -              | -  |
| Expired during the year              | -              | -  |
| Exercised during the year            | -              | -  |
| <b>Outstanding at March 31, 2018</b> | <b>400,000</b> | <b>₹ 561.00</b>                            |
| Exercisable at March 31, 2018        | -              | -  |

Weighted average remaining contractual life of the share option outstanding at the end of year is 3 years

d) **Expense recognized in the Consolidated Statement of Profit or Loss :**

|  | For the year ended<br>March 31 2018 | For the year ended<br>March 31 2017 |
|--|-------------------------------------|-------------------------------------|
| Repros ESOS 2010                                       | 140.50                              | -                                   |
| <b>Total expense recognized in 'employee benefits'</b> | <b>140.50</b>                       | <b>-</b>                            |

Under the ESOS-2010, the Company has granted 4,00,000 Options to its eligible employees, the details of which are given hereunder:

|                                   |   |
|-----------------------------------|---|
| No. of Options Granted            | 4,00,000  |
| Grant Date                        | 30th August, 2017   |
| Grant Price (Per Share)           | 561   |
| Market Price on the date of grant | 578   |
| Method of Settlement              | Equity  |
| Graded Vesting Plan               | One-third every year  |
| Vesting Condition                 | The options granted shall be vested over a period of three years from the date of grant by vesting One-third options per year in each tranche |
| Normal exercise period            | 3 years from the date of vesting  |

35 **Goodwill impairment charges**

The goodwill is tested for impairment and accordingly no impairment charges were identified for FY 2017-18 (Nil for FY 2016-17)

**Significant Cash Generating Units (CGUs)**

The Group has identified its reportable segment "Value added print solution" as the CGUs. The goodwill acquired through acquisition has been entirely allocated to CGU



“Value added print solution”. The carrying amount of goodwill as at 31st March, 2018 is ₹109.67 Lakhs (₹109.67 Lakhs as at 31st March, 2016)

Following key assumptions were considered while performing Impairment testing

|  |     |
|--|-----|
| Long term sustainable growth rates                   | 7%  |
| Weighted Average Cost of Capital % (WACC) before tax | 10% |
| Average segmental margins                            | 13% |

The projections cover a period of five years, as the Group believes this to be the most appropriate timescale over which to review and consider annual performances before applying a fixed terminal value multiple to the final year cash flows. The growth rates used to estimate future performance are based on the conservative estimates from past performance. Segmental margins are based on FY 2017-18 performance. Weighted Average Cost of Capital % (WACC) = Risk free return + ( Market risk premium x Beta variant for the Company).

The Group has performed sensitivity analysis around the base assumptions and have concluded that no reasonable changes in key assumptions would cause the recoverable amount of the CGU to be less than the carrying value.

## 36 Operating Segments

### A. Basis for segmentation

Operating segments are reported in a manner consistent with the internal reporting provided to the Chief Operating Decision Maker (“CODM”) of the Company. The CODM, who is responsible for allocating resources and assessing performance of the operating segments, has been identified as the Managing Director and CEO of the Company. The Company operates only in one business segment i.e. Value Added Print Solutions, hence does not have any reportable segment as per Ind AS 108 “Operating Segments”.

### B. Geographic information

Amount Rupees in Lakhs

| Particulars  | Year           | In India  | Outside India | Total     |
|--|----------------|-----------|---------------|-----------|
| Revenue by geographical location of customers            | March 31, 2018 | 24,810.65 | 5,120.63      | 29,931.28 |
|  | March 31, 2017 | 24,839.70 | 7,305.87      | 32,145.57 |
| Non-current assets (by geographical location of assets)* | March 31, 2018 | 23,725.01 | 0.00          | 23,725.01 |
|  | March 31, 2017 | 24,607.25 | 0.00          | 24,607.25 |
|  | April 1, 2016  | 24,165.28 | 0.00          | 24,165.28 |
| Additions to Property, Plant and Equipment               |                |           |               |           |
| Cost acquired for Property, Plant and Equipment          | March 31, 2018 | 1,168.85  | -             | 1,168.85  |
|  | March 31, 2017 | 1,536.14  | -             | 1,536.14  |
|  | April 1, 2016  | 2,320.99  | -             | 2,320.99  |

\* Non-current assets are excluding financial instruments and deferred tax assets.

### C. Major customer

Revenue from one customer based in India represented approximately ₹ 2,621.87 lakhs (March 31, 2017 - ₹ 3,004.17 lakhs) of the Group's total revenues.

## 37 Financial instruments

## I. Financial instruments – Fair values and risk management

## A. Accounting classification and fair values

The following table shows the carrying amounts and fair values of financial assets and financial liabilities, including their levels are presented below. It does not include the fair value information for financial assets and financial liabilities not measured at fair value if their carrying amount is a reasonable approximation of fair value

| March 31, 2018                           |       | Note No. | Carrying amount |                |   | Total | Fair value                              |   |       |          |
|--|-------|----------|-----------------|----------------|---|-------|---|---|-------|----------|
|  | FVTPL |          | FVTOCI          | Amortised Cost | Quoted prices in active markets (Level 1) |       | Significant observable inputs (Level 2) | Significant unobservable inputs (Level 3) | Total |          |
| <b>Non Current Financial Asset</b>       |       |          |                 |                |   |       |   |   |       |          |
| (i) Loans                                | 3     | -        | -               | 206.70         | 206.70                                    | -     | 206.70                                  | -   | -     | 206.70   |
| <b>Current Financial Asset</b>           |       |          |                 |                |   |       |   |   |       |          |
| (i) Trade receivables                    | 8     | -        | -               | 8,963.29       | 8,963.29                                  | -     | -                                       | -   | -     | -        |
| (ii) Cash and cash equivalents           | 9     | -        | -               | 158.74         | 158.74                                    | -     | -                                       | -   | -     | -        |
| (iii) other bank balances                | 10    | -        | -               | 58.26          | 58.26                                     | -     | -                                       | -   | -     | -        |
| (iv) Loans                               | 11    | -        | -               | 95.85          | 95.85                                     | -     | -                                       | -   | -     | -        |
| (v) Other financial asset                | 12    | -        | -               | 192.55         | 192.55                                    | -     | -                                       | -   | -     | -        |
| <b>Non Current Financial liabilities</b> |       |          |                 |                |   |       |   |   |       |          |
| (i) Borrowings                           | 16    | -        | -               | 2,460.86       | 2,460.86                                  | -     | 2,460.86                                | -   | -     | 2,460.86 |
| <b>Current Financial liabilities</b>     |       |          |                 |                |   |       |   |   |       |          |
| (i) Borrowings                           | 19    | -        | -               | 9,350.00       | 9,350.01                                  | -     | -                                       | -   | -     | -        |
| (ii) Trade payables                      | 20    | -        | -               | 3,855.55       | 3,855.55                                  | -     | -                                       | -   | -     | -        |
| (iii) Other financial liabilities        | 21    | -        | -               | 2,624.97       | 2,624.97                                  | -     | -                                       | -   | -     | -        |
|  |       | -        | -               | 18,291.38      | 18,291.39                                 | -     | 2,460.86                                | -   | -     | 2,460.86 |

37 Financial instruments (Contd.)

| March 31, 2017                           |  | Note No. | Carrying amount |        |                | Fair value |   |   |   |       |          |  |
|--|--|----------|-----------------|--------|----------------|------------|---|---|---|-------|----------|--|
|  |  |          | FVTPL           | FVTOCI | Amortised Cost | Total      | Quoted prices in active markets (Level 1) | Significant observable inputs (Level 2) | Significant unobservable inputs (Level 3) | Total |          |  |
| <b>Non Current Financial Asset</b>       |  |          |                 |        |                |            |   |   |   |       |          |  |
| (i) Loans                                |  |          | 3               | -      | -              | 2,289.57   | 2,289.57                                  | -                                       | 2,289.57                                  | -     | 2,289.57 |  |
| (ii) Other non current financial asset   |  |          | 4               |        |                | 20.08      | 20.08                                     |   | 20.08                                     | -     | 20.08    |  |
| <b>Current Financial Asset</b>           |  |          |                 |        |                |            |   |   |   |       |          |  |
| (i) Trade receivables                    |  |          | 8               | -      | -              | 9,020.30   | 9,020.30                                  | -                                       | -   | -     | -        |  |
| (ii) Cash and cash equivalents           |  |          | 9               | -      | -              | 172.50     | 172.50                                    | -                                       | -   | -     | -        |  |
| (iii) other bank balance                 |  |          | 10              | -      | -              | 113.17     | 113.17                                    | -                                       | -   | -     | -        |  |
| (iv) Loans                               |  |          | 11              | -      | -              | 120.71     | 120.71                                    | -                                       | -   | -     | -        |  |
| (v) Other financial asset                |  |          | 12              | -      | -              | 269.19     | 269.19                                    | -                                       | -   | -     | -        |  |
|  |  |          |                 | -      | -              | 12,005.53  | 12,005.53                                 | -                                       | 2,309.65                                  | -     | 2,309.65 |  |
| <b>Non Current Financial liabilities</b> |  |          |                 |        |                |            |   |   |   |       |          |  |
| (i) Borrowings                           |  |          | 16              |        |                | 4,845.67   | 4,845.67                                  | -                                       | 4,845.67                                  | -     | 4,845.67 |  |
| <b>Current Financial liabilities</b>     |  |          |                 |        |                |            |   |   |   |       |          |  |
| (i) Borrowings                           |  |          | 19              | -      | -              | 16,142.93  | 16,142.95                                 | -                                       | -   | -     | -        |  |
| (ii) Trade and other payables            |  |          | 20              |        |                | 3,295.84   | 3,295.84                                  | -                                       | -   | -     | -        |  |
| (iii) Other financial liabilities        |  |          | 21              |        |                | 3,021.86   | 3,021.86                                  | -                                       | -   | -     | -        |  |
|  |  |          |                 | -      | -              | 27,306.29  | 27,306.31                                 | -                                       | 4,845.67                                  | -     | 4,845.67 |  |

