

August 23, 2018

To, **BSE Limited** Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai - 400 001

National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051

Scrip Code: 540798

Script Symbol: FSC

Ref.: Regulation 34 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir / Madam,

Sub.: Annual Report for the financial year ended March 31, 2018

Pursuant to the above referred regulation, we herewith submit electronic copy of the Annual Report of the Company for the financial year 2017-18.

Kindly take the same on records.

Thanking you,

Yours faithfully,

For Future Supply Chain Solutions Limited

Vimal Dhruve

**Company Secretary** 

Encl.: As above.





# SMART. INNOVATIVE. INTEGRATED.

Future Supply Chain Solutions Limited Annual Report 2017-18







## CORPORATE INFORMATION

#### **Board of Directors**

#### **Rakesh Biyani**

Chairman and Non-Executive Director DIN: 00005806

#### **Mayur Toshniwal**

Managing Director DIN: 01655776

#### **Bala Deshpande**

Independent Director DIN: 00020130

#### **C P Toshniwal**

Non-Executive Director DIN: 00036303

#### **Janat Shah**

Independent Director DIN: 01625535

#### **Amar Sapra**

Independent Director DIN: 05178849

#### **Rahul Garg**

Independent Director DIN: 06939695

#### **Shyam Maheshwari**

Non-Executive Director

DIN: 01744054

#### **Statutory Auditors**

NGS & Co. LLP

#### **Chief Executive Officer**

P V Sheshadri Effective April 25, 2018

#### **Chief Financial Officer**

Samir Kedia

#### **Company Secretary and Compliance Officer**

Vimal K Dhruve

#### **Share Transfer Agents**

Link Intime India Private Limited C 101, 247 Park, LBS Marg Vikhroli (West),

Mumbai: 400083 Tel: +91 22 49186270

Website: www.linkintime.co.in

#### **Bankers**

State Bank of India IDFC Bank Kotak Mahindra Bank

#### **Registered Office**

Knowledge House, Shyam Nagar, Jogeshwari Vikhroli Link Road Jogeshwari (East), Mumbai: 400060, Tel: +91 22 66442200, Fax: +91 22 66442201

#### **Corporate Office**

7th floor, 349 Business Point, Western Express Highway, Andheri (East), Mumbai: 400069 Tel: +91 22 71429100, Website: www.futuresupplychains.com

## READING BETWEEN THE PAGES

## Corporate overview



Highlights 2017-18



Chairman's Message



MD's Desk



Contract Logistics



**Express** Logistics



Temperature Controlled Logistics



Vulcan **Express** 



Focus on Consumption **Driven Sectors** 



Technology

## Statutory REPORTS



Management Discussion & **Analysis** 



Directors' Report



Corporate Governance

## Financial SECTIONS



Standalone



Consolidated



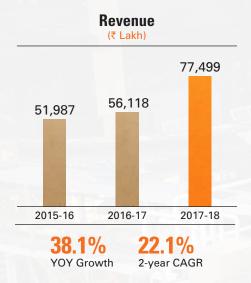


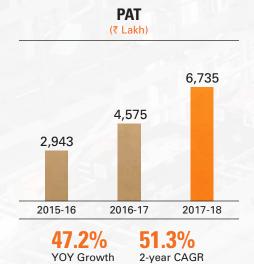


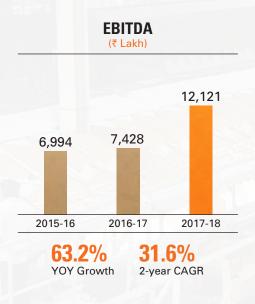


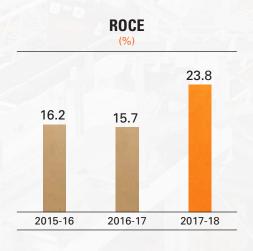
## **HIGHLIGHTS 2017-18** ANCIAL

(STANDALONE)











(STANDALONE)



Warehouse Space 1



Distribution Centres





Containerised Vehicles (Dedicated)<sup>2</sup>



Temperature-controlled **Distribution Centres** 



Owned Reefer Trucks<sup>3</sup>

- 1. Includes one distribution centre of customer operated by FSC with an area of 0.29 million square feet
- 2. For Contract and Express Logistics for the month of March 2018
- 3. As of March 31, 2018



## **CHAIRMAN'S** MESSAGE



Dear Stakeholders,

We take pleasure in presenting you the Thirteenth Annual Report of your Company for 2017-18. During the year, we have successfully listed your Company on the BSE Limited and the National Stock Exchange of India Limited. We thank all our investors for their incessant support and trust shown on us. It will be our endeavour to be on a journey of learning and continuous improvement for the operational and financial health of the Company, while maintaining the highest standards of corporate governance and responsibility towards the stakeholders.

India is expected to be the fastest growing major developing economy over the next few years. Growth in manufacturing and high consumer demand along with increased per capita income and higher propensity to spend will exponentially drive the need for organised end-to-end and customised logistics solution service in the country.

With the domestic logistics space majorly cluttered by unorganised participants and the Indian We believe GST is likely to create multidimensional prospects for the organised logistics service providers by improving performance of all logistics sub sectors.

logistics industry being almost twice less efficient than global standards, there is higher opportunity to optimise the logistics spend in the country. With GST implementation in the country taking firm shape on the ground level, we are all poised to leverage the opportunities. We believe GST is likely to create multi-dimensional prospects for the organised logistics service providers by improving performance of all logistics sub sectors. This apart, the increasing trend of outsourcing the non-core business verticals amongst the companies will also provide us the required fillip to grow exponentially.

During the last decade, the strong growth in consumerism has fuelled the need for specialised logistics solution providers with pan-India distribution reach and ability to provide customised solutions in a cost-efficient manner. We at FSC always focus on this prime objective in an organised and efficient manner with the help of our best-inclass technology solutions, integrated systems and infrastructure. Given our strong presence in fastgrowing consumption-driven sectors, it will act as a catalyst towards attaining a positive growth curve.

Future Group's diverse business in fashion, homeware and food and grocery sectors, is the key source of our revenue. The Company fulfils the need of a specialised supply chain solution provider with end-to-end service offerings in the domestic retail space. This synergy-led business model is expected to be amongst the key growth drivers for the Company in the years to come.

At FSC, we are grateful to our stakeholders for ushering in trust, support and encouragement since the beginning of our journey. With transformation in our constitution of being a listed entity, we expect to receive the same faith and reliance from you as we move ahead to redefine the logistics services sector in India.

With Warm Regards,

Rakesh Biyani

## MD'S **DESK**



#### Dear Shareholders,

This is my first message post our listing. I am extremely grateful to our entire shareholder fraternity for investing their resources and believing in the Company's potential. I would walk you through the Company's performance and key strategic and business highlights during the year.

The Company achieved standalone revenue from operations of ₹77,499 Lakh in 2017-18, a growth of 38.1% over the previous year. It also has posted a net profit of ₹ 6,735 Lakh during the current year, a growth of 47.2% over the previous year. Your Company's net profit after tax has witnessed a 2-year CAGR of 51.3%; the net profit margin also improved by 300 basis points during the same period. This year's strong growth in operating and financial numbers is generated through a culmination of several operational and technology-based upliftment efforts throughout the organisation. Your Company's best-in-class service offerings with the aid of its technological prowess have proved as

With a strong foundation and growthcentric acumen, we are strongly positioned leverage the growth opportunities ahead of us.

the game-changers in extracting optimal synergies within the value chain of our customers.

In line with our constant drive to become a techleader in the logistics solutions space, we installed a high-speed cross belt sorter system at our distribution centre in Nagpur. This unique sorter system is first-of-its-kind in India and has the ability to sort almost 16,000 pieces and 2,000 cases per hour, resulting in improved efficiency and throughput. We have also created a state-of-the-art integrated infrastructure with presence of cuttingedge technology enabled facilities and systems in place. During the year, the Company has set up a few Integrated Food Distribution Centres (IFDC) to cater to multiple clients and sub-categories for the food industry. This would enable higher throughput, lower inventory, faster refills and cost optimisation for the client.

To leverage further synergies from the internal value chain of our customers and bridging the gap to reach the last mile delivery capability in our service portfolio, we completed the acquisition of Vulcan Express Private Limited (Vulcan) on February 2, 2018. Vulcan has operations across more than 2,200 pin codes in India. Service capabilities such as cash-on-delivery, derived from the Vulcan's business expertise shall enable FSC to focus on new clientele and offer more comprehensive supply chain solutions.

With a strong foundation and growth-centric acumen, we are strongly positioned to leverage the growth opportunities ahead of us. We are thankful to our vendors, customers and bankers for their continued patronage. A special note of thanks to our Board of Directors for their able guidance, our leadership team for driving the Company's vision, and to our employees for their determination and energy to deliver outstanding performance and driving the Company's growth engine. With this support, we will continue to build newer milestones going ahead.

Best wishes,

Mayur Toshniwal













2017-18 Monthly Average Revenue Per Square Feet

As of March 31, 2018



The Company offers warehousing, distribution, supply chain solutions and several value-added services, such as packaging, kitting, bundling, and unit cartonisation services. It operates technologyenabled and multi-user distribution centres across India. These distribution centres are generally built-tosuit and are customised with varied technologies, sizes and features based on industry-specific requirements. The distribution centres are on common technology platform (Warehouse Management System or WMS) and can be integrated very easily with customer's Enterprise Resource Planning (ERP) systems.