## 37 Financial instruments (Contd.)

| April 1, 2016                            |       | Carrying amount |                |           |   | Fair value                              |   |          |
|--|-------|-----------------|----------------|-----------|---|---|---|----------|
| Note No.                                 | FVTPL | FVTOCI          | Amortised Cost | Total     | Quoted prices in active markets (Level 1) | Significant observable inputs (Level 2) | Significant unobservable inputs (Level 3) | Total    |
| <b>Non Current Financial Asset</b>       |       |                 |                |           |   |   |   |          |
| Loans                                    |       |                 |                |           |   |   |   |          |
| 3  | -     | -               | 193.14         | 193.14    | -   | 193.14                                  | -   | 193.14   |
| Other non current financial asset        |       |                 |                |           |   |   |   |          |
| 4  | -     | -               | 18.82          | 18.82     | -   | 18.82                                   | -   | 18.82    |
| <b>Current Financial Asset</b>           |       |                 |                |           |   |   |   |          |
| (i) Trade receivables                    |       |                 |                |           |   |   |   |          |
| 8  | -     | -               | 9,120.81       | 9,120.81  | -   | -                                       | -   | -        |
| (ii) Cash and cash equivalents           |       |                 |                |           |   |   |   |          |
| 9  | -     | -               | 939.43         | 939.43    | -   | -                                       | -   | -        |
| (iii) other bank balances                |       |                 |                |           |   |   |   |          |
| 10                                       | -     | -               | 45.61          | 45.61     | -   | -                                       | -   | -        |
| (iv) Loans                               |       |                 |                |           |   |   |   |          |
| 11                                       | -     | -               | 541.77         | 541.77    | -   | -                                       | -   | -        |
| (v) Other financial asset                |       |                 |                |           |   |   |   |          |
| 12                                       | -     | -               | 323.62         | 323.62    | -   | -                                       | -   | -        |
|  | -     | -               | 11,183.20      | 11,183.20 | -   | 211.96                                  | -   | 211.96   |
| <b>Non Current Financial liabilities</b> |       |                 |                |           |   |   |   |          |
| (i) Borrowings                           |       |                 |                |           |   |   |   |          |
| 16                                       |       |                 | 4,429.22       | 4,429.22  | -   | 4,429.22                                | -   | 4,429.22 |
| <b>Current Financial liabilities</b>     |       |                 |                |           |   |   |   |          |
| (i) Borrowings                           |       |                 |                |           |   |   |   |          |
| 19                                       |       |                 | 16,271.18      | 16,271.18 |   |   |   |          |
| (ii) Trade payables                      |       |                 |                |           |   |   |   |          |
| 20                                       | -     | -               | 4,100.57       | 4,100.57  | -   | -                                       | -   | -        |
| (iii) Other financial liabilities        |       |                 |                |           |   |   |   |          |
| 21                                       |       |                 | 1,611.05       | 1,611.05  | -   | -                                       | -   | -        |
|  | -     | -               | 26,412.02      | 26,412.02 | -   | 4,429.22                                | -   | 4,429.22 |

### 37 Financial instruments (Contd.)

#### B. Measurement of fair values

Valuation techniques and significant unobservable inputs

The following tables show the valuation techniques used in measuring Level 2 and Level 3 fair values, as well as the significant unobservable inputs used:

##### Financial instruments measured at fair value

| Type   | Valuation technique   |
|--|---|
| Non current financial assets measured at amortised cost: Loans<br>Others | Discounted cash flow technique : The valuation model considers present value of expected payments discounted using an appropriate discounting rate. |

During the year ended March 31,2018, March 31,2017 ,there was no transfer between level 1 and level 2 fair value measurement.

#### C. Financial risk management

The Group has exposure to the following risks arising from financial instruments:

- Credit risk ;
- Liquidity risk ; and
- Market risk

##### i. Risk management framework

The Company's Board of Directors has overall responsibility for the establishment and oversight of the Company's risk management framework. The Board of Directors has established the Risk Management Committee, which is responsible for developing and monitoring the Company's risk management policies. The committee reports regularly to the board of directors on its activities

The Company's risk management policies are established to identify and analyse the risks faced by the Company, to set appropriate risk limits and controls and to monitor risks and adherence to limits. Risk management policies and systems are reviewed regularly to reflect changes in market conditions and the Company's activities. The Company, through its training and management standards and procedures, aims to maintain a disciplined and constructive control environment in which all employees understand their roles and obligations.

The audit committee oversees how management monitors compliance with the company's risk management policies and procedures, and reviews the adequacy of the risk management framework in relation to the risks faced by the Company. The audit committee is assisted in its oversight role by internal audit. Internal audit undertakes both regular and ad hoc reviews of risk management controls and procedures, the results of which are reported to the audit committee.

##### ii. Credit risk

Credit risk is the risk of financial loss to the Company if a customer or counterparty to a financial instrument fails to meet its contractual obligations, and arises principally from the Company's receivables from customers and investment securities. Credit risk is managed through credit approvals, establishing credit limits and continuously monitoring the creditworthiness of customers to which the Company grants credit terms in the normal course of business. The Company establishes an allowance for doubtful debts and impairment that represents its estimate of incurred losses in respect of trade and other receivables and investments.

**37 Financial instruments (Contd.)****Trade and other receivables**

The Company's exposure to credit risk is influenced mainly by the individual characteristics of each customer. The demographics of the customer, including the default risk of the industry and country in which the customer operates, also has an influence on credit risk assessment. Credit risk is managed through credit approvals, establishing credit limits and continuously monitoring the creditworthiness of customers to which the Company grants credit terms in the normal course of business.

At March 31, 2018, the Company's most significant customer accounted for ₹ 950.51 of the trade and other receivables carrying amount (March 31, 2017 : ₹ 284.25).

Summary of the Company's exposure to credit risk by age of the outstanding from various customers is as follows:

Amount Rupees in Lakhs

|                                      | Carrying amount as at |                   |                  |
|--------------------------------------|-----------------------|-------------------|------------------|
|                                      | March 31,<br>2018     | March 31,<br>2017 | April 1,<br>2016 |
| <b>Neither past due not impaired</b> |                       |                   |                  |
| <b>Past due not impaired</b>         |                       |                   |                  |
| 0-90 days                            | 7,469.19              | 8,131.63          | 8,083.00         |
| 90-180 days                          | 899.14                | 735.05            | 2,205.54         |
| 180-270 days                         | 177.38                | 1,449.99          | 1,574.19         |
| 270-360 days                         | 24.53                 | 512.33            | 732.32           |
| More than 360 days                   | 3,789.19              | 5,095.40          | 2,826.37         |
|                                      | <b>12,359.45</b>      | <b>15,924.40</b>  | <b>15,421.44</b> |

Expected credit loss assessment for customers as at 1 April 2016, March 31, 2017 and March 31, 2018

The Company allocates each exposure to a credit risk grade based on a variety of data that is determined to be predictive of the risk of loss (e.g. timeliness of payments, available press information etc.) and applying experienced credit judgement.

Exposures to customers outstanding at the end of each reporting period are reviewed by the Company to determine incurred and expected credit losses. Historical trends of impairment of trade receivables do not reflect any significant credit losses. Given that the macro economic indicators affecting customers of the Company have not undergone any substantial change, the Company expects the historical trend of minimal credit losses to continue.

The movement in the allowance for impairment in respect of trade and other receivables during the year was as follows.

|                              | <b>Amount</b> |
|------------------------------|---------------|
| Balance as at April 1, 2016  | 6,300.63      |
| Impairment loss recognised   | 767.07        |
| Amounts written off          | 163.61        |
| Balance as at March 31, 2017 | 6,904.09      |
| utilisation of provision     | (1,594.31)    |
| Reversal of excess provision | (1,913.62)    |
| Balance as at March 31, 2018 | 3,396.16      |

### 37 Financial instruments (Contd.)

The impairment loss at March 31, 2018 is related to several customers that have defaulted on their payments to the Company and are not expected to be able to pay their outstanding balances, mainly due to economic circumstances.

#### Cash and cash equivalents

The Company held cash and cash equivalents of ₹ 158.74 lakhs at March 31, 2018 (March 31, 2017: ₹ 172.50 lakhs, April 1, 2016 : INR 939.43 lakhs). The cash and cash equivalents are held with bank and financial institution counterparties with good credit ratings.

### iii. Liquidity risk

Liquidity risk is the risk that the Company will encounter difficulty in meeting the obligations associated with its financial liabilities to be settled by delivering cash or another financial asset. The Company's approach to managing liquidity is to ensure, as far as possible, that it will have sufficient liquidity to meet its liabilities when they are due, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the Company's reputation.

The table below provides details of financial liabilities at the reporting date based on undiscounted contractual values.

#### Exposure to liquidity risk

Amount Rupees in Lakhs

| March 31, 2018                              | Contractual cash flows |                  |                  |                 |               |
|---|------------------------|------------------|------------------|-----------------|---------------|
|   | Carrying amount        | Total            | Upto 1 year      | 1-3 years       | 3-5 years     |
| <b>Non-derivative financial liabilities</b> |                        |                  |                  |                 |               |
| - Non Current Borrowings                    | 4,994.89               | 5,044.70         | 2,534.02         | 1,990.82        | 519.85        |
| - Interest payable                          | -                      | 191.54           | 125.78           | 64.73           | 1.03          |
| - Current Borrowings                        | 9,350.01               | 9,350.01         | 9,350.01         |                 |               |
| - Trade payable                             | 3,855.55               | 3,855.55         | 3,855.55         |                 |               |
| - Other current liabilities                 | 90.94                  | 90.94            | 90.94            |                 |               |
|   | <b>18,291.39</b>       | <b>18,532.75</b> | <b>15,956.31</b> | <b>2,055.56</b> | <b>520.89</b> |

| March 31, 2017                              | Contractual cash flows |                  |                  |                 |               |
|---|------------------------|------------------|------------------|-----------------|---------------|
|   | Carrying amount        | Total            | Upto 1 year      | 1-3 years       | 3-5 years     |
| <b>Non-derivative financial liabilities</b> |                        |                  |                  |                 |               |
| - Non current borrowings                    | 7,483.70               | 7,589.55         | 2,638.04         | 4,433.30        | 518.21        |
| - Interest payable                          |                        | 379.59           | 189.95           | 188.61          | 1.03          |
| - Current Borrowings                        | 16,142.95              | 16,142.95        | 16,142.95        | -               | -             |
| - Trade payable                             | 3,295.84               | 3,295.84         | 3,295.84         | -               | -             |
| - Other current liabilities                 | 383.82                 | 383.82           | 383.82           | -               | -             |
|   | <b>27,306.31</b>       | <b>27,791.74</b> | <b>22,650.59</b> | <b>4,621.91</b> | <b>519.24</b> |

## 37 Financial instruments (Contd.)

Amount Rupees in Lakhs

| March 31, 2016                       |                 | Contractual cash flows |             |           |           |
|--------------------------------------|-----------------|------------------------|-------------|-----------|-----------|
|                                      | Carrying amount | Total                  | Upto 1 year | 1-3 years | 3-5 years |
| Non-derivative financial liabilities |                 |                        |             |           |           |
| - Non Current Borrowings             | 5,596.70        | 5,779.47               | 1,167.48    | 3,276.44  | 1,335.55  |
| - Interest payable                   | -               | 191.05                 | 49.72       | 124.51    | 16.83     |
| - Current Borrowings                 | 16,271.18       | 16,271.18              | 16,271.18   | -         | -         |
| - Trade payable                      | 4,100.57        | 4,100.57               | 4,100.57    | -         | -         |
| - Other current liabilities          | 443.57          | 443.57                 | 443.57      | -         | -         |
|                                      | 26,412.02       | 26,785.84              | 22,032.52   | 3,400.94  | 1,352.38  |

**Interest rate risk**

Interest rate risk can be either fair value interest rate risk or cash flow interest rate risk. Fair value interest rate risk is the risk of changes in fair values of fixed interest bearing investments because of fluctuations in the interest rates. Cash flow interest rate risk is the risk that the future cash flows of floating interest bearing investments will fluctuate because of fluctuations in the interest rates.

**Exposure to interest rate risk**

The Company's interest rate risk arises from borrowings. Borrowings taken at fixed rates are exposed to fair value interest rate risk. The interest rate profile of the Company's interest-bearing financial instruments as reported to the management of the Company is as follows:

Amount Rupees in Lakhs

|                                  | Carrying amount    |                    |                    |
|----------------------------------|--------------------|--------------------|--------------------|
|                                  | March 31, 2018     | March 31, 2017     | April 1, 2016      |
| <b>Fixed-rate instruments</b>    |                    |                    |                    |
| Financial assets                 | 205.62             | 2,305.21           | 202.05             |
| Financial liabilities            | (8,305.19)         | (10,863.98)        | (5,587.30)         |
|                                  | (8,099.58)         | (8,558.78)         | (5,385.26)         |
| <b>Variable-rate instruments</b> |                    |                    |                    |
| Financial liabilities            | (6,039.71)         | (12,762.67)        | (16,280.58)        |
|                                  | (6,039.71)         | (12,762.67)        | (16,280.58)        |
| <b>Total</b>                     | <b>(14,139.29)</b> | <b>(21,321.45)</b> | <b>(21,665.83)</b> |

**Fair value sensitivity analysis for Fixed-rate Instruments**

The Company does not account for any fixed-rate borrowings at fair value through profit or loss. Therefore, a change in interest rates at the reporting date would not affect profit or loss.

**Cash flow sensitivity analysis for variable-rate instruments**

The risk estimates provided assume a change of 25 basis points interest rate for the interest rate benchmark as applicable to the borrowings summarised above. This calculation assumes that the change occurs at the balance sheet date and has been calculated based on risk exposures outstanding as at that date assuming that all other variables, in particular foreign currency exchange rates, remain constant.. The period end balances are not necessarily representative of the average debt outstanding during the period.



### 37 Financial instruments (Contd.)

|                             | Profit or (loss) |                |
|-----------------------------|------------------|----------------|
|                             | 25 bp increase   | 25 bp decrease |
| <b>March 31, 2018</b>       |                  |                |
| Variable-rate instruments   | (35.35)          | 35.35          |
| Cash flow sensitivity (net) | <b>(35.35)</b>   | <b>35.35</b>   |
| <b>March 31, 2017</b>       |                  |                |
| Variable-rate instruments   | (53.30)          | 53.30          |
| Cash flow sensitivity (net) | <b>(53.30)</b>   | <b>53.30</b>   |
| Variable-rate instruments   | (54.16)          | 54.16          |
| Cash flow sensitivity (net) | <b>(54.16)</b>   | <b>54.16</b>   |

#### iv. Market risk

Market risk is the risk that changes in market prices – such as foreign exchange rates, interest rates and equity prices – will affect the Company's income or the value of its holdings of financial instruments. Market risk is attributable to all market risk sensitive financial instruments including foreign currency receivables and payables and long term debt. The group is exposed to market risk primarily related to foreign exchange rate risk. Thus, the group's exposure to market risk is a function of revenue generating and operating activities in foreign currency. The objective of market risk management is to avoid excessive exposure in our foreign currency revenues and costs.

#### Currency risk

The Company is exposed to currency risk on account of its operations in other countries. The functional currency of the Company is Indian Rupee. The exchange rate between the Indian rupee and foreign currencies has changed substantially in recent periods and may continue to fluctuate substantially in the future. Consequently, the Company uses both derivative instruments, i.e, foreign exchange forward contracts to mitigate the risk of changes in foreign currency exchange rates in respect of its highly probable forecasted transactions and recognized assets and liabilities.

#### Exposure to currency risk

The currency profile of financial assets and financial liabilities as at March 31, 2018, March 31, 2017 and April 1, 2016 are as below:

Amount Rupees in Lakhs

|                                     | March 31,<br>2018<br>USD | March 31,<br>2018<br>GBP | March 31,<br>2018<br>EUR | March 31,<br>2018<br>Others |
|-------------------------------------|--------------------------|--------------------------|--------------------------|-----------------------------|
| <b>Financial assets</b>             |                          |                          |                          |                             |
| Trade receivables                   | 6,149.97                 | 655.28                   | 19.92                    | -                           |
|                                     | 6,149.97                 | 655.28                   | 19.92                    | -                           |
| <b>Financial liabilities</b>        |                          |                          |                          |                             |
| Non-current Loans                   | 4938.12                  |                          |                          |                             |
| Current-Loans                       | 4151.39                  |                          | 412.38                   |                             |
| Trade payables                      | 38.28                    |                          | 13.26                    |                             |
|                                     | <b>9,127.79</b>          | <b>-</b>                 | <b>425.64</b>            | <b>-</b>                    |
| Net exposure (Assets - Liabilities) | <b>(2,977.83)</b>        | <b>655.28</b>            | <b>(405.72)</b>          | <b>-</b>                    |

## 37 Financial instruments (Contd.)

|                                     | March 31,<br>2018<br>USD | March 31,<br>2018<br>GBP | March 31,<br>2018<br>EUR | March 31,<br>2018<br>Others |
|-------------------------------------|--------------------------|--------------------------|--------------------------|-----------------------------|
| <b>Financial assets</b>             |                          |                          |                          |                             |
| Trade receivables                   | 6,328.94                 | 306.39                   | 45.83                    | 2,608.00                    |
|                                     | 6,328.94                 | 306.39                   | 45.83                    | 2,608.00                    |
| <b>Financial liabilities</b>        |                          |                          |                          |                             |
| Non-current Loans                   | 7,432.32                 | -                        | -                        | -                           |
| Current-Loans                       | 6,403.62                 | -                        | -                        | -                           |
| Trade payables                      | 152.07                   | 3.86                     | -                        | 0.04                        |
|                                     | 13,988.01                | 3.86                     | -                        | 0.04                        |
| Net exposure (Assets - Liabilities) | (7,659.06)               | 302.53                   | 45.83                    | 2,607.96                    |

|                                     | April 1,<br>2016<br>USD | April 1,<br>2016<br>GBP | April 1,<br>2016<br>EUR | April 1,<br>2016<br>Others |
|-------------------------------------|-------------------------|-------------------------|-------------------------|----------------------------|
| <b>Financial assets</b>             |                         |                         |                         |                            |
| Trade receivables                   | 7,341.91                | 88.93                   | 467.47                  | -                          |
|                                     | 7,341.91                | 88.93                   | 467.47                  | -                          |
| <b>Financial liabilities</b>        |                         |                         |                         |                            |
| Non-current Loans                   | 5,161.45                | -                       | -                       | -                          |
| Current-Loans                       | 9,745.90                | -                       | -                       | -                          |
| Trade payables                      | 1,479.98                | -                       | -                       | 1.49                       |
|                                     | 16,387.33               | -                       | -                       | 1.49                       |
| Net exposure (Assets - Liabilities) | (9,045.42)              | 88.93                   | 467.47                  | (1.49)                     |

**Sensitivity analysis**

A reasonably possible strengthening (weakening) of the Indian Rupee against US dollars at March 31 would have affected the measurement of financial instruments denominated in foreign currencies and affected equity and profit or loss by the amounts shown below. This analysis assumes that all other variables, in particular interest rates, remain constant and ignores any impact of forecast sales and purchases.

| Effect in ₹ in Lakhs  | Profit or (loss) |           |
|-----------------------|------------------|-----------|
|                       | Strengthening    | Weakening |
| <b>March 31, 2018</b> |                  |           |
| <b>10% movement</b>   |                  |           |
| USD                   | 297.78           | (297.78)  |
| GBP                   | (65.53)          | 65.53     |
| EUR                   | 40.57            | (40.57)   |
| Others                | (0.00)           | 0.00      |