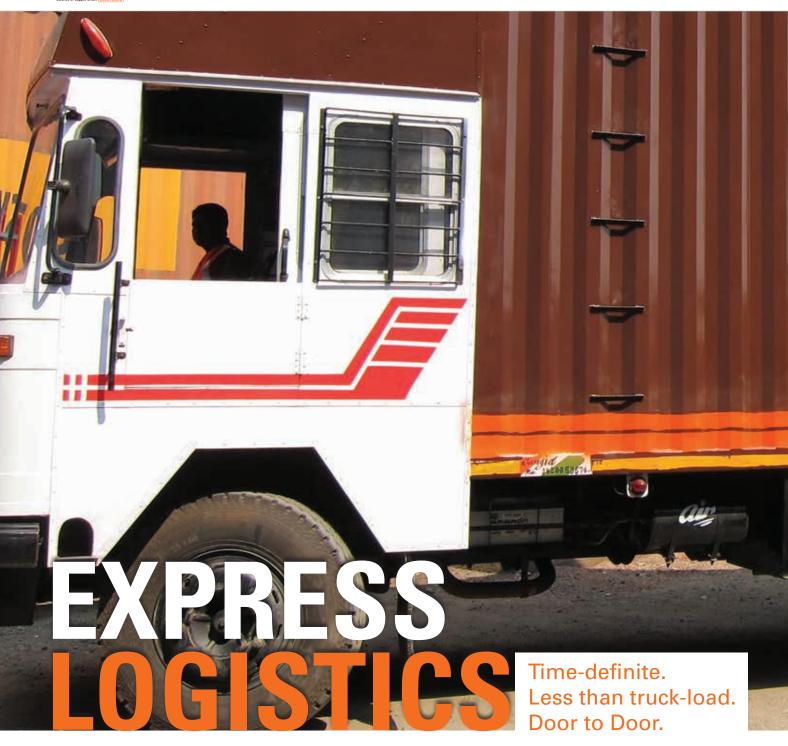
FSC provides contract logistics services to diverse clientele in fast growing consumption driven sectors, including fashion and apparel, food and beverages, consumer durables and electronics, home and furniture, FMCG, etc. The Company operates certain best-in-class distribution centres, that enable the Company to maintain high throughput in a cost efficient manner.

#### **Key features of Distribution centres:**

- Building height of 7 to 12 meters, going up to 18 meters in the centre
- Quality flooring, thermal insulation, louvres and ridge vents to ensure multiple air changes, ventilation to combat extreme temperatures, preserve customer inventory and maintain quality working conditions
- G+7 "Selective Pallet Racking System" and G+4 "Multi-Tier Shelving Storage System, automated conveyor systems for sorting and processing of goods
- Material handling equipment such as reach trucks, forklifts, Very-Narrow Aisle ("VNA") trucks and battery-operated pallet trucks
- Weight checking and cubing systems to ensure order accuracy
- Automatic print and apply systems to track and manage inventory
- Sky lighting to reduce electricity consumption
- Dock levellers to adapt to a variety of different types and sizes of transport vehicles
- Advanced fire safety systems (hydrant and sprinklers)

#### Revenue (Standalone) Gross Profit (Standalone) (₹ Lakh) (₹ Lakh) 58,226 22,595 40,693 15,337 32,406 12,891 2015-16 2016-17 2017-18 2015-16 2016-17 2017-18











Containerised Vehicles in March 2018



As of March 31, 2018



Express Logistics offering involves time definite, less than a truck load transportation services using our "hub and spoke" distribution network. For Express Logistics customers for whom the speed to market is crucial for converting sales across regions, the Company provides customised logistics solutions that meet the customers' expectations.

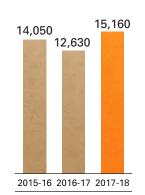
The hubs serve as junctions where shipments arrive and are sorted and grouped based on their ultimate destinations and shipping routes. The hubs are equipped with logistics tools, including pallets and forklifts to allow for efficient movement of goods. The branches are smaller operating units where the Company carries out booking and delivery of shipments to the end customers.

The Company operates a fleet of containerised GPSenabled vehicles that are integrated with Transport Management System (TMS) for online shipment tracking on real time basis, from docket generation to point-of-delivery downloads to e-bills. All these vehicles ensure timely transport with minimal damage to goods, regardless of weather conditions. In March 2018, the Company operated a fleet of 231 containerised vehicles. The Company intends to expand the reach of its Express Logistics distribution network through increasing number of hubs, branches and feeder routes in order to increase the reach of its fleet of technology-enabled vehicles to wider locations across India.

The Company's robust TMS and real time applicationbased mobility platforms ensure real time information and visibility to its customers seeking services.

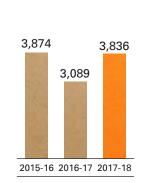
#### Revenue (Standalone)

(₹ Lakh)



Gross Profit (Standalone)

(₹ Lakh)







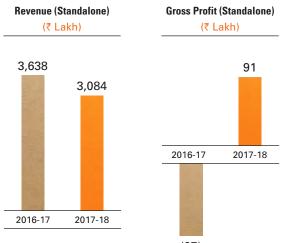


Temperature-controlled **Distribution Centres** 









depending on the requirements of the customer, maintaining complete adherence to contractual requirements and regulatory compliances. The Company's temperature-controlled warehouses are FSSAl-compliant.

Its facilities are strategically located based on the availability of electrical supply grids to minimise power outages, and also maintains adequate power backups with diesel-powered generators. Storage sites utilise refrigeration and temperature-control systems equipped with certain features, including insulation on walls and floors; dock levellers for all dock doors to ensure temperature preservation; mobile racking systems and ultra-flat reinforced flooring and technology to ensure quick opening and closing of doors to prevent temperature fluctuations.

The Company owns fleet of 144 temperature-controlled reefer trucks that maintain a temperature-controlled environment to ensure proper handling of perishable products throughout the transportation process.













Information as of March 31, 2018



During the year, the Company acquired 100% stake in Vulcan Express Private Limited (Vulcan) from Jasper Infotech Private Limited (operates e-commerce portal – www.snapdeal.com) a successful endeavour to develop and gain expertise on the Last Mile Delivery capability.

Vulcan provides logistics services to retail companies with specific focus on the e-commerce industry in India. It offers last mile delivery services in the form of end-to-end delivery of shipment to the distributor, retail outlets or customers. In addition, it offers many other services viz. collection of shipments and consolidation at fulfilment centres (first-mile) especially for e-commerce market place business, warehousing solutions, services such as quality testing and packaging and intercity movement of shipments.

It also provides different value added services to its customers such as kitting, packing, order fulfilment and invoicing. Vulcan has imbibed a strong information technology infrastructure in its DNA thereby providing it a competitive edge over other traditional players. Its warehousing infrastructure is highly customised and flexible enabling efficient handling of e-commerce shipments, break pack and case pack cargo.

#### **Benefits of Vulcan acquisition**

- Provides FSC foothold in the currently-untapped Last Mile Delivery segment
- Business operations across more than 2,200 pin codes pan-India
- Service capabilities such as cash-on-delivery, derived from the Vulcan's business expertise shall enable FSC to acquire new clientele and offer comprehensive supply chain solutions
- Potential for FSC to optimise operational costs and improve operational efficiencies post integration of Vulcan's warehouses & transportation

₹16,282 LAKH Vulcan Revenue for 2017-18

**₹2.910** LAKH

Vulcan Gross Profit for 2017-18



## FOCUS ON CONSUMPTION **DRIVEN SECTORS**

FSC has consciously developed supply chain domain expertise in several consumption driven sectors, including fashion, food, FMCG, furniture and electronics. These sectors are less cyclical in nature and continue to witness strong secular growth, unlike many other sectors such as manufacturing or industrials. The size of 3PL opportunity in these sectors is expected to grow at 18-20% CAGR over the next 3-5 years. The supply chain management for such sectors is highly complex in nature due to the presence of thousands of stock keeping units and hundreds of retail stores to service, thus providing a 3PL service provider, especially FSC, with an opportunity to add significant value to clients. The Company's supply chain strategy for its anchor customer's fashion business is a classic example and a success story that demonstrates the same. The Company is now looking to bring a radical change in the supply chain for its customers in the food and FMCG retail sector by setting up IFDCs.

## **FASHION & FOOTWEAR**

### Consolidate and centralise warehouse operations

The supply chain for anchor customer's fashion business is extremely complex in nature, with presence of over 1,00,000 stock keeping units and over 500 retail stores to service. Improving the product availability at the stores while reducing the overall inventory holding period and managing the tail inventory are some critical success factors for the client. FSC rehashed their supply chain strategy and consolidated several warehouses into one large state-of-the-art warehouse in Nagpur to cater to stores all across the country. This facility houses the first of its kind cross-belt sorter and can handle throughput of up to 300 million garments per annum.

#### **Key Characteristics**

- Highly complex: 1,00,000 SKUs over 500 stores
- Large warehouse requiring need for technological sophistication
- Seasonal demand spurts

#### **Benefits**

- Lower inventory holding days
- Increased product availability on shelf
- High reliability in supply chain
- Increase in sales

## **SECTOR SPLIT**

**Non Anchor Customers Revenue in 2017-18** 



36%

Fashion & Footwear



Automotive & Engineering



Food & Beverage



Home & Furniture



**FMCG** 



Others

## FOOD & FMCG

The supply chain for food & FMCG retailers is chaotic as a retail store receives tens of deliveries during the day that disrupts store operations. There are several intermediaries such as C&F agents and distributors in the value chain, that increase the supply chain cost. An IFDC will aim to source the products directly from the product company. An IFDC will receive all the deliveries on behalf of the store and send out one consolidated delivery per day to the store, typically before the store opens. This would improve store efficiency, increase product availability, lower store manpower requirement and reduce inventory required at the store level.

#### **Key Characteristics**

- Large volume, low value
- High velocity
- 8,000-10,000 SKUs
- Regional consumption patterns

#### **Benefits**

- Smooth store operations
- Better inventory management
- Improved customer experience
- Increased assortment





The Company's high-speed cross-belt sorter at its distribution centre in Nagpur is the first of its kind in India and offers sorting capacity of approximately 16,000 pieces and 2,000 cases per hour. This gives FSC the ability to handle higher volumes for its client without the need for setting up additional distribution centres thus enabling cost optimisation for the client.



FSC uses technology and automation processes through the entire facet of its logistics offerings to enable efficient and cost-effective operational management and reach the ultimate objective to serve its customers' supply chain requirements better. This includes:

- Warehouse Management System
- Sortation system to allow picking of orders with precision
- Integration with customers' systems for automated inventory replenishment
- GPS-enabled trucks that provide real-time tracking of
- Mobility application (on smart-phones) to allow customers real-time visibility

The Company's WMS provides customers with a tool that can be integrated directly with a customer's ERP system, providing visibility of inventory and other order processing activities in the distribution centre. Its TMS provides shipment-level visibility from pick-up to delivery to billing as well as routing solutions and is linked to the ERP system. The Company also integrates its customers' technologies with its own systems so as to provide the customers with proper visibility into their supply chain and enable real-time tracking.