### 37 Financial instruments (Contd.)

| Effect in ₹ in Lakhs | Strengthening | Weakening |
|----------------------|---------------|-----------|
| <b>March 31,2017</b> |               |           |
| <b>10% movement</b>  |               |           |
| USD                  | 765.91        | (765.91)  |
| GBP                  | (30.25)       | 30.25     |
| EUR                  | (4.58)        | 4.58      |
| Others               | (260.80)      | 260.80    |

| Effect in ₹ in Lakhs | Profit or (loss) |           |
|----------------------|------------------|-----------|
|                      | Strengthening    | Weakening |
| <b>April 1,2016</b>  |                  |           |
| <b>10% movement</b>  |                  |           |
| USD                  | 904.54           | (904.54)  |
| GBP                  | (8.89)           | 8.89      |
| EUR                  | (46.75)          | 46.75     |
| Others               | 0.15             | (0.15)    |

### 38 Non-controlling Interest

The following table summarises the information relating to each of the Group's subsidiaries that has material NCI,before any intra-group elimination

|   |                                    |
|---|------------------------------------|
| <b>Name of the subsidiary</b>                           | Repro Innovative Digiprint Limited |
| <b>Place of business &amp; Country of incorporation</b> | India                              |
| <b>NCI percentage</b>                                   |                                    |

| March 31, 2018 | March 31, 2017 | April 1, 2016 |
|----------------|----------------|---------------|
| -              | 25.20%         | 25.20%        |

#### Principal activities

The company provides print solutions to client, which includes value engineering, creative designing,pre-press, printing,post-press,knitting and assembly, warehousing, dispatch,database management and web based services.

| Summarised Balance sheet       | March 31, 2017 | April 1, 2016 |
|--------------------------------|----------------|---------------|
| Non-current assets             | 549.56         | 576.57        |
| Current Assets                 | 65.40          | 93.32         |
| Non-current liabilities        | -              | (6.88)        |
| Current liabilities            | (1,322.43)     | (1,502.06)    |
| Net assets                     | (688.92)       | (839.05)      |
| Net assets attributable to NCI | *              | *             |

| Summarised statement of profit and loss | February 8,<br>2018 | March 31,<br>2017 |
|---|---------------------|-------------------|
| Revenue                                 | -                   | 837.50            |
| Profit                                  | -                   | 131.58            |
| OCI                                     | -                   | -                 |
| Total comprehensive income              | -                   | 131.58            |

Profit and Other comprehensive Income: IGAAP required allocation of losses to non-controlling interest, if it is contractually agreed Ind AS 101 permits, to not allocate previously un-recognised losses on the transition date.

Any subsequent profits made by the company are first adjusted against the non-controlling's share of losses previously absorbed by the controlling interest and accordingly profits and Other Comprehensive income are not attributed to the non-controlling interest for the year ended 31 Mar 2017 and 31 Mar 2018

#### Acquisition of NCI

On february 8,2018, The Group acquired an additional 25.20% (25124 shares) interest in Repro Innovative Digiprint Private Limited for 3.02 lakhs in cash, increasing its ownership from 74.80 % to 99.99%.

### 39 Transition to Ind AS:

For the purposes of reporting as set out in Note 1, The Group transitioned our basis of accounting from Indian generally accepted accounting principles ("IGAAP") to Ind AS. The accounting policies set out in note 1 have been applied in preparing the financial statements for the year ended 31 March 2018, the comparative information presented in these financial statements for the year ended 31 March 2017 and in the preparation of an opening Ind AS balance sheet at 1 April 2016 (the "transition date").

In preparing our opening Ind AS balance sheet, the Group adjusted amounts reported in financial statements prepared in accordance with IGAAP. An explanation of how the transition from IGAAP to Ind AS has affected our financial performance, cash flows and financial position is set out in the following tables and the notes that accompany the tables. On transition, the Group did not revise estimates previously made under IGAAP except where required by Ind AS.

#### Reconciliation of net worth as at March 31, 2017

| Particulars   | Footnote<br>ref. | As on<br>April 1, 2016 | As on<br>March 31, 2017 |
|---|------------------|------------------------|-------------------------|
| Net worth under IGAAP   |                  | 18,268.85              | 17,931.29               |
| Summary of Ind AS adjustments                                 |                  |                        |                         |
| Security deposits recognised at amortised cost                | 1                | (11.34)                | (26.61)                 |
| Proposed Dividend   | 6                | 393.71                 | -                       |
| Amortised cost measurement of borrowings                      | 3                | (23.91)                | (21.12)                 |
| Provision for doubtful debts under Expected Credit Loss Model | 2                | (5,817.39)             | (6,533.37)              |
| Fair valuation of Property,Plant and Equipment                | 4                | 3,375.61               | 4,121.62                |
| Sales deferral  | 5                | (1,254.39)             | (1,232.50)              |
| Others  | 9                | (93.47)                | (21.54)                 |

| Particulars              | Footnote<br>ref. | As on<br>April 1, 2016 | As on<br>March 31, 2017 |
|--------------------------|------------------|------------------------|-------------------------|
| Deferred tax impact      | 11               | 1,176.48               | 1,375.14                |
| Total Ind AS adjustments |                  | (2,254.71)             | (2,338.38)              |
| Net worth under Ind AS   |                  | 16,014.14              | 15,592.91               |

**Reconciliation of Comprehensive income for the year ended on 01 April 2016**

| Particulars  | Footnote<br>ref. | For March<br>31, 2017 |
|--|------------------|-----------------------|
| Comprehensive income under IGAAP   |                  | (547.51)              |
| <b>Summary of Ind AS adjustments</b>   |                  |                       |
| Sales deferral   | 5                | 21.89                 |
| Fair valuation of Property, Plant and Equipment  | 4                | 817.95                |
| Provision for doubtful debts under Expected Credit Loss Model  | 2                | (715.98)              |
| Reversal of exchange loss accumulated in foreign currency monetary item translation difference account | 7                | 209.95                |
| Others   | 9                | (12.51)               |
| Deferred tax impact  | 11               | 198.65                |
| <b>Total Ind AS adjustments</b>  |                  | <b>519.95</b>         |
| Comprehensive income under Ind AS  |                  | (27.56)               |

**Adjustments to statement of cash flows**

There were no material differences between the statement of cash flows presented under Ind AS and the IGAAP.

**Notes to the reconciliation:**

**1 Security deposits recognised at amortised cost**

Under IGAAP, the interest free security deposits and advances were accounted for at transaction price. Under Ind AS, security deposits are to be measured at fair values at inception, with reference to market rates (i.e. fixed deposit rate), and the difference is to be recognised as prepaid rentals.

**2 Trade and other receivables**

Under IGAAP, the Group has created provision for impairment of receivables consists only in respect of specific amount for incurred losses. Under Ind-AS, impairment allowance has been determined based on Expected Loss model (ECL).

**3 Amortisation of transaction costs on borrowings basis effective interest method**  
Under IGAAP, directly attributable transaction costs are charged to the Statement of profit or loss in the year of procurement of the loan. As per the requirements of Ind AS, the Group has measured the borrowings at amortised cost based on the effective interest rate of the borrowings. Appropriate adjustment to the statement of profit or loss or property, plant and equipment have been made.

**4 Fair valuation of Property, Plant and equipment**

On the date of transition the Group has elected to fair value property, plant and equipments. This has resulted into increase in the value of land and Building and decrease in the value of Plant & machinery and other assets with corresponding impact on retained earnings and consequent decrease in depreciation.

**5 Timing of revenue recognition**

Impact pertains to the difference in timing of revenue recognition on account of transition to Ind AS

**6 Proposed dividend**

Under IGAAP, proposed dividends are recognised as a liability in the period to which they relate, irrespective of when they are declared. Under Ind AS, a proposed dividend is recognised as a liability in the period in which it is declared by the Company (usually when approved by shareholders in a general meeting) or paid. In the case of the Group, the declaration of dividend has occurred after period end. Therefore, the liability recorded for this dividend and tax thereon, has been derecognised against retained earnings.

**7 Exchange gain/(loss) accumulated in foreign currency monetary item translation difference account**

Under Ind AS, all exchange differences are accounted for in the statement of profit and loss in the period in which they arise. Under Previous GAAP, exchange differences relating to long term foreign currency monetary assets/liabilities were accumulated in foreign currency monetary item translation difference account, to be amortized over the period, beginning April 1, 2011 or date of inception of such item, as applicable, and ending on March 31, 2020 or the date of its maturity, whichever was earlier

**8 Bills Discounted**

Under IGAAP, trade receivables derecognised by way of bills of exchange have been shown as contingent liability since there is recourse clause. Under Ind AS, the trade receivables have been restated with corresponding recognition of short term borrowings.

**9 Others :**

This includes reversal of amortisation of Goodwill and impact of stores and spares. Under Ind AS Goodwill is not amortised but it is tested for impairment annually or more frequently if events or changes in circumstances indicate that it is impaired and is carried at cost less accumulated impairment loss.

**10 Remeasurement of defined benefit liabilities**

Under IGAAP, the Corporation recognised remeasurement of defined benefit plans under Profit or Loss.

Under Ind AS, remeasurement of defined benefit plans are recognised in Other Comprehensive Income.

**11 Deferred tax assets (net) :**

IGAAP requires deferred tax accounting using the income statement approach, which focuses on differences between taxable profits and accounting profits for the period. Ind-AS 12 requires entities to account for deferred taxes using the balance sheet approach, which focuses on temporary differences between the carrying amount of an asset or liability in the balance sheet and its tax base. The application of Ind-AS 12 approach has resulted in recognition of deferred tax on new temporary differences which was not required under IGAAP.

### 39 Transition to Ind AS:

For the purposes of reporting as set out in Note 1, The group has transitioned its basis of accounting from Indian generally accepted accounting principles (“IGAAP”) to Ind AS. The accounting policies set out in note 1 have been applied in preparing the financial statements for the year ended 31 March 2017, the comparative information presented in these financial statements for the year ended 31 March 2016 and in the preparation of an opening Ind AS balance sheet at 1 April 2016 (the “transition date”).

In preparing the opening Ind AS balance sheet, The group adjusted amounts reported in financial statements prepared in accordance with IGAAP. An explanation of how the transition from IGAAP to Ind AS has affected our financial performance, cash flows and financial position is set out in the following tables and the notes that accompany the tables. On transition, the group did not revise estimates previously made under IGAAP except where required by Ind AS.

Effect of Ind AS adoption as on April 1, 2016 and March 31, 2017

| Amount Rupees in Lakhs        |               |                      |                                 |                      |
|-------------------------------|---------------|----------------------|---------------------------------|----------------------|
|                               | Footnote ref. | Amount as per IGAAP* | Effects of transition to Ind AS | Amount as per Ind AS |
| <b>ASSETS</b>                 |               |                      |                                 |                      |
| <b>Non-current assets</b>     |               |                      |                                 |                      |
| Property, Plant and Equipment | 4 & 9         | 19,023.13            | 3,626.21                        | 22,649.34            |
| Capital work-in-progress      |               | 465.71               | -                               | 465.71               |
| Goodwill                      |               | 109.67               | -                               | 109.67               |
| Other Intangible assets       |               | 622.92               | -                               | 622.92               |
| <b>Financial Assets</b>       |               |                      |                                 |                      |
| Loans                         | 1             | 296.41               | (103.27)                        | 193.14               |
| Other financial asset         |               | 18.82                | -                               | 18.82                |
| Deferred tax assets (net)     | 11            | 958.69               | 1,176.48                        | 2,135.17             |
| Income tax asset              |               | 412.86               | -                               | 412.86               |
| Other non-current assets      | 1             | 392.97               | (75.33)                         | 317.64               |
| Total non current assets      |               | 22,301.18            | 4,624.09                        | 26,925.27            |
| <b>Current Assets</b>         |               |                      |                                 |                      |
| Inventories                   | 5,9           | 3,525.62             | 1,279.44                        | 4,805.06             |
| Financial Assets              |               | -                    |                                 |                      |
| Trade receivables             | 3 & 5         | 14,914.63            | (5,793.82)                      | 9,120.81             |
| Cash and cash equivalents     |               | 939.43               | -                               | 939.43               |
| Other bank balances           |               | 45.61                | -                               | 45.61                |
| Loans                         |               | 541.77               | -                               | 541.77               |
| Other current assets          |               | 323.62               | -                               | 323.62               |
| Assets for Current Tax (Net)  |               | 14.55                | -                               | 14.55                |
| Other current assets          | 1             | 1,744.47             | (78.96)                         | 1,665.52             |
| <b>Total current assets</b>   |               | 22,049.70            | (4,593.33)                      | 17,456.37            |
| <b>TOTAL ASSETS</b>           |               | <b>44,350.89</b>     | <b>30.76</b>                    | <b>44,381.64</b>     |

| Amount Rupees in Lakhs                             |                  |                            |                                       |                            |
|--|------------------|----------------------------|---------------------------------------|----------------------------|
|  | Footnote<br>ref. | Amount<br>as per<br>IGAAP* | Effects of<br>transition<br>to Ind AS | Amount<br>as per Ind<br>AS |
| <b>EQUITY AND LIABILITIES</b>                      |                  |                            |                                       |                            |
| <b>Equity</b>                                      |                  |                            |                                       |                            |
| Equity share capital                               |                  | 1,090.38                   | -                                     | 1,090.38                   |
| Other equity                                       |                  | -                          | -                                     | -                          |
| Reserves representing unrealized<br>gains / losses | 7                | (231.17)                   | 231.17                                | -                          |
| Other reserves                                     |                  | 17,409.64                  | (2,485.88)                            | 14,923.76                  |
| Total equity                                       |                  | 18,268.85                  | (2,254.71)                            | 16,014.14                  |
| <b>Non current liabilities</b>                     |                  |                            |                                       |                            |
| <b>Financial liabilities</b>                       |                  |                            |                                       |                            |
| Borrowings   | 3                | 4,611.99                   | (182.77)                              | 4,429.22                   |
| Other current liabilities                          | 8                | 6.80                       | -                                     | 6.80                       |
| Provisions   |                  | 731.34                     | -                                     | 731.34                     |
| <b>Total non current liabilities</b>               |                  | 5,350.13                   | (182.77)                              | 5,167.36                   |
| <b>Current liabilities</b>                         |                  |                            |                                       |                            |
| <b>Financial liabilities</b>                       |                  |                            |                                       |                            |
| Borrowings   | 8                | 13,409.24                  | 2,861.94                              | 16,271.18                  |
| Trade and other payables                           |                  | 4,100.57                   | -                                     | 4,100.57                   |
| Other financial liabilities                        |                  | 1,611.05                   | -                                     | 1,611.05                   |
| Other current liabilities                          |                  | 1,179.99                   | -                                     | 1,179.99                   |
| Provisions   | 6                | 431.06                     | (393.71)                              | 37.36                      |
| <b>Total current liabilities</b>                   |                  | 20,731.91                  | 2,468.24                              | 23,200.15                  |
| <b>Total liabilities</b>                           |                  | 26,082.04                  | 2,285.46                              | 28,367.50                  |
| <b>Total Equity and Liabilities</b>                |                  | <b>44,350.89</b>           | <b>30.76</b>                          | <b>44,381.64</b>           |

**Reconciliation of equity as at March 31, 2017**

| Amount Rupees in Lakhs          |                  |                            |                                       |                            |
|---------------------------------|------------------|----------------------------|---------------------------------------|----------------------------|
|                                 | Footnote<br>ref. | Amount<br>as per<br>IGAAP* | Effects of<br>transition<br>to Ind AS | Amount<br>as per Ind<br>AS |
| <b>ASSETS</b>                   |                  |                            |                                       |                            |
| <b>Non-current assets</b>       |                  |                            |                                       |                            |
| Property, Plant and Equipment   | 4 & 9            | 18,433.00                  | 4,088.67                              | 22,521.67                  |
| Capital work-in-progress        |                  | 418.38                     | -                                     | 418.38                     |
| Goodwill                        | 9                | 89.25                      | 20.42                                 | 109.67                     |
| Other Intangible assets         |                  | 626.05                     | -                                     | 626.05                     |
| <b>Financial Assets</b>         |                  |                            |                                       |                            |
| Long-term loans and advances    | 1                | 2,862.50                   | (572.92)                              | 2,289.57                   |
| Others                          |                  | 20.08                      | -                                     | 20.08                      |
| Deferred tax assets (net)       | 11               | 937.53                     | 1,375.13                              | 2,312.67                   |
| Income tax asset                |                  | 585.71                     | -                                     | 585.71                     |
| Other non-current assets        | 1                | 744.98                     | 186.51                                | 931.49                     |
| <b>Total non current assets</b> |                  | <b>24,717.47</b>           | <b>5,097.81</b>                       | <b>29,815.28</b>           |



| Amount Rupees in Lakhs                             |                  |                            |                                       |                            |
|--|------------------|----------------------------|---------------------------------------|----------------------------|
|  | Footnote<br>ref. | Amount<br>as per<br>IGAAP* | Effects of<br>transition<br>to Ind AS | Amount<br>as per Ind<br>AS |
| <b>Current Assets</b>                              |                  |                            |                                       |                            |
| Inventories  | 5 & 9            | 2,066.34                   | 1,430.75                              | 3,497.09                   |
| Financial Assets                                   |                  |                            |                                       |                            |
| Trade receivables                                  | 3 & 5            | 17,703.23                  | (8,682.92)                            | 9,020.30                   |
| Cash and cash equivalents                          |                  | 172.50                     | -                                     | 172.50                     |
| Other bank balances                                |                  | 113.17                     | -                                     | 113.17                     |
| Loans  |                  | 120.71                     | -                                     | 120.71                     |
| Others   |                  | 269.19                     | -                                     | 269.19                     |
| Assets for current tax (net)                       |                  |                            |                                       |                            |
| Other current assets                               | 1                | 911.87                     | 226.88                                | 1,138.75                   |
| Total current assets                               |                  | 21,357.01                  | (7,025.29)                            | 14,331.72                  |
| <b>TOTAL ASSETS</b>                                |                  | 46,074.48                  | (1,927.48)                            | 44,147.00                  |
| <b>EQUITY AND LIABILITIES</b>                      |                  |                            |                                       |                            |
| <b>Equity</b>                                      |                  |                            |                                       |                            |
| (a) Equity share capital                           |                  | 1,090.38                   | -                                     | 1,090.38                   |
| (b) Other equity                                   |                  |                            |                                       |                            |
| Reserves representing unrealized<br>gains / losses | 7                | (21.22)                    | 21.22                                 | 0.00                       |
| Other reserves                                     |                  | 16,862.13                  | (2,359.60)                            | 14,502.53                  |
| <b>Total equity</b>                                |                  | 17,931.29                  | (2,338.38)                            | 15,592.90                  |
| <b>Non current liabilities</b>                     |                  |                            |                                       |                            |
| Financial liabilities                              |                  |                            |                                       |                            |
| Borrowings   | 3                | 4,951.51                   | (105.84)                              | 4,845.67                   |
| Provisions   |                  | 541.41                     | -                                     | 541.41                     |
| Deferred tax liabilities(net)                      |                  |                            |                                       |                            |
| <b>Total non current liabilities</b>               |                  | 5,492.93                   | (105.84)                              | 5,387.08                   |
| <b>Current liabilities</b>                         |                  |                            |                                       |                            |
| Financial liabilities                              |                  |                            |                                       |                            |
| Borrowings   | 8                | 15,626.20                  | 516.75                                | 16,142.95                  |
| Trade payables                                     |                  | 3,295.84                   | -                                     | 3,295.84                   |
| Other financial liabilities                        |                  | 3,021.86                   | -                                     | 3,021.86                   |
| Other current liabilities                          |                  | 530.87                     | -                                     | 530.87                     |
| Provisions   |                  | 158.66                     | -                                     | 158.66                     |
| Liabilities for current tax (net)                  |                  | 16.84                      | -                                     | 16.84                      |
| <b>Total current liabilities</b>                   |                  | 22,650.26                  | 516.75                                | 23,167.01                  |
| <b>Total liabilities</b>                           |                  | 28,143.19                  | 410.91                                | 28,554.10                  |
| <b>Total Equity and Liabilities</b>                |                  | 46,074.48                  | (1,927.48)                            | 44,147.00                  |