The Company has adopted several technologies and automation in its day-to-day business operations, including a "Dynamic Putto-Light" sortation system (a light-directed sortation system), which is an effective mid-level sorting technology and provides almost 40% higher speed as compared to conventional manual sortation methods, increasing processing capacity of distribution centres and enabling higher accuracy of packing and labelling. It facilitates category-specific segregated packaging prior to shipment, in order to enable inventory to be properly packaged and be shelf-ready at its end destination with no further sortation needed at the end retail level.



## **Management Discussion and Analysis**

The purpose of this discussion is to provide an understanding of the Financial Statements and a composite summary of performance of our business and the eco-system in which these are operating.

Management Discussion and Analysis is structured to comprise:

- **Economy Overview**
- **Industry Overview**
- Competitive Landscape
- **Business and Performance Overview**
- Risks and Internal Adequacy
- Review of Standalone Financial Performance

Some statements in discussion may be forward looking. Future performance may, however, differ from those stated in the Management Discussion and Analysis on account of various factors such as changes in the Government regulations, tax regimes, impact of competition and demand-supply constraints.

#### **ECONOMY OVERVIEW**

India's GDP was recorded 6.7% in 2017-18. The International Monetary Fund (IMF) projected a growth rate of 7.3 % in 2018-19 and 7.5 % in 2019-20 for India as against 6.7% in the current year, making it the fastest growing country among major economies. The growth is likely to be driven by several factors such as robust private consumption and GST implementation. Manufacturing and trade are expected to see strong growth on account of several government initiatives. According to the Ministry of Road Transport and Highways, around 9,829 kilometres of National Highways were constructed during the year, which represents a growth of over 20% over last year.

The inflation rate was noted at 4.28% in March 2018 while the Index of Industrial Production (IIP) was recorded at 4.3% in March 2018. There was also an improvement in India's ranking in the World Bank's 'Ease of Doing Business' by 30 places to be within the top 100.

The year saw the implementation of GST, which helped reduce internal trade barriers and further increase efficiency and improved tax norms. The country further made a strong progress in recent structural reforms. The growth was derived from revival in rural demand post normal monsoons and agricultural output momentum.

#### **INDUSTRY OVERVIEW**

The Indian logistics sector is estimated to be at ₹ 9,100 billion (US\$ 140 billion) in 2016-17, as per the report by Alvarez & Marsal titled "Future of Organised Logistics in India- Contract, Express and Cold Chain" dated June 26, 2017 (A&M report). As per the A&M report, the Indian logistics sector is estimated to reach ₹ 15,230 billion by 2021-22, growing at a CAGR of 10.8%. This is driven by strong demand and supply-side drivers and the key factors contributing to the future growth including growth of the Indian economy, increasing urbanisation, increasing consumerism due to higher per capita income and higher propensity to spend, favourable regulatory changes, incentives from the Government for infrastructure investment and higher levels of outsourcing of logistics activities. On the back of these drivers, organised logistics service providers are expected to grow faster than the otherwise unorganised logistics market. Currently, the industry is significantly fragmented and the un-organised sector constitutes around 85% of the total market.

The introduction of GST in India is expected to favour growth in outsourced logistics, and in particular, large-scale logistics operations that will be capable of handling multi-industry customers.

#### **BENEFITS OF GST IMPLEMENTATION**

| Larger Scale   | Higher Efficiency                                 |
|--|---|
| <ul> <li>Higher scale of operations for warehouses as pl<br/>for efficiency and not tax, leading to consolidati<br/>increased use of technology</li> </ul> |   |
| <ul> <li>Centralisation of hub operations using "hub and model</li> </ul>  | d spoke" • Reduced paperwork                      |
| <ul> <li>Increase in average size of truck unit</li> </ul>   | <ul> <li>Reduced transportation delays</li> </ul> |
| Reduction in average handling cost   | Need for automation                               |
|  | Efficient inventory management                    |

#### **Growth drivers for organised logistics service:**

- Growth in the underlying economy and the resultant increase in logistics demand
- Urbanisation and population growth leading to increased consumerism
- Evolving customer requirements and related sophistication
- Regulatory drivers, such as the introduction of GST and grant of infrastructure status
- Increased scale of logistics service providers to match increasing customer scale
- Adoption and availability of affordable but cutting-edge technology

#### **Challenges:**

- Large number of unorganised players in the sector
- High cost of operation for non-integrated entities
- Nascent material handling infrastructure
- Fragmented warehousing management network
- Poor integration with modern information technology

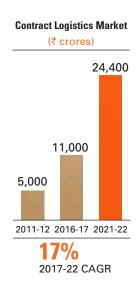
#### **FSC Services Market Size - Organised Segment**

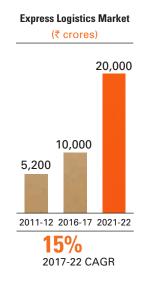
| Segment  | Service   | End user industry  | Market size (2016-17)         |
|--|---|--|-------------------------------|
| Contract Logistics Inbound and outbound logistics services to various manufacturing and service companies; | <ul><li>Auto</li><li>Retail</li><li>Pharmaceuticals</li></ul>   | ₹ 11,000 crores (US\$ 1.7 bn)  |                               |
|  | Take responsibility for transportation, warehousing and other value-added activities such as packaging, kitting, sorting, labelling, reverse logistics and consolidation, among others  | <ul><li>FMCG &amp; CDIT</li><li>Telecom</li><li>E-commerce and e-tailing</li></ul>   |                               |
| Express Logistics  | Offers door-to-door delivery across domestic regions along with real-time shipment tracking facilities, and serves the need for time-sensitive logistics services for customers requiring transport of less than truck load cargo | <ul> <li>Auto components</li> <li>Banking and financial services</li> <li>IT components</li> <li>Apparel</li> <li>Pharmaceuticals</li> <li>Telecom products</li> <li>E-commerce</li> </ul> | ₹ 10,000 crores (US\$ 1.5 bn) |
| Cold Chain Logistics   | Temperature-controlled supply chain offering services including refrigerated storage, transportation and distribution services along with associated value-added support activities   | <ul> <li>Frozen food</li> <li>Dairy</li> <li>Confectionery</li> <li>High-value fruits and vegetables</li> <li>Pharmaceuticals</li> <li>B2B segments</li> </ul>                             | ₹ 1,400 crores (US\$ 0.2bn)   |

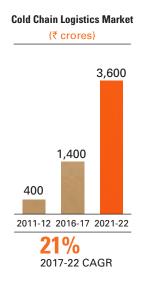
Source: A&M report



#### **TARGET INDUSTRY SEGMENTS - MARKET SIZE**







Source: A&M report

#### **COMPETITIVE LANDSCAPE**

The Indian logistics industry is highly fragmented in nature. Competitiveness of various industry players is determined by key factors such as reliability, service quality, price competitiveness and the ability to comprehensively address sector specific needs of the customers. The Company faces competition from various players catering to different business verticals in different geographic locations as well as several regional and unorganised service providers.

At present, there are only a few organised players in India who have a comprehensive nationwide presence. Various industry participants have also focused on specific sectors. Hence, the Company believes that with its pan-India presence, automated technology systems and integrated offerings, it is well-poised to cater to serve the requirements of its customers.

#### **BUSINESS AND PERFORMANCE OVERVIEW**

FSC, promoted by Future Enterprises Limited, which is promoted by Kishore Biyani, is India's one of the leading organised third-party supply chain and logistics (3PL) service provider, offering warehousing, distribution and other logistics solutions to a wide range of customers. Its service offerings, warehousing infrastructure, pan-India distribution network, a hub-and-spoke transportation model and automated technology systems give it a competitive market position. The Company's customers operate primarily in consumption-driven sectors in India, including retail, fashion and apparel, food and beverage, FMCG, e-commerce, electronics and technology and home and furniture.

The Company offers services in the following key areas:

Contract logistics: The core of contract logistics business involves offering technology-enabled distribution centres across India. FSC's distribution centres are generally multi-user, built-to-suit and scalable based on a customer's supply chain requirements and value chain

Express logistics: FSC's express logistics business offers time-definite, part truck load distribution services using hub-and-spoke distribution network and containerised fleet of GPS-enabled trucks.

Temperature-controlled logistics: FSC established its temperature-controlled logistics business in 2016 by entering into a long-term operating lease for assets. FSC's temperature-controlled logistics business offering involves temperature-controlled warehousing and transportation for temperature sensitive perishable products.

The Company has been ahead of the curve by adopting cutting-edge technology and advanced automation systems in its logistics operations. The Company leverages technological supremacy to manage logistical complexities associated with consumption-driven products. The Company's facility at Nagpur is one of the largest and the most automated distribution centres in India. It is centrally located with efficient linkage to several production and consumption clusters in India covering approximately 0.37 million square feet of warehousing space. The facility is installed with high-speed cross-belt sorter system, the first of its kind in India, having a sorting capacity of approximately 16,000 pieces and 2,000 cases per hour, which became operational in July 2017.

The Company continued to invest time and effort in expanding warehousing infrastructure so as to be better-ready for the strong growth outlook ahead, primarily driven by GST implementation and increased outsourcing of supply chain activities by product companies. During the year, your Company added 0.60 million square feet of net warehousing space and ended the year at 4.58 million square feet of warehousing space under contract logistics that managed a throughput of over 900 million pieces.

The Company has set up three IFDCs, which cater to multiple clients and sub-categories for the food and FMCG industry enabling higher throughputs, lower inventory, faster refills and cost optimisation for the clients. An IFDC is capable of handling both dry and temperaturecontrolled products.

During the year under review, the Company set up a dedicated business development team to accelerate the pace of new customer acquisitions, especially for contract logistics. The Company on-boarded several marquee clients for contract logistics and many more clients for express logistics during the year.

#### **Business outlook**

The business outlook for third party logistics sectors continues to be strong driven by product companies' increased focus on their core competencies and outsourcing of the non-core activities including supply chain management.

With GST now becoming a well-entrenched reality, product companies are re-thinking about their supply chain strategy and are likely to consolidate their warehousing operations. This will create a need for managing large scale warehouses, which requires specific domain expertise. Hence the role of 3PL is likely to increase in future.