**Reconciliation of profit or loss for the year ended March 31, 2017**

|  |       | Amount<br>as per<br>IGAAP* | Effects of<br>transition<br>to Ind AS | Amount<br>as per Ind<br>AS |
|--|-------|----------------------------|---------------------------------------|----------------------------|
| <b>Revenue</b>   | ?     |                            |                                       |                            |
| 1. Revenue from Operations (Gross)                         | 5     | 31,939.92                  | 205.65                                | 32,145.57                  |
| 2. Other income  | 1 & 7 | 169.01                     | 134.14                                | 252.88                     |
| <b>3. Total Income (1+2)</b>                               |       | <b>32,108.93</b>           | <b>339.79</b>                         | <b>32,398.45</b>           |
| <b>4. Expenses</b>   |       |                            |                                       |                            |
| Cost of materials consumed                                 |       | 17,173.24                  | -                                     | 17,173.24                  |
| Changes in inventories of finished goods, work-in-progress | 5     | 999.20                     | 183.75                                | 1,182.96                   |
| Finance cost   | 3     | 1,529.98                   | 46.42                                 | 1,576.40                   |
| Employee Benefits Expenses                                 | 10    | 4,445.48                   | -                                     | 4,445.48                   |
| Depreciation and Amortization Expenses                     | 4     | 2,240.45                   | (817.94)                              | 1,422.51                   |
| Other Expenses   | 1 & 8 | 6,295.76                   | 606.22                                | 6,851.74                   |
| <b>Total Expenses (4)</b>                                  |       | <b>32,684.12</b>           | <b>18.45</b>                          | <b>32,652.33</b>           |
| <b>5. Profit/(loss) before Tax</b>                         |       | <b>(575.19)</b>            | <b>321.33</b>                         | <b>(253.88)</b>            |
| <b>6. Tax expense:</b>                                     |       |                            |                                       |                            |
| Deferred Tax   | 11    | -                          | (198.65)                              | (198.65)                   |
| <b>7. Profit/(Loss) for the year</b>                       |       | <b>(575.19)</b>            | <b>519.98</b>                         | <b>(55.23)</b>             |
| <b>8. Other comprehensive income</b>                       |       |                            |                                       |                            |
| Items that will not be reclassified to profit or loss      | 10    | 27.68                      | -                                     | 27.67                      |
| <b>9. Total comprehensive income for the period</b>        |       | <b>(547.51)</b>            | <b>519.98</b>                         | <b>(27.56)</b>             |

\* The IGAAP figures have been reclassified to conform to Ind AS presentation requirements for the purpose of this note

**Exemptions available under Ind AS 101**

Exceptions from full retrospective application

**a) Estimates exceptions**

Upon an assessment of the estimates made under IGAAP, the group has concluded that there was no necessity to revise such estimates under Ind AS, except where estimates were required by Ind AS and not required by IGAAP.

**b) Classification and measurement of financial assets**

Ind AS 101 requires an entity to assess the classification of financial assets on the basis of facts and circumstances existing as on the date of transition. Further, the Standard permits measurement of financial assets accounted at amortized cost based on facts and circumstances existing at the date of transition if retrospective application is impracticable. Accordingly, the Group has determined the classification of financial assets based on facts and circumstances that exist on the date of transition. Measurement of financial assets accounted at amortized cost has been done retrospectively except where the same is impracticable.

**c) Non-controlling Interest**

Ind AS 110 requires entities to attribute the profit or loss and each component of other comprehensive income to the owners of the parent and to non-controlling interests. This requirement needs to be followed even if this results in

the non-controlling interest having deficit balance. Ind AS 101 requires the above adjustment to be followed prospectively from the date of transition. The Group has applied the requirement prospectively.

**d) Classification and measurement of financial assets**

Ind AS 101 requires an entity to assess the classification of financial assets on the basis of facts and circumstances existing as on the date of transition. Further, the standard permits measurement of financial assets accounted at amortized cost based on facts and circumstances existing at the date of transition if retrospective application is impracticable. Accordingly, the Corporation has determined the classification of financial assets based on facts and circumstances that exist on the date of transition. Measurement of financial assets accounted at amortized cost has been done retrospectively except where the same is impracticable.

**40 Employee benefits**

The group contributes to the following post-employment plans in India.

**(A) Defined Contribution Plans:**

The group makes contributions towards provident fund and superannuation fund which are in the nature of defined contribution post employment benefit plans. Under the plan, the group is required to contribute a specified percentage of payroll cost to fund the benefits.

The group recognised ₹ 114.33 lakhs for the year ended March 31, 2018 (March 31, 2017 ₹ 206.83 lakhs) towards provident fund contribution and ₹ 0.65 lakhs for the year ended March 31, 2018 (March 31, 2017 ₹ 0.70 lakhs) towards super-annuation fund contribution in the Statement of Profit and Loss.

The contributions payable to these plans by the group are at rates specified in the rules of the schemes.

**(B) Defined Benefit Plan:**

In accordance with the provisions of the Payment of Gratuity Act, 1972, the Group has a defined benefit plan which provides for gratuity payments. The plan provides a lump sum gratuity payment to eligible employees at retirement or termination of their employment. The amounts are based on the respective employee's last drawn salary and the years of employment with the Group.

Liabilities in respect of the gratuity plan are determined by an actuarial valuation, based upon which the Group makes annual contributions to the Group Gratuity cum Life Assurance Schemes administered by the LIC of India, a funded defined benefit plan for qualifying employees. Trustees administer the contributions made by the Group to the gratuity scheme.

The most recent actuarial valuation of the defined benefit obligation along with the fair valuation of the plan assets in relation to the gratuity scheme was carried out as at March 31, 2018. The present value of the defined benefit obligations and the related current service cost and past service cost, were measured using the Projected Unit Credit Method.

This plan exposes the Group to actuarial risks such as longevity risk, interest rate risk and market (investment) risk.

Expected contribution to post-employment plans for the year ended March 2019 are ₹ 99.08 lakhs

Based on the actuarial valuation obtained in this respect, the following table sets out the details of the employee benefit obligation and the plan assets as at balance sheet date:

|   | As at<br>March 31, 2018 | As at<br>March 31, 2017 | As at<br>April 1, 2016 |
|---|-------------------------|-------------------------|------------------------|
| Defined benefit obligation              | 542.34                  | 598.86                  | 606.86                 |
| Fair value of plan assets               | 76.28                   | 63.76                   | 26.85                  |
| Net defined benefit (obligation)/assets | 466.06                  | 535.10                  | 580.01                 |

#### Present Value of Projected Benefit Obligation

|  | For the<br>year ended<br>March 31, 2018<br>(Funded) | For the<br>year ended<br>March 31, 2017<br>(Funded) | For the<br>year ended<br>March 31, 2018<br>(Unfunded) | For the<br>year ended<br>March 31, 2017<br>(Unfunded) |
|--|---|---|---|---|
| Present Value of Benefit Obligation at the Beginning of the Period                         | 547.05  | 576.90  | 51.81   | 29.96   |
| Interest Cost  | 39.39   | 46.61   | 3.92  | 2.38  |
| Current Service Cost   | 41.49   | 49.08   | 6.59  | 4.59  |
| Past Service Cost  | 6.99  | -   | -   | -   |
| Liability Transferred In/<br>Acquisitions  | 4.49  | -   | 3.02  | -   |
| (Liability Transferred<br>Out/ Divestments)  | (3.02)  | -   | (4.49)  | -   |
| (Benefit Paid From the<br>Fund)  | (136.34)  | (85.96)   | -   | -   |
| Actuarial (Gains)/<br>Losses on Obligations<br>- Due to Change in<br>Financial Assumptions | (23.66)   | 39.54   | -   | -   |
| Actuarial (Gains)/<br>Losses on Obligations -<br>Due to Experience                         | 10.64   | (79.13)   | 3.69  | 12.55   |
| Present Value of Benefit<br>Obligation at the End of<br>the Period                         | 487.04  | 547.05  | 55.30   | 51.81   |

#### Movement of Fair Value of Plan Assets

|   | For the<br>year ended<br>March 31,<br>2018<br>(Funded) | For the<br>year ended<br>March 31,<br>2017<br>(Funded) | For the<br>year ended<br>March 31,<br>2018<br>(Unfunded) | For the<br>year ended<br>March 31,<br>2017<br>(Unfunded) |
|---|--|--|--|--|
| Fair Value of Plan Assets at the Beginning of the Period      | 63.76  | 26.85  | -  | -  |
| Interest Income   | 4.59   | 2.17   | -  | -  |
| Contributions by the Employer<br>(Benefit Paid from the Fund) | 140.93<br>(136.34)                                     | 117.73<br>(85.96)                                      | -  | -  |
| Return on Plan Assets, Excluding<br>Interest Income           | 3.33   | 2.96   | -  | -  |
| Fair Value of Plan Assets at the End of<br>the Period         | 76.28  | 63.76  | -  | -  |

**Expenses Recognized in the Statement of Profit or Loss for Current Period**

|   | For the<br>year ended<br>March 31,<br>2018<br>(Funded) | For the<br>year ended<br>March 31,<br>2017<br>(Funded) | For the<br>year ended<br>March 31,<br>2018<br>(Unfunded) | For the<br>year ended<br>March 31,<br>2017<br>(Unfunded) |
|---|--|--|--|--|
| Current Service Cost                            | 41.49  | 49.08  | 6.59   | 4.59   |
| Net Interest Cost                               | 34.80  | 44.44  | 3.92   | 2.38   |
| Past Service Cost                               | 6.99   | -  | -  | -  |
| (Expected Contributions by the Employees)       | -  | -  | -  | -  |
| (Gains)/Losses on Curtailments And Settlements  | -  | -  | -  | -  |
| Net Effect of Changes in Foreign Exchange Rates | -  | -  | -  | -  |
| Expenses Recognized                             | 83.28  | 93.52  | 10.52  | 6.98   |

**Expenses Recognized in the Other Comprehensive Income (OCI) for Current Period**

|   | For the<br>year ended<br>March 31,<br>2018<br>(Funded) | For the<br>year ended<br>March 31,<br>2017<br>(Funded) | For the<br>year ended<br>March 31,<br>2018<br>(Unfunded) | For the<br>year ended<br>March 31,<br>2017<br>(Unfunded) |
|---|--|--|--|--|
| Actuarial (Gains)/Losses on Obligation For the Period | (13.02)  | (39.58)  | 1.78   | 14.87  |
| Return on Plan Assets, Excluding Interest Income      | (3.33)   | (2.96)   | -  | -  |
| Change in Asset Ceiling                               | -  | -  | -  | -  |
| Net (Income)/Expense For the Period Recognized in OCI | (16.36)  | (42.55)  | 1.78   | 14.87  |

**Maturity Analysis of the Benefit Payments: From the Fund/Employer**

|   | For the<br>year ended<br>March 31,<br>2018<br>(Funded) | For the<br>year ended<br>March 31,<br>2017<br>(Funded) | For the<br>year ended<br>March 31,<br>2018<br>(Unfunded) | For the<br>year ended<br>March 31,<br>2017<br>(Unfunded) |
|---|--|--|--|--|
| Projected Benefits Payable in Future Years From the Date of Reporting |  |  |  |  |
| 1st Following Year  | 89.03  | 65.23  | 1.78   | 1.62   |
| 2nd Following Year  | 15.79  | 50.72  | 1.91   | 1.73   |
| 3rd Following Year  | 26.69  | 18.94  | 2.02   | 1.83   |
| 4th Following Year  | 37.34  | 26.33  | 2.15   | 3.33   |
| 5th Following Year  | 22.63  | 42.89  | 2.26   | 2.00   |
| Sum of Years 6 To 10  | 190.46   | 186.91   | 21.20  | 17.46  |
| Sum of Years 11 and above   | 722.92   | 831.21   | 137.58   | 125.16   |

**Sensitivity Analysis**

|   | For the<br>year ended<br>March 31,<br>2018<br>(Funded) | For the<br>year ended<br>March 31,<br>2017<br>(Funded) | For the<br>year ended<br>March 31,<br>2018<br>(Unfunded) | For the<br>year ended<br>March 31,<br>2017<br>(Unfunded) |
|---|--|--|--|--|
| Delta Effect of +1% Change in Rate of Discounting       | (36.32)  | 547.05   | 55.30  | 51.81  |
| Delta Effect of -1% Change in Rate of Discounting       | 42.13  | (44.54)  | (5.92)   | (5.65)   |
| Delta Effect of +1% Change in Rate of Salary Increase   | 41.70  | 51.94  | 6.99   | 6.69   |
| Delta Effect of -1% Change in Rate of Salary Increase   | (37.28)  | 53.11  | 7.21   | 6.87   |
| Delta Effect of +1% Change in Rate of Employee Turnover | 14.51  | (46.22)  | (6.18)   | (5.88)   |
| Delta Effect of -1% Change in Rate of Employee Turnover | (16.25)  | 14.72  | 2.60   | 2.25   |

**iii. Actuarial assumptions**

The following were the principal actuarial assumptions at the reporting date (expressed as weighted averages).

|                           | March 31, 2018                                 | March 31, 2017                                 |
|---------------------------|--|--|
| Discount rate             | 7.78%  | 7.20%  |
| Future salary growth      | 4.00%  | 4.00%  |
| Rate of employee turnover | 2.00%  | 2.00%  |
| Mortality rate            | Indian Assured<br>Lives Mortality<br>(2006-08) | Indian Assured<br>Lives Mortality<br>(2006-08) |

Assumptions regarding future mortality have been based on published statistics and mortality tables.

**asset liability matching Strategy:**

The money contributed by the group to the fund to finance the liabilities of the plan has to be invested.

LIC is required to invest the funds as per the prescribed pattern of investments laid out in the income tax rules for such approved schemes. Due to the restrictions in the type of investments that can be held by the fund, it is not possible to explicitly follow an asset-liability matching strategy to manage risk actively.

There is no compulsion on the part of the group to fully pre fund the liability of the Plan. the group's philosophy is to fund the benefits based on its own liquidity and tax position as well as level of under funding of the plan.

**41 Operating Leases****A. Leases as lessee**

The Group has taken premises under operating lease. The lease period of these premises have lease period ranging from 1 to 9 years with an option to renew the Lease after this period. In case of the premises taken on operating leases, sub-letting is not permitted.

Amount Rupees in Lakhs

|   | As at<br>March 31,<br>2018 | As at<br>March 31,<br>2017 |
|---|----------------------------|----------------------------|
| Non-cancellable operating lease payable (minimum lease payments) under these lease are as follows |                            |                            |
| Payable within one year   | 395.66                     | 406                        |
| Payable within one year and five year   | 887.76                     | 1,189                      |
| Payable after five year   | -                          |                            |
|   | <b>1,283.42</b>            | <b>1,595.57</b>            |

During the year an amount of ₹ 1094.68 was recognized as an expenses in the statement of profit and loss in respect of operating leases (31 March 2017: ₹ 744.08).

## 42 Capital Management

The Group's policy is to maintain a strong capital base so as to maintain investor, creditor and market confidence and to sustain future development of the business. Management monitors the return on capital as well as the level of dividends to ordinary shareholders.

The Group monitors capital using a ratio of 'adjusted net debt' to 'adjusted equity'. For this purpose, adjusted net debt is defined as total liabilities, comprising interest-bearing loans and borrowings and obligations under finance leases, less cash and cash equivalents. Adjusted equity comprises all components of equity other than amounts accumulated in the hedging reserve.

The Group's policy is to keep the ratio below 2. The Group's adjusted net debt to equity ratio is as follows:

Amount Rupees in Lakhs

|  | As at March<br>31, 2018 | As at March<br>31, 2017 | As at April<br>1, 2016 |
|--|-------------------------|-------------------------|------------------------|
| Total borrowings                           | 14,344.89               | 23,626.64               | 21,867.88              |
| Less : Cash and cash equivalent            | 158.74                  | 172.50                  | 939.43                 |
| Adjusted net debt                          | 14,186.15               | 23,454.13               | 20,928.45              |
| Total equity                               | 22,285.48               | 15,592.91               | 16,014.14              |
| Adjusted equity                            | 22,285.48               | 15,592.91               | 16,014.14              |
| Adjusted net debt to adjusted equity ratio | <b>0.64</b>             | <b>1.50</b>             | <b>1.31</b>            |

## 43 Contingent liabilities and commitments (to the extent not provided for)

| Contingent liabilities   | March 31,<br>2018 | March 31,<br>2017 | April 1,<br>2016 |
|--|-------------------|-------------------|------------------|
| Customs duty demand on imported computer software (refer note 1 & 2 below) | 4,121.07          | 4,121.07          | 4,121.07         |

Note 1

The Group had received Order from Commissioner of Customs (Import), levying differential duty and penalties for the period March 2006 to March 2009 aggregating to 3,176.07 plus interest on duty at the appropriate rate as applicable during the relevant

period, on the computer software imported by the Company for its erstwhile Microsoft business. The Company had filed an appeal before the Supreme Court against the order of Customs, Excise and Service Tax Appellate Tribunal (CESTAT) which has been admitted by Supreme Court. Based on the legal advice, the management is confident that no liability will devolve on the Company in respect of the above litigations.

#### Note 2

The Group had received an order from Commissioner of customs (Import) levying differential duty and penalties aggregating to ₹ 94,5.00 for the period March 2006 to March 2009 on the computer software imported by Wipro and HCL and the Company has been made a party to the proceedings for its erstwhile Microsoft business. The Company had filed an appeal before the Customs, Excise and Service Tax Appellate Tribunal (CESTAT) against the above order and CESTAT has remanded the matter back to Commissioner of Customs (Import) to do fresh adjudication. Based on the legal advice, the management is confident that no liability will devolve on the Company in respect of the above litigations.

#### Note 3

The Group's pending litigations comprise of claims against the group by employees and pertaining to proceedings pending with Income Tax, Excise, Custom. The Group has reviewed all its pending litigations and proceedings and has adequately provided for where provisions are required and disclosed as contingent liabilities where applicable, in its financial statements. The Group does not expect the outcome of these proceedings to have a materially adverse effect on its financial results.

#### Commitments

Estimated amounts of contracts remaining to be executed on March 31, 2018 on capital account and not provided for (Net of Advances) ₹ 397.13, March 31, 2017 : ₹ 16.47. March 31 2016 : ₹ 88.14 )

#### 44 Details of dues to micro and small enterprises as defined under the MSMED Act, 2006

|  | March 31,<br>2018 | March 31,<br>2017 | April 1,<br>2016 |
|--|-------------------|-------------------|------------------|
| The information given below has been determined to the extent such parties have been identified on the basis of information available with the Group   |                   |                   |                  |
| The principal amount remaining unpaid to any supplier as at the year end of each accounting year.  | 0.00              | 0.41              | 2.19             |
| The interest due thereon remaining unpaid to any supplier at end of each accounting year.  | -                 | -                 | -                |
| The amount of interest paid by the Company in terms of section 16 of the MSMED, along with the amount of the payment made to the supplier beyond the appointed day during the accounting year. | -                 | -                 | -                |



|   | March 31,<br>2018 | March 31,<br>2017 | April 1,<br>2016 |
|---|-------------------|-------------------|------------------|
| The amount of interest due and payable for the year of delay in making payment (which have been paid but beyond the appointed day during the year) but without adding the interest specified under the Micro Small and Medium Enterprises Development Act, 2006.  | -                 | -                 | -                |
| The amount of interest accrued and remaining unpaid at the end of the accounting year.  | -                 | -                 | -                |
| The amount of further interest remaining due and payable even in the succeeding years, until such date when the interest dues as above are actually paid to the small enterprise for the purpose of disallowance as a deductible expenditure under section 23 of the Micro Small and Medium Enterprises Development Act, 2006 | -                 | -                 | -                |