Various consumption led sectors such as apparel, footwear, FMCG and consumer durables as well as sectors such as automobiles are growing at a faster rate than raw material centric industries in value terms, indicating premiumisation in these industries. Increased premiumisation in end user industries results in a higher requirement for organised logistics service providers, such as FSC and increase in adoption of value-added logistics services.

The Company believes with its pan-India network and GST readiness, automated technology systems and integrated service offerings, that is well poised to cater to the strong growth ahead.

#### **Standalone Performance Overview**

As of March 31, 2018, the Company's operations are run through 55 distribution centres across India, covering approximately 4.58 million square feet of warehouse space. The Company utilises a "hub-and-spoke" distribution model comprising 14 hubs and 129 branches across India, covering 11,322 pin codes across 29 states and 5 union territories. During March 2018, FSC operated approximately 622 containerised vehicles and 144 Company owned reefer trucks.

The Company recorded a revenue of ₹ 77,499 Lakh and EBITDA of ₹ 12,121 Lakh during 2017-18 as against revenue of ₹ 56,118 Lakh and EBITDA of ₹ 7,428 Lakh in 2016-17. Net profit was recorded at ₹ 6,735 Lakh in 2017-18 as against ₹ 4,575 Lakh in 2016-17.

#### **RISKS AND INTERNAL ADEQUACY**

The business in which your Company operates has some inherent risks. This requires identifying, monitoring and mitigating risks predominantly in the areas of business, operations, finance and compliance. Your Company addresses such risks through mitigating actions on a continuous basis through a system-based approach of risk management. The Internal Control systems of the Company are commensurate with the nature of its business and the size and complexity of its operations. These risks are regularly tested and are certified by the Statutory and Internal Auditors.

The Audit Committee reviews adequacy and effectiveness of the internal control process and systems and monitors the implementation of audit recommendations, with the perspective of strengthening the risk management systems of the Company.

The Management Assurance team additionally carries out quarterly reviews to assess the internal control environment and their adequacy concerning the business environment and make recommendations.

A broader system of internal controls and external audits has been defined and deployed in various businesses to effect continuous improvements and protect our businesses and Shareholders from potential risks.

#### **REVIEW OF STANDALONE FINANCIAL PERFORMANCE**

Total Income comprises (i) revenue from operations and (ii) other income.

#### **Revenue from Operations**

Revenue from operations increased 38.1% from ₹ 56,118 Lakh in 2016-17 to ₹ 77,499 Lakh in 2017-18.



#### (ii) Other income

Other income decreased from ₹ 1,581 Lakh in 2016-17 to ₹ 942 Lakh in 2017-18.

#### **Expenses**

Expenses consist of:

- (i) cost of logistics services
- employee benefit expenses (ii)
- (iii) finance costs
- (iv) depreciation and amortisation expenses
- (v) other expenses

#### **Cost of Logistics Services**

Cost of logistics services comprises warehouse operating charges, transportation expenses and freight forwarding expenses. Cost of logistics services as percentage of revenue from operations declined from 66.9% in 2016-17 to 65.5% in 2017-18.

#### **Employee Benefit Expenses**

Employee benefit expenses comprise salary and wages to the employees, cost of employee welfare programs, expenses incurred in providing training exercises and other speciality skill building activities and performance bonus and reward programs. Employee benefit expenses as percentage of revenue from operations declined from 10.1% in 2016-17 to 9.6% in 2017-18.

#### **Other Expenses**

Other expenses primarily include power and fuel, repairs and maintenance, traveling and conveyance expenses, security expenses etc. Other expenses as percentage of revenue from operations declined from 9.8% in 2016-17 to 9.3% in 2017-18.

#### **Depreciation and Amortisation Expense**

Depreciation and amortisation expenses increased from ₹ 1,914 Lakh in 2016-17 to ₹ 2,324 Lakh in 2017-18.

#### **Finance Costs**

Finance costs reduced 31.7% from ₹ 1,276 Lakh in 2016-17 to ₹871 Lakh in 2017-18.

#### **Profit before Tax**

As a result of the foregoing factors, profit before tax increased 69.6% from ₹ 5,819 Lakh in 2016-17 to ₹ 9,868 Lakh in 2017-18.

#### **Income Tax Expense**

Income tax expenses increased 151.9% in 2017-18 as compared to previous year.

#### **Profit for the Year**

As a result of the foregoing factors, profit after tax increased 47.2% from ₹ 4,575 Lakh in 2016-17 to ₹ 6,735 Lakh in 2017-18.

#### **Earnings Per Share (EPS)**

The Company's Basic and Diluted EPS was ₹ 17.06 and ₹17.05, respectively for 2017-18.

#### **Human Resources**

Being a progressive organisation, your Company firmly believes in its vital assets - The People. The Human Resource (HR) team of the Company plays a vital role to attract and retain leading talents in the logistics industry. The HR team ensures conducting both, technical as well as soft skill trainings for employees to sharpen their skill sets. Key training programs include functional training programs, IT training programs such as WMS, SAP, TMS etc. and various behavioural training programs. These programs are essential for achieving better performance, improvement in throughput delivery and productivity, self-development of employees and better team-work and bonding across various teams. The Company has built its leadership team from within the organisation and most of its senior management team members have been long associated with the Company. The Company gears its training efforts towards developing its personnel to allow for advancement and success within its organisation. The training programs are aimed at holistic development of employees to facilitate their career progression within the Company. FSC takes pride in building a culture of rewarding the merits within the organisation. The fact that most of its senior organisation members have grown within the organisation is a testimony of its continuous efforts in this direction. FSC places a strong emphasis on building a healthy and rewarding work environment. The Company also undertakes number of initiatives to ensure a healthy balance between business needs and individual aspirations. It has in place a variety of measures to improve employee engagement and enable their career progression in right direction.

FSC's employee strength as of March 31, 2018 stood at 1,155.

## **Directors' report**

To.

The Members,

Future Supply Chain Solutions Limited

The Directors of your Company are pleased to present the 13th annual report for the financial year ended March 31, 2018.

#### STANDALONE FINANCIALS HIGHLIGHTS

(₹ in Lakh)

| Particulars                               | For the year ended<br>March 31, 2018 | For the year ended<br>March 31, 2017 |
|---|--------------------------------------|--------------------------------------|
| Revenue from operations                   | 77,498.63                            | 56,118.34                            |
| Other income                              | 942.12                               | 1,580.90                             |
| Total Income                              | 78,440.75                            | 57,699.24                            |
| Depreciation & amortisation               | 2,324.19                             | 1,914.02                             |
| Total expenditure                         | 68,572.65                            | 51,880.06                            |
| Profit before tax                         | 9,868.10                             | 5,819.18                             |
| Tax and provisions including deferred tax | 3,133.55                             | 1,243.76                             |
| Profit after tax                          | 6,734.55                             | 4,575.42                             |
| Other Comprehensive Income                | (4.96)                               | 18.50                                |
| Earnings Per Share-Basic (₹)              | 17.06                                | 11.64                                |
| Earnings Per Share-Diluted (₹)            | 17.05                                | 11.19                                |

#### **OPERATIONAL PERFORMANCE**

During the financial year under review, your Company's revenues increased by 38.1% as compared to the previous year on account of better operational efficiencies through optimum use of the automation and technologies, increased velocity in deliverables, addition of new clientele supported by the increased volume from anchor customers. Net profits of the Company during the year also jumped by 47.2% compared to the previous year supported by increased revenue, controlled operational costs, redesigning of operational verticals, lower finance costs, and other measures taken by the management to improve the overall service delivery and increased internal consistency.

#### **FUTURE OUTLOOK**

The business outlook for third party logistics companies, such as FSC, continues to be strong driven by GST implementation and increased outsourcing of non-core activities by product companies. Various consumption led sectors continue to grow at a faster pace than raw material centric industries in value terms, indicating premiumisation in these industries. This is likely to result in increased need for organised tech-enabled logistics and increased adoption of value-added logistics services.

With the implementation of indirect tax reforms in the

country i.e. Goods and services tax, your Directors are very optimistic about the growth of the overall business and higher efficiency in the operations, which all together would enhance the stakeholders' value.

#### **DIVIDEND & RESERVES**

Your Directors are pleased to recommend the maiden dividend of ₹ 1 (Rupee One only) per equity share of face value of ₹ 10/- i.e. 10% out of the profits for the financial year 2017-18, subject to approval by the members in the ensuing Annual General Meeting. The total dividend outflow would be ₹ 482.90 Lakh inclusive of applicable taxes. No amount is proposed to be transferred to the General Reserves.

#### **SHARE CAPITAL**

During the year under review, the following alterations were made to the share capital structure of the Company:

- Increased the authorised share capital of the Company from ₹ 40 crore to ₹ 50 crore;
- Allotted 9,17,955 equity shares of ₹ 10/- at a premium of ₹ 589.16 per equity share on conversion of compulsory convertible debentures. Post such conversion, the paid-up share capital increased to ₹ 40,05,62,380/-.



#### **PUBLIC OFFER (OFFER FOR SALE)**

During the year under review, the existing shareholders in the Company had divested 97,84,570 equity shares of ₹ 10/- each through offer for sale at an offer price of ₹ 664/- per equity share in compliance with the provisions of the Companies Act, 2013 and SEBI (Issue of Capital and Disclosure Requirements) Regulations, 2009 as amended ('Offer'). Pursuant to the said Offer, the equity shares of the Company were listed on the BSE Limited and the National Stock Exchange of India Limited on December 18, 2017. Your Directors place their appreciation for the impressive response received to the Offer from the various categories of investors.

#### HOLDING, SUBSIDIARY, **JOINT VENTURE AND ASSOCIATE COMPANY**

During the financial year under review, the holding company Future Enterprises Limited had divested a part of its shareholding in the Company. However, the Company continues to be a subsidiary of Future Enterprises Limited.

During the year under review, the Company acquired the entire share capital of Vulcan Express Private Limited thereby making it as wholly owned subsidiary of the Company. The acquisition would help the Company to venture into 'last mile delivery' logistics business for various online retailers. The management believes that the integration of the business of Vulcan will help the Company to boost its revenues, optimise total operational costs and improve operational efficiencies. For the financial year 2017-18, Vulcan registered a total income of ₹ 16,281.87 Lakh and net loss of ₹ 6,763.82 Lakh.

During the year under review, the Company has made strategic investments in Leanbox Logistics Solutions Private Limited ('Leanbox'), which uses technology to improve delivery capabilities for general trade / small retail stores. The technology platform of Leanbox would support an asset light delivery platform through efficient order processing and fulfilment in a seamless manner.

In accordance with the provisions of Section 129(3) of the Companies Act, 2013 read with the Companies (Accounts) Rules, 2014, a statement in Form AOC-1 containing the salient features of the financial statements of the said Subsidiary company and Associate company is appended hereto as Annexure 1.

#### **PARTICULARS** OF LOAN, **GUARANTEE AND INVESTMENT**

The particulars of investments, loans, and guarantees covered under the provisions of Section 186 of the Companies Act, 2013 read with rules made thereunder are given in the Notes to the Standalone Financial Statements of the Company.

#### PARTICULARS OF CONTRACTS OR ARRANGMENTS WITH RELATED PARTIES

All transactions entered into with related parties (as defined under Section 188 of the Companies Act, 2013) during the financial year under review were in the ordinary course of business and on arm's length pricing basis. The Audit Committee also reviews and authenticates/ approves, wherever applicable, transactions with the related parties. As there were no transactions during the financial year under review attracting the provisions of section 188(1), hence, information in Form AOC-2 is not applicable.

#### **DIRECTORS & KEY MANAGEMENT PERSONNEL**

In terms of section 152 of the Companies Act, 2013, C P Toshniwal and Shyam Maheshwari, Directors of the Company, would retire at the ensuing annual general meeting of the Company and being eligible, have offered themselves for re-appointment. The Company has received necessary disclosure and confirmation from the concerned Directors with respect to their re-appointment. Additional information on re-appointment of Directors as required under Regulation 36 of the Listing Regulations, is given in the Notice convening the annual general meeting.

#### Changes amongst Directors & KMPs during the year under review

The Board appointed Mayur Toshniwal as Managing Director & CEO of the Company for a period of 3 years with effect from August 5, 2017. The said appointment was further approved by the members at the previous annual general meeting.

Pursuant to section 149 of the Companies Act, 2013, Bala Deshpande, Amar Sapra and Rahul Garg were appointed as non-executive and Independent Directors with effect from May 10, 2017, August 5, 2017 and August 5, 2017 respectively. Their appointments were further approved

by the shareholders in previous annual general meeting. Further, the Company has received requisite declarations from all the Independent Directors under Section 149(7) of the Companies Act, 2013 confirming the criteria of independence met by them as laid down in Section 149(6) of the Companies Act, 2013 and Regulation 25 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dinesh Goel and Vivek Biyani, Directors of the Company resigned with effect from August 5, 2017. The Board places on record its sincere appreciation for the contribution made by them during their tenure.

During the year under review, P V Sheshadri acted as a Chief Executive Officer for a brief period from May 10, 2017 till August 5, 2017. However, he was re-appointed as CEO of the Company after close of the financial year under review.

Kailash Chand Sharma ceased to be Chief Financial Officer of the Company with effect from March 1, 2018. The Board, subsequent to the recommendation of Nomination and Remuneration Committee and Audit Committee, appointed Samir Kedia as Chief Financial Officer of the Company with effect from March 1, 2018.

#### **MEETINGS OF THE BOARD**

The Board meets at regular intervals to discuss and decide on Company's business policies and strategy apart from other businesses. The Board met five times during the year, details of which are given in the Corporate Governance report forming part of this annual report.

#### **COMMITTEES OF THE BOARD**

The Board of Directors has the following Committees:

- 1. **Audit Committee**
- 2. Nomination and Remuneration Committee
- 3. Stakeholders Relationship Committee
- Corporate Social Responsibility Committee
- Committee of Directors

The details of the Committees along with the composition, number of meetings and attendance at the meetings are provided in the report on the Corporate Governance which forms part of this annual report.

#### PERFORMANCE EVALUATION OF DIRECTORS

Pursuant to the provisions of the Companies Act, 2013 and SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the Board has carried out an annual evaluation of performance of its own, the Committees

thereof and the Directors individually. At the meeting of the Board, all the relevant factors that are material for evaluating the performance of the Committees and of the Board were discussed. A separate exercise was also carried out to evaluate the performance of individual Directors including the Chairman of the Board, who were evaluated on parameters such as level of engagement and contribution, independence of judgment, safeguarding the interest of the Company and its minority shareholders etc. The performance evaluation of the Independent Directors was carried out by the entire Board except the Independent Director under evaluation. The performance evaluation of the Chairman and Non-Independent Directors was carried out by the Independent Directors. The Directors have expressed their satisfaction with the evaluation process.

#### **CORPORATE GOVERNANCE**

As per Regulation 34(3) read with Schedule V of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, a separate report on Corporate Governance together with a certificate from Statutory Auditors of the Company regarding the compliance with the conditions of Corporate Governance, is enclosed herewith and forms part of this annual report.

#### **MANAGEMENT DISCUSSION AND ANALYSIS**

In terms of the provisions of Regulation 34 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, a report on the Management's Discussion and Analysis is appended hereto and forms part of this annual report.

#### **DEPOSITS**

During the year under review, your Company has not accepted any deposit within the meaning of section 73 of the Companies Act, 2013.

#### **RISK MANAGEMENT & ADEQUACY OF INTERNAL FINANCIAL CONTROLS**

The Company has in place a mechanism to identify, assess, monitor and mitigate various risks to key business objectives. The Company's internal control systems are commensurate with the nature of its business and the size and complexity of its operations and are routinely tested by the Auditors. All locations across the country are subject to continued audit on risk based methodology appropriately in sync with the business verticals, operational design, financial model, systems & process



and other relevant subjects. Your Directors believe that such audit process add values to the business in addition to the statutory compliance. Major risks, if any, identified by the businesses and functions are systematically addressed through mitigating actions on a continuing basis. Further, the internal controls at each location are discussed at regular interval engaging the respective zonal auditor, internal auditor, top management team including the directors and chief financial officer. The audit reports detailing the efficacy of the internal controls are brought to the notice of the members of the Audit Committee and subsequently, the Board of Directors for their review, discussion, suggestions and recommendations. Necessary changes and modifications are also carried out as may be recommended by the Audit Committee. In the opinion of the Board, there is no element of risk which threatens the existence of the Company.

#### **AUDIT COMMITTEE**

The Audit Committee of the Company comprises of Bala Deshpande - Independent Director as Chairperson, Rahul Garg and Janat Shah - Independent Directors as members. There are no instances where the Board did not accept the recommendations and suggestions of the Audit Committee. The terms of reference, powers and roles of the Audit Committee are disclosed in the Corporate Governance report forming part of this annual report.

#### **VIGIL MECHANISM**

The Company has established a vigil mechanism to provide a framework to promote responsible and secure whistle blowing and to provide a channel to the employees and Directors to report to the management, concerns about unethical behaviour, actual or suspected fraud or violation of the code of conduct or policy/ies of the Company, as adopted / framed from time to time. The mechanism provides for adequate safeguards against victimisation of employees and Directors to avail of the mechanism and also provide for direct access to the Chairperson of the Audit Committee in exceptional cases.

#### **AUDITORS**

NGS & Co. LLP; Chartered Accountants, statutory auditors of the Company shall hold office as such till the conclusion of the ensuing annual general meeting. However, pursuant to the provisions of the Companies Act, 2013, they shall not be eligible to be appointed/ reappointed in view of their expiration of term permissible under the Companies Act, 2013.

The Board proposes to appoint GMJ & Co., Chartered Accountants, as the auditors of the Company in place of the retiring auditors, for a period of 5 years subject to approval of members at the ensuing annual general meeting.

#### **SECRETARIAL AUDIT**

The Company appointed K. Bindu & Associates, Company Secretaries in wholetime Practise, to conduct secretarial audit of the Company for the financial year 2017-18 in terms of provisions of section 204 of the Companies Act, 2013 read with Rule 9 of Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014. The secretarial audit report for the financial year under review is appended hereto as Annexure 2.

#### **SECRETARIAL STANDARDS**

The Company has devised a system to ensure compliance with the provisions of Secretarial Standards on Meetings of the Board of Directors and General Meetings.

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

The particulars required under Section 134(3)(m) of the Companies Act, 2013 read with Rule 8(3) of the Companies (Accounts) Rules, 2014 relating to energy conservation, technology absorption and foreign exchange earnings and outgo, are provided in Annexure 3 appended hereto. The Company being focused on operations within the country and does not render any services outside India, hence, there are no particulars be given on export initiative.

#### **POLICY** ON **DIRECTORS' APPOINTMENT AND REMUNERATION**

The Company's policy on Directors appointment and remuneration and other matters provided in Section 178(3) of the Companies Act, 2013 are given in the Corporate Governance report, which forms part of this annual report.

#### **DISCLOSURES ON POLICIES**

Details of programs for familiarisation of Independent Directors with the Company are available on the website of the Company at http://www.futuresupplychains.com/ pdf/independent-director-familiarization-program.pdf.

Policy for determining material subsidiaries of the Company is available on the website of the Company at

http://www.futuresupplychains.com/pdf/materiality-forsubsidiary-policy.pdf.

Policy for determining Materiality of Events and the Information is available on website of the Company athttp://futuresupplychains.com/pdf/FSC\_Policy for\_determination\_of\_materiality\_of\_events\_and information.pdf.

Archival policy of the Company is available on the website of the Company at http://www.futuresupplychains.com/ pdf/archival-policy.pdf.

Code of conduct of Board of Directors and senior management personnel of the Company is available on the website of the Company at http://www. futuresupplychains.com/pdf/code-of-conduct-for-keymangaerial-persons.pdf.

Policy on dealing with related party is available on the website of the Company at http://www. futuresupplychains.com/pdf/policy-for-dealing-withrelated-party-transactions.pdf.

The Dividend Distribution Policy is given as Annexure 4 to this report. The same is also available on the website of the Company at http://www.futuresupplychains.com/ pdf/dividend-policy.pdf.

The Remuneration Policy of the Company is available on the website of the Company at http://www. futuresupplychains.com/pdf/remuneration-policy.pdf.