#### 45 Disclosure on Corporate Social Responsibility

Gross amount required to be spent by the Company during the year 2017-18 ₹ 10.25 lakhs (2016-17 : ₹ 37.14 lakhs)

Amount spent during the year: ₹ Nil (31 March 2017: ₹ Nil)

| Particulars   | In cash* | Yet to be paid in cash | Total |
|---|----------|------------------------|-------|
| Construction/Acquisition of any assets                                      | -        | -                      | -     |
| Purposes other than (i) above   | -        | -                      | -     |
| iii. Details of related party transactions:<br>₹ Nil (31 March 2016: ₹ Nil) |          |                        |       |
| iv. No provision for expenses on CSR<br>has been made in the current year.  |          |                        |       |

#### 46 Disclosure of Specified Business Notes held and transacted during the period from 8th November 2016 to 30th December 2016

| Particulars                           | Specified Bank Notes<br>(A) | Other denomination Notes<br>(B) | Total<br>(C=A+B) |
|---------------------------------------|-----------------------------|---------------------------------|------------------|
| Closing Cash in hand as on 08.11.2016 | 30.41                       | 11.72                           | 42.13            |
| Add: Permitted Receipts               |                             | 21.58                           | 21.58            |
| Less: Permitted Payments              |                             | 20.28                           | 20.28            |
| Less: Amount deposited in Banks       | 30.41                       | 1.45                            | 30.86            |
| Closing Cash in hand as on 30.12.2016 |                             | 12.58                           | 12.58            |

\* For the purpose of this note, the term Specified Bank Notes shall have the same meaning as provided in the notification of the Government of India, in the Ministry of Finance, Department of Economic Affairs number S.O. 3407€, dated the 8 November.

- 47 During the year, the group has issued 5,92,592 warrants on preferential basis to entities which form part of the public shareholders of the Company, each warrant convertible in to, or exchangeable for, one equity share of face value of ₹ 10 each at a price (including the warrant subscription price and the warrant exercise price) of ₹ 675/- .As per the terms of issue 25% of total amount of ₹ 40 cr i.r. 9.99 lakhs have been paid at the time of subscription and the balance 75% to be payable at the time of exercising the warrant within 18 months from the date of allotment. In case the warrant holder does not exercise within that time, the warrants shall lapse and the subscription amount paid by warrant holders stands forfeited by the company.
- 48 The workers at Mahape plant of the Company are on strike since April 8, 2017 and the strike is continuing. The Company's application for the closure filed with Labour and Energy department has been declined and the same is being challenged before the Labour Tribunal. The Group has made the necessary provision for legal dues payable to the workers.

#### 49 Information relating to subsidiaries

(Pursuant to first proviso to subsection (3) of section 129 read with Rule 5 of Companies (Accounts) Rules 2014

|  | Share in Net assets               |                  | Share in Profit                     | Share in Other comprehensive income |                                     |                | Share in Total comprehensive income |                |
|--|-----------------------------------|------------------|-------------------------------------|-------------------------------------|-------------------------------------|----------------|-------------------------------------|----------------|
|  | (31 March 2017)                   |                  | (31 March 2017)                     | (31 March 2017)                     |                                     |                | (31 March 2017)                     |                |
|  | As a % of consolidated net assets | Amount           | As a % of consolidated net Profit / | Amount                              | As a % of consolidated net Profit / | Amount         | As a % of consolidated net Profit / | Amount         |
| Name of Company                            |                                   |                  | Loss                                |                                     | Loss                                |                | Loss                                |                |
| Parent                                     |                                   |                  |                                     |                                     |                                     |                |                                     |                |
| Repro India Ltd                            | 114.12%                           | 17,794.88        | (348.92%)                           | 192.70                              | 153.68%                             | (42.54)        | (854.49%)                           | 235.24         |
| Subsidiaries                               |                                   |                  |                                     |                                     |                                     |                |                                     |                |
| Indian Subsidiaries                        |                                   |                  |                                     |                                     |                                     |                |                                     |                |
| Repro Innovative Digiprint Limited         | (5.94%)                           | (925.63)         | (238.24%)                           | 131.57                              | 0.00%                               | -              | 0.00%                               | -              |
| Repro Knowledgecast Limited                | (5.06%)                           | (788.24)         | 687.16%                             | (379.51)                            | (53.68%)                            | 14.86          | 954.49%                             | (262.77)       |
| <b>Total</b>                               | <b>103.13%</b>                    | <b>16,081.01</b> | <b>100.00%</b>                      | <b>(55.23)</b>                      | <b>100.00%</b>                      | <b>(27.68)</b> | <b>100.00%</b>                      | <b>(27.53)</b> |
| a) Adjustment arising out of consolidation | (3.13%)                           | (488.11)         | -                                   | -                                   | -                                   | -              | -                                   | -              |
| b) Minority interest                       |                                   |                  |                                     |                                     |                                     |                |                                     |                |
| <b>Total</b>                               | <b>100.00%</b>                    | <b>15,592.91</b> |                                     | <b>(548)</b>                        |                                     |                |                                     |                |

|  | Share in Net assets               |               | Share in Profit                     |                 | (31 March 2018)                     |        | (31 March 2018)                     |            |
|--|-----------------------------------|---------------|-------------------------------------|-----------------|-------------------------------------|--------|-------------------------------------|------------|
|  | (31 March 2018)                   |               | (31 March 2018)                     |                 | (31 March 2018)                     |        | (31 March 2018)                     |            |
|  | As a % of consolidated net assets | Amount        | As a % of consolidated net Profit / | Amount          | As a % of consolidated net Profit / | Amount | As a % of consolidated net Profit / | Amount     |
| Name of Company                            |                                   |               | Loss                                |                 | Loss                                |        | Loss                                |            |
| Parent                                     |                                   |               |                                     |                 |                                     |        |                                     |            |
| Repro India Ltd                            | 116.09%                           | 25,871.10     | 184.30%                             | 3,021.04        | 112.29%                             | 16.36  | 183.67%                             | 3,037.40   |
| Subsidiaries                               |                                   |               |                                     |                 |                                     |        |                                     |            |
| Indian Subsidiaries                        |                                   |               |                                     |                 |                                     |        |                                     |            |
| Repro Innovative Digiprint Limited         | (7.51%)                           | (1,673.58)    | -44.38%                             | (727.51)        | 0.00%                               | -      | 0.00%                               | -          |
| Repro Knowledgecast Limited                | (6.38%)                           | (1,420.92)    | -39.92%                             | (654.37)        | -12.29%                             | (1.79) | -83.67%                             | (1,383.64) |
|  | 102.20%                           | 22,776.60     | 100.00%                             | 1,639.16        | 100.00%                             | 14.57  | 100.00%                             | 1,653.76   |
| a) Adjustment arising out of consolidation | -2.20%                            | (491.13)      |                                     |                 |                                     |        |                                     |            |
| <b>Total</b>                               | <b>100.00%</b>                    | <b>22,285</b> |                                     | <b>(547.51)</b> |                                     |        |                                     |            |

#### Notes:

There are no subsidiaries which are yet to commence operations and/ or have been liquidated or sold during the year.  
There are no Associates and joint ventures.

## 50 Standards issued but not yet effective

Ministry of Corporate Affairs ("MCA"), on March 28, 2018, through Companies (Indian Accounting Standards) Amendment Rules, 2018 has notified the new standard for revenue recognition and amended certain existing Ind ASs which are effective for annual periods beginning on or after April 1, 2018.

Ind AS 115 - Revenue from Contract with Customers:

Ind AS 115 will supersede the existing revenue recognition standard 'Ind AS 18 – Revenue'. The core principle of the new standard is that an entity should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. Further the new standard requires enhanced disclosures about the nature, amount, timing and uncertainty of revenue and cash flows arising from the entity's contracts with customers. Ind AS 115 will supersede the current revenue recognition standard Ind AS 18 Revenue, Ind AS 11 Construction Contracts when it becomes effective. The core principle of Ind AS 115 is that an entity should recognise revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. Specifically, the standard introduces a 5-step approach to revenue recognition:

The Group is in process of its preliminary evaluation of the possible impact of Ind AS 115 and will adopt it retrospectively with the cumulative effect of initially applying this standard recognised as an adjustment to the opening balance of retained earnings at the date of initial application i.e. April 1, 2018 and accordingly comparatives for the year ended March 31, 2018 will not be retrospectively adjusted. This standard is applied retrospectively only to the contracts that are not completed contracts at the date of initial application. The Company does not expect the impact of the adoption of new standard to be material on its retained earnings and to its net income on an ongoing basis.

Ind AS 21 – The effect of changes in Foreign Exchange rates (Appendix B)

The amendment clarifies on the accounting of transactions that include the receipt or payment of advance consideration in a foreign currency. The appendix explains that the date of the transaction, for the purpose of determining the exchange rate, is the date of initial recognition of the non-monetary asset or non-monetary liability arising from the payment or receipt of advance consideration.

The amendment will come into force from April 1, 2018. The Group does not expect the effect of this on the financial statements to be material based on preliminary evaluation.

In terms of our report on even date attached

For **B S R & Co. LLP**  
Chartered Accountants  
Firm Registration No: 101248W/W-100022

**Vijay Bhatt**  
Partner  
Membership No: 036647

Mumbai  
Date: May 24, 2018

For and on behalf of the Board of Directors of  
**Repro India Limited**  
CIN: L22200MH1993PLC071431

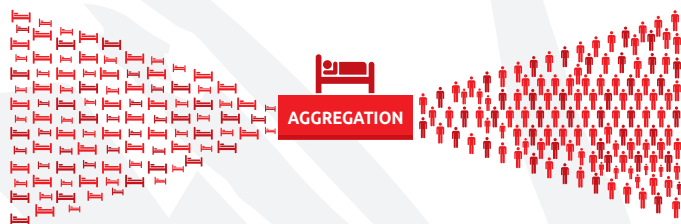
**Sanjeev Vohra**  
Managing Director  
DIN:00112352

Mumbai  
Date: May 24, 2018

**Mukesh Dhruve**  
Director and CFO  
DIN: 00081424

**Kajal Damania**  
Company Secretary  
Membership No: 29764





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