The Company has formulated and disseminated a Whistle Blower Policy to provide vigil mechanism for employees and Directors of the Company to report genuine concerns that could have serious impact on the operations and performance of the business of the Company. This Policy is in compliance with the provisions of the Act and the regulations of the Listing Regulations.

#### **CORPORATE SOCIAL RESPONSIBILITY**

The Board of Directors of the Company has, based on recommendations made by CSR Committee, formulated and approved CSR Policy for the Company. A Foundation at Group level has been created to undertake CSR initiatives. The CSR Committee is chaired by C P Toshniwal, Non - Executive Director. Other members of the CSR Committee are Amar Sapra -Independent Director and Rakesh Biyani - Non-Executive Director. The CSR Committee at its meeting held on August 5, 2017 had identified the programs to be undertaken for spending the CSR amount and recommend to the Board. Accordingly, the Company has utilised and spent on such CSR programs all the amount accrued till the end of the financial year under review. The disclosures as per Companies (Corporate Social Responsibility Policy) Rules, 2014 is given in prescribed form which is appended hereto as Annexure 5.

#### **SCHEME OF ARRANGEMENT**

After closure of the year under review, the Board of Directors has approved the Scheme of Arrangement amongst the Company and its wholly owned subsidiary - Vulcan Express Private Limited ("Vulcan") and their respective shareholders and creditors under section 230-232 read with section 66 of the Companies Act, 2013 ("Scheme"). The arrangements involve, inter alia, the demerger of Fulfilment Business and Last Mile Delivery Business Undertakings of Vulcan and vest into the Company. Further, Vulcan being the wholly owned subsidiary of the Company, no consideration is proposed to be paid/ discharged for the arrangements embodied in the Scheme. The Scheme is subject to approval of the requisite authorities.

#### **SIGNIFICANT AND MATERIAL ORDERS**

There are no significant and material orders passed by the regulators or courts or tribunals impacting the going concern status and the Company's operations in future.

#### **MATERIAL CHANGES AND COMMITMENTS**

Except as disclosed in this report, there are no material changes, commitments or events affecting the financial position of the Company, which have occurred after the closure of financial year under review till the date of this report.

#### **PARTICULARS OF EMPLOYEES**

Disclosures with respect to the remuneration of Directors and employees as required under Section 197(12) of the Companies Act, 2013 read with Rule 5(1) of the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014 are provided under Annexure 6 appended hereto.

In terms of the provisions of 134 of the Companies Act, 2013, read with Rule 5(2) of the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014, a statement containing the names and other particulars of employees drawing remuneration in excess of the limits set out in the said rules are provided in annual report. However, in terms of the first proviso to Section 136(1) of the Companies Act, 2013, information pursuant



to Section 197 of the Act, read with Rule 5(2) and 5(3) of the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014, is excluded from the annual report being sent to the members of the Company but available for inspection by the members at registered office of the Company during business hours on all working days up to the date of the ensuing annual general meeting. Any member interested in obtaining a copy thereof, may write to the Company Secretary and the same will be furnished on request. The complete annual report including aforesaid information is being sent electronically to all those members who have registered their e-mail addresses and is also available on the website of the Company.

#### **EMPLOYEE STOCK OPTION PLAN**

Pursuant to the approval of the Nomination and Remuneration Committee, the Board of Directors and shareholders, the Company has instituted Employee Stock Option Plan (FSC ESOP 2017) for issue of up to 4,00,000 options to eligible employees. Further, the Nomination and Remuneration Committee has made 2,83,763 grants to the employees and directors of the Company. Details required to be provided under section 62 of the Companies Act, 2013 and Rule 12(9) of Companies (Share Capital and Debenture Rules, 2014) and SEBI (Share Based Employee Benefits) Regulations, 2014 are appended hereto as Annexure 7.

#### **EXTRACT OF ANNUAL RETURN**

In terms of the provisions of Section 92 (3) of the Companies Act, 2013 read with the Companies (Management and Administration) Rules, 2014, an extract of the Annual Return of your Company for the financial year ended March 31, 2018 is given in Annexure 8.

#### **CONSOLIDATED FINANCIAL STATEMENTS**

Consolidated Financial Statements prepared accordance with the Indian Accounting Standards prescribed by the Institute of Chartered Accountants of India are appended to this annual report. Pursuant to the provisions of Section 136(1) of the Companies Act, 2013, the annual report of the Company containing therein Standalone and the Consolidated Financial Statements of the Company and the audited Financial Statements of the Subsidiary company have been placed on the

website of the Company - www.futuresupplychains.com. The audited financial statements in respect of Subsidiary company shall also be kept open for inspection at the registered office of the Company during working hours for a period of 21 days before the date of ensuing annual general meeting. The aforesaid documents relating to Subsidiary company can be made available to any member interested in obtaining the same upon a request in that regards made to the Company.

#### **DIRECTORS' RESPONSIBILITY STATEMENT**

Pursuant to the requirement under section 134(3)(c) of the Companies Act, 2013, with respect to Directors' Responsibility Statement, the Directors of the Company state that -

- in the preparation of the annual accounts, the applicable accounting standards had been followed along with proper explanation relating to material departures;
- they have selected such accounting policies and applied them consistently and made judgments and estimates that are reasonable and prudent so as to give a true and fair view of the state of affairs of the Company at the end of the financial year and of the profits of the Company for that year;
- they have taken proper and sufficient care 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;
- they have prepared the annual accounts for the financial year ended March 31, 2018 on a going concern basis; and
- they have laid down internal financial controls to be followed by the Company and such financial controls are adequate and were operating effectively;
- they have devised proper systems to ensure compliance with the provisions of all applicable laws and that such systems were adequate and operating effectively.

#### **AWARDS AND RECOGNITION**

During the year under review, your Company was awarded with the following recognitions:

Best Cold Chain 3PL Service Provider at Cold Chain Strategy Summit 2017;

- Best 3PL Company of the Year at The Goa State Logistics, Supply Chain & Warehousing Leadership Awards 2017;
- Best 3PL Company of the Year at ELSC 2017 held by Kamikaze B2B Media:
- Industry Excellence in Supply Chain FMCG at ELSC 2017 held by Kamikaze B2B Media;
- Excellence Award Position under Industrial / Retail Warehousing at SCALE Awards by CII - Institute of Logistics;
- Best 3PL Solutions Award at World Innovation Congress held by World Innovation Congress & Awards;
- Most innovation Supply Chain Provider of the year held by World Innovation Congress & Awards;
- Digital transformation & Supply Chain Excellence in Warehousing Management at Global Logistics Excellence Awards;
- Indian 3PL of the year at Global Logistics Excellence Awards:
- Operational Excellence in Safety Initiative at the 8th edition of Manufacturing Supply Chain Summit &
- Quality Excellence in Reverse Logistics at the 8th edition of Manufacturing Supply Chain Summit & Awards:
- Financial Express CFO Award 2018 Medium **Enterprise** by Financial Express

#### **SEXUAL HARASSMENT POLICY**

Your Company believes in providing a safe and harassment free workplace to every individual working in the Company through various means including training, awareness and practices. The Company always endeavours to create and provide an environment that is free from discrimination and harassment including sexual harassment. The Company has in place a policy on prevention of sexual harassment at workplace which aims at prevention of harassment of employees and lays down the guidelines for identification, reporting and prevention of sexual harassment. The Company has an Internal Complaints Committee (ICC) which is responsible for redressal of complaints related to sexual harassment and follows the guidelines provided in the policy. ICC conducts training workshop mainly focusing on investigation skills, basic counselling skills such as listening, paraphrasing and dealing with biases through various kind of case studies, role plays activities based on real life examples, role of ICC, critical attitudes of an

ICC member and investigation process & report writing, etc. Your Directors further state that during the year under review, there were no cases filed pursuant to the Sexual Harassment of Women at Workplace (Prevention, Prohibition and Redressal) Act, 2013.

#### **ACKNOWLEDGEMENT**

Your Directors desire to place on record, their appreciation to all employees at all levels, who during the year under review, with sustained dedicated effort, enabled the Company to deliver a good performance.

Your Directors also wish to place on record their appreciation and acknowledge with gratitude for the support and co-operation extended by the Government, clients, bankers, shareholders and other Government agencies and look forward to their continued patronage in future.

For and on behalf of the Board of Directors of **Future Supply Chain Solutions Limited** 

#### Rakesh Biyani

Chairman

Place: Mumbai Date: April 25, 2018



#### **Annexure 1**

#### Form AOC-1

Statement containing salient features of the financial statement of subsidiaries/associate companies/joint ventures (Pursuant to first proviso to sub-section (3) of section 129 read with rule 5 of Companies (Accounts) Rules, 2014)

#### **PART A: SUBSIDIARY**

(₹ in Lakh)

|                                     | (K III LAKII)                  |
|-------------------------------------|--------------------------------|
| Name of the Subsidiary company      | Vulcan Express Private Limited |
| Date of acquisition                 | February 2, 2018               |
| Reporting period for the Subsidiary | March 31, 2018                 |
| Reporting currency                  | INR                            |
| Share capital                       | 23,006.01                      |
| Reserves & Surplus                  | (16,806.01)                    |
| Total assets                        | 11,074.91                      |
| Total liabilities                   | 4,874.91                       |
| Investments                         | Nil                            |
| Turnover                            | 16,281.87                      |
| Profit before taxation              | (6,763.82)                     |
| Provision for taxation              | Nil                            |
| Profit after taxation               | (6,763.82)                     |
| Proposed dividend                   | Nil                            |
| % of shareholding                   | 100.00                         |

#### PART B: ASSOCIATES AND JOINT VENTURES

Statement pursuant to Section 129 (3) of Companies Act, 2013 related to Associate & Joint Ventures

| Name of Associate  | Leanbox Logistics Solutions Private Limited |
|--|---|
| Latest audited balance sheet date  | March 31, 2018                              |
| No. of shares of Associate held by the Company on the year end             | 1,78,500                                    |
| Amount of investment in Associate (₹ in Lakh)                              | 899.99                                      |
| Extent of holding (%)  | 50.00                                       |
| Description of how there is significant influence                          | Shareholding more than 20%                  |
| Reason why the Associate is not consolidated                               | Not Applicable                              |
| Net worth attributable to shareholding as per latest audited balance sheet | 445.88                                      |
| (₹ In Lakh)  |   |
| Profit/ (Loss) for the year (₹ in Lakh)                                    |   |
| - Considered in consolidation  | (57.10)                                     |
| - Not considered in consolidation  | -   |

For Future Supply Chain Solutions Limited

Rakesh Biyani

Chairman

Place: Mumbai Date: April 25, 2018

#### Annexure 2

#### Form No. MR-3

#### **SECRETARIAL AUDIT REPORT**

#### FOR THE FINANCIAL YEAR ENDED MARCH 31, 2018

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

To, The Members, Future Supply Chain Solutions Limited

I have conducted the secretarial audit of the compliance of applicable statutory provisions and the adherence to good corporate practices by Future Supply Chain Solutions Limited (hereinafter called "the Company"). The secretarial audit was conducted in a manner that provided me a reasonable basis for evaluating the corporate conduct/statutory compliances and expressing our opinion thereon.

Based on my 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 authorised representatives during the conduct of secretarial audit, I hereby report that in my opinion, the Company has, during the audit period covering the financial year ended on March 31, 2018 complied with the statutory provisions listed hereunder and also that the Company has proper Board-processes and compliancemechanism in place to the extent, in the manner and subject to the reporting made hereinafter:

I have examined the books, papers, minute books, forms and returns filed and other records maintained by the Company for the financial year ended on March 31, 2018 according to the provisions of:

- The Companies Act, 2013 (the Act) and the rules made there under:
- The Securities Contracts (Regulation) Act, 1956 ('SCRA') and the rules made there under;
- The Depositories Act, 1996 and the Regulations and Bye-laws framed there under;
- iv. Foreign Exchange Management Act, 1999 and the rules and regulations made there under to the extent of Foreign Direct Investment, Overseas Direct

Investment and External Commercial Borrowings to the extent applicable

- The following Regulations and Guidelines prescribed under Securities and Exchange Board of India Act, 1992 (Including any modification thereto from time to time or any re-enactment thereof for the time being in force): -
  - (a) The Securities and Exchange Board of India (Substantial Acquisition of Shares Takeovers) Regulations, 2011;
  - (b) The Securities and Exchange Board of India (Prohibition of Insider Trading) Regulation, 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;
  - (e) The Securities and Exchange Board of India (Issue and listing of Debt securities) Regulations, 2008; Not applicable.
  - 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
  - (h) The Securities and Exchange Board of India (Buyback of Securities) Regulations, 1998; Not applicable.

Based on the representation given by the Management of the Company and as verified by me, it is observed that there are no such laws which are specifically applicable



to the industry in which the Company operates.

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

- Secretarial Standards with regard to Meeting of Board of Directors (SS-1) and General Meetings (SS-2) issued by the Institute of Company Secretaries of India;
- SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015

During the period under review the Company has complied with the provisions of the Act, Rules, Regulations, Guidelines, Standards, etc. mentioned above.

#### I further report that:

- The Board of Directors of the Company was duly constituted with adequate balance of Executive Directors and Independent Directors. The changes, if any, in the composition of the Board of Directors / Committees thereof that took place during the period under review were carried out in compliance with the provisions of the Act;
- Based on the representation given by the management of the Company and as verified by us, it is observed that there are no such laws which are specifically applicable to the industry in which the Company operates;
- Adequate notices were given to all directors to schedule the Board Meetings, agenda and detailed notes on agenda 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;
- Decisions of the Board were carried out unanimously/ with requisite majority as recorded in the minutes of the meetings of the Board of Directors and no dissenting views were carried out.
- I further report that there are adequate systems and processes in the Company commensurate with the size and operations of the Company to monitor and ensure compliance with applicable laws, rules, regulations and guidelines.

I further report that during the audit period of the Company:

The Company has made initial public offer through Offer for Sale of existing 97,84,570 equity shares of ₹ 10 each in compliance with the provisions of the Act and SEBI (Issue of Capital and Disclosure Requirements) Regulations, 2009 as amended. The equity shares of the Company

were listed on BSE Limited and the National Stock Exchange of India Limited on December 18, 2017. There was conversion of Compulsory Conversion Debentures into 9,17,955 equity shares of ₹ 10/- each aggregating to ₹55 crore.

Further there were no instances of:

- Demerger/ Restructuring/ Scheme of Arrangement
- Redemption/Buy-Back of Securities
- Foreign Technical Collaborations

This Report is to be read with my letter of date which is annexed as Annexure-I and forms an integral part of this Report.

## **Annexure I to Secretarial Audit Report**

To,

The Members,

Future Supply Chain Solutions Limited

My report of even date is to be read along with this letter.

- Maintenance of secretarial record is the responsibility of the management of the Company. My responsibility is to express an opinion on these secretarial records based on audit.
- I have followed the audit practices and processes as were appropriate to obtain reasonable assurance about the correctness of the contents of the secretarial records. The verification was done on test basis to ensure that the correct facts are reflected in secretarial records. I believe that the practices and processes, I followed provide a reasonable basis for my opinion.
- I have not verified the correctness and appropriateness of financial records and Books of Account of the Company. 3.
- Wherever required, I have obtained management representation about the compliance of laws, rules, regulations, norms and standards and happening of events.
- The compliance of the provisions of the corporate and other applicable laws, rules, regulations and norms is the responsibility of management. My examination was limited to the verification of procedure on test basis.
- The secretarial audit report is neither an assurance as to the future viability of the Company nor of the efficacy or effectiveness with which the management has conducted the affairs of the Company.

For and on behalf of the Board of Directors of For K Bindu & Associates **Company Secretaries** 

Place: Mumbai Date: April 25, 2018

**Bindu Darshan Shah Proprietor** Membership No. A20066 / CP No. 7378



## Conservation of Energy, Research & Development, Technology Absorption, **Foreign Exchange Earnings and Outgo**

#### **CONSERVATION OF ENERGY:**

#### (I) The steps taken or impact on conservation of energy:

Adequate measures have been taken to reduce energy consumption. The Company, to the extent possible, uses the energy saver electronic equipment to conserve the energy.

#### (II) The steps taken by the Company for utilising alternate source of energy:

All efforts are made to use more natural lights at office/ warehouse locations to optimise the consumption of

#### (III) The capital investment on energy conservation equipment:

#### **TECHNOLOGY ABSORPTION:**

The Company has installed high speed cross belt sorter system at MIHAN distribution centre in Nagpur, which is the first of its kind in India, with a sorting capacity of approximately 2,000 cases and 16,000 pieces per hour. The cross-belt sorter was developed by Germany-headquartered Beumer Group, Germany and which became operational in July 2017. The said sorter system has resulted in higher efficiency, reduced costs and minimal operational shortcomings. No further expenses were incurred on research and development on such technology.

#### **FOREIGN EXCHANGE EARNINGS & OUTGO:**

(₹ in Lakh)

| Foreign Exchange Earnings & Outgo | 2017-18 | 2016-17 |
|-----------------------------------|---------|---------|
| Foreign Exchange Earnings         | Nil     | Nil     |
| Foreign Exchange Outgo:           |         |         |
| Travel                            | 3.82    | 3.14    |
| Freight cost                      | 37.07   | 32.25   |
| Software license                  | 30.37   | 8.07    |
| Professional fees                 | 215.97  | 62.14   |
| Consumables                       | 9.24    | Nil     |
| Fixed asset purchase              | 162.63  | 43.92   |

## **Dividend Policy**

#### **COMPANY'S PHILOSOPHY:**

Future Supply Chain Solutions Limited ('FSC') strives to ensure and preserve stakeholders' value and work towards enhancing net worth of the Company as well as overall stakeholders' value. While achieving the above objective, the Company also ensures protecting the interest of all stakeholders, including the society at large.

FSC looks upon good Corporate Governance practices as a key driver of sustainable corporate growth and long term stakeholder value creation. Good Corporate Governance Practices enable a Company to attract high quality financial and human capital. In turn, these resources are leveraged to maximise long-term stakeholder value, while preserving the interests of multiple stakeholders, including the society at large. Our Dividend philosophy is in line with the above principles. Our Dividend pay-out ratio would be ranging from 25% to 60% of the earned profits for the year, after adjusting any carried forward losses. Dividend Pay-out ratio would be reviewed every three year and would be based upon profitability and retained earnings and would be further subject to business requirements and general economic conditions. The Company will attempt to maintain a consistent dividend record to reward shareholders.

#### **DECLARATION OF DIVIDEND:**

In line with the philosophy described above, the Board reviews the operating performance every quarter and shall strive to distribute optimum and appropriate level of profits in the form of interim / final dividends, from time to time. All dividends are subject to statutory regulations and approvals, as applicable. Overall, the dividend pay-out in each year will depend upon business performance, investment requirements of the annual operating plan for the year and any other strategic priorities identified by the Company.

#### **PER SHARE BASIS:**

The dividend will be declared on per share basis only.

#### CIRCUMSTANCES UNDER WHICH THE SHAREHOLDERS OF THE LISTED ENTITIES MAY NOT EXPECT DIVIDEND:

The Board may choose not to recommend a dividend, if there are important strategic priorities which require large investments that would deplete the Company's cash reserves or uncertainties in the business performance in the near to medium term.

#### FINANCIAL PARAMETERS CONSIDERED **WHILE DECLARING DIVIDEND:**

The financial parameters that may be considered

before declaring dividend are profitability, cash flow, obligations, taxation policy, past dividend rates and future growth and profitability outlook of the Company.

#### INTERNAL AND EXTERNAL FACTORS CONSIDERED WHILE DECLARING DIVIDEND:

The Board leads the strategic management of the Company on behalf of the Shareholders, exercise supervision through direction and control and appoints various committees to handle specific areas of responsibilities. In this endeavour, the Board reviews various types of information provided to it which has a bearing on declaring dividend. Key internal and external factors are listed below (not exhaustive):

- Annual operating plans, budgets, updates
- Capital budgets
- Quarterly and Annual results
- Investments including Mergers and Acquisitions
- Strategic updates/ financial decisions
- Funding arrangements
- Any other matter / risks

#### **External**

- Macro-economic environment
- Competition
- Legislations impacting business
- Statutory restrictions
- Changes in accounting policies and applicable standards
- Client related risks
- Any other matter / risks apprehended by the Board

#### **USAGE OF RETAINED EARNINGS:**

Retained earnings would be used to further the Company's business priorities. If there are excess reserves beyond the medium to long term business requirements, the retained earnings would be distributed to shareholders via Dividends or other means as permitted by applicable regulations.

#### PARAMETERS THAT ARE ADOPTED WITH REGARD TO **VARIOUS CLASSES OF SHARES:**

Currently, the Company has only one class of shares. If the Company has more than one class of shares in future, dividend for each class would be subject to prescribed statutory guidelines as well as terms of offer of each class to the investors of that class of shares. To the extent permitted, the Company would aim for highest level of transparency and equitable treatment of all investors.



## Statement on Corporate Social Responsibility

Pursuant to section 134(O) of the Act and Rule 9 of the Corporate Social Responsibility Rules, 2014

#### A BRIEF OUTLINE ON COMPANY'S CSR POLICY:

The policy on corporate social responsibilities ("CSR Policy") of the Company includes, inter alia, activities and programs to be undertaken by the Company in line with Schedule VII of the Companies Act, 2013 through itself or any other trust/ implementing agencies. The CSR policy is available on the website of the Company at http://www.futuresupplychains.com/pdf/CSR\_Policy.pdf.

#### THE COMPOSITION OF THE CSR COMMITTEE AS AT MARCH 31, 2018 IS AS UNDER:

- C P Toshniwal (Chairman & Non-Executive Director)
- Amar Sapra (Independent Director)
- Rakesh Biyani (Non-Executive Director)

#### AVERAGE NET PROFIT OF THE COMPANY FOR LAST THREE FINANCIAL YEARS: ₹ 2,386.91 Lakh

#### IV. PRESCRIBED CSR EXPENDITURE (TWO PER CENT OF THE AMOUNT AS IN ITEM 3 ABOVE): ₹ 47.74 Lakh

#### **DETAILS OF CSR SPENT DURING THE FINANCIAL YEAR 2017-18:**

- (a) Total amount to be spent for the financial year: ₹ 47.74 Lakh\*
- (b) Amount unspent, if any: Nil
- (c) Manner in which the amount spent during the financial year is detailed below.

| SI.<br>No. | CSR project or activity identified   | Sector in<br>which the<br>project is<br>covered   | Projects or<br>Programs (1)<br>Local area<br>or other (2)<br>Specify the<br>State and<br>district where<br>projects or<br>programs was<br>undertaken | programs<br>wise<br>(₹ in<br>Lakh) | Amount spent on the projects or programs Sub - heads: (1) Direct expenditure on projects or programs (2) Overheads (₹ in Lakh) |       | Amount spent<br>: Direct or<br>through<br>implementing<br>agency# |
|------------|--|---|--|------------------------------------|--|-------|---|
| 1          | Program 'Odha<br>do Zindagi'<br>undertaken by<br>Non-Government<br>Organisation<br>'Goonj'                                   | Measures<br>for reducing<br>inequalities faced<br>by socially and<br>economically<br>backward groups. | Thane<br>(Maharashtra)   | 23.25                              | 23.25  | 23.25 | Implementing<br>Agency  |
| 2          | Development and welfare of socially and economically challenged people by Non-Government Organisation Seva Sahyog Foundation | Measures<br>for reducing<br>inequalities faced<br>by socially and<br>economically<br>backward groups. | Palghar, Karjat,<br>Navi Mumbai,<br>Mumbai,<br>Raigad, Thane,<br>(Maharashtra)   | 6.08                               | 6.08   | 6.08  | Implementing<br>Agency  |

| SI.<br>No. | CSR project or activity identified   | Sector in<br>which the<br>project is<br>covered  | Projects or<br>Programs (1)<br>Local area<br>or other (2)<br>Specify the<br>State and<br>district where<br>projects or<br>programs was<br>undertaken | Amount<br>outlay<br>(budget)<br>Project or<br>programs<br>wise<br>(₹ in<br>Lakh) | Amount spent on the projects or programs Sub – heads: (1) Direct expenditure on projects or programs (2) Overheads (₹ in Lakh) | Cumulative<br>expenditure<br>up to the<br>reporting<br>period<br>(₹ in Lakh) | Amount spent : Direct or through implementing agency# |
|------------|--|--|--|--|--|--|---|
| 3          | Development and welfare of socially and economically challenged people by Non-Government Organisation Salam Balak Trust  | Measures<br>for reducing<br>inequalities faced<br>by socially and<br>economically<br>backward groups.      | New Delhi  | 30.21  | 30.21  | 30.21  | Implementing<br>Agency                                |
| 4          | Welfare of<br>underprivileged<br>slum children<br>under 'Happy<br>Kids' program<br>undertaken by<br>Non-Government<br>Organisation<br>Savitribai Phule<br>Majhila Ekatma<br>Samaj Mandal | Happy Kids-<br>addressing basic<br>needs of the<br>underprivileged<br>slum children                        | Aurangabad<br>(Maharashtra)  | 7.86   | 7.86   | 7.86   | Implementing<br>Agency                                |
| 5          | Education  | - Renovation of<br>Adiwasi School<br>- Enhancing<br>vocational skills<br>among differently<br>abled people | - Mira Road;<br>- Wada, Palghar<br>(Maharashtra)   | 11.00  | 11.00  | 11.00  | Direct /<br>Implementing<br>Agency                    |
| 6          | Development,<br>education and<br>welfare of socially<br>and economically<br>challenged people<br>under a program<br>undertaken by<br>Friends of Tribal<br>Society                        | Measures<br>for reducing<br>inequalities faced<br>by socially and<br>economically<br>backward groups.      | Palghar<br>(Maharashtra)   | 10.34  | 10.34  | 10.34  | Implementing<br>Agency                                |



| SI.<br>No. | CSR project or activity identified   | Sector in<br>which the<br>project is<br>covered                           | Projects or<br>Programs (1)<br>Local area<br>or other (2)<br>Specify the<br>State and<br>district where<br>projects or<br>programs was<br>undertaken | Amount outlay (budget) Project or programs wise (₹ in Lakh) | Amount spent on the projects or programs Sub - heads: (1) Direct expenditure on projects or programs (2) Overheads (₹ in Lakh) | Cumulative<br>expenditure<br>up to the<br>reporting<br>period<br>(₹ in Lakh) |                        |
|------------|--|---|--|---|--|--|------------------------|
| 7          | Welfare of economically challenged people under project 'Shantivan' undertaken by Non-Government Organisation Bhavani Vidyarthi Kalyan | Project Shantivan- addressing basic needs of the underprivileged children | Beed<br>(Maharashtra)  | 4.88  | 4.88   | 4.88   | Implementing<br>Agency |

<sup>\*</sup> Excludes the unspent amount of previous year(s)

# Sone Ki Chidiya Foundation ('SKC Foundation') - implementing agency, has been set up with objective of empowering communities in various ways by engaging the people around strong social relevance of inclusive growth. SKC Foundation aims towards supporting economically challenged people to meet their social needs. In order to attain the objective, SKC Foundation aligns its activities and works towards promoting, encouraging, supporting and assisting education and medical activities while reducing inequalities in society. The aforesaid spending by the Company includes the stated projects undertaken with support of several non-governmental organisations (NGOs) namely Goonj, Savitribai Phule Mahila Ekatma Samaj Mandal, Friends of Tribal Society, Bhavani Vidyarthi Kalyan Pratisthan, Salaam Balak Trust, Keshavshrusti Gram Vikas Yojana and Seva Sahayog Foundation.

#### VI. REASONS FOR UNSPENT AMOUNT, IF ANY: Not Applicable

VII. THE CSR COMMITTEE AFFIRMS THAT THE IMPLEMENTATION AND MONITORING OF CSR POLICY IS IN COMPLIANCE WITH CSR OBJECTIVES AND POLICY OF THE COMPANY.

For and on behalf of the Board of Directors of **Future Supply Chain Solutions Limited** 

**Mayur Toshniwal** 

**C P Toshniwal** 

Managing Director

Chairman - CSR Committee

Place: Mumbai Date: April 25, 2018

## Details as required under u/s 197(12) of the Companies Act, 2013, read with Rule 5(1) of the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014

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 (MRE) of the Company for the financial year 2017-18:

| Name of the Director/ KMP and Designation             | Remuneration<br>of Director/KMP for<br>financial year 2017-18<br>(₹ in Lakh) | % increase in<br>Remuneration in<br>the Financial<br>Year 2017-18 ** | Ratio of<br>remuneration of<br>each Director to<br>MRE for Financial<br>Year 2017-18 |
|---|--|--|--|
|   | 1  | 2  | 3 = (1/ MRE)   |
| Mayur Toshniwal – Managing Director *                 | 115.13   | N.A.   | 27   |
| P V Sheshadri – Chief Executive Officer #             | 24.73  | N.A.   | 6  |
| Kailash Sharma – Chief Financial Officer <sup>^</sup> | 68.21  | 8.00   | 16   |
| Samir Kedia – Chief Financial Officer^^               | 4.38   | N.A.   | 1  |
| Vimal K Dhruve – Company Secretary                    | 27.15  | 8.00   | 6  |

- In the financial year 2017-18, there was an increase of 10% in the MRE.
- There were 1,155 permanent employees on the rolls of Company as on March 31, 2018. III.
- The average percentage increase made in the remuneration of employees other than the managerial personnel for the financial year 2017-18 was 12% whereas the increase in managerial remuneration for the same financial year was 8%.
- There was no variable component in remuneration for any other non-executive directors. The Comapny has not paid any remuneration to the non-executive directors during the year 2017-18 or during the perevious year. The variable component in the remuneration of the executive directors is in line with the remuneration policy of the Company taking into consideration the performance of the Company as well of the concerned director.
- VI. The Company affirms that the remuneration is as per the Remuneration Policy of the Company.

For Future Supply Chain Solutions Limited

Place: Mumbai Date: April 25, 2018 Rakesh Biyani Chairman

<sup>\*</sup> Since August 5, 2017

<sup>#</sup> From May 10, 2017 till August 5, 2017

<sup>^</sup> Till February 28, 2018

<sup>^^</sup> Since March 01, 2018

<sup>\*\*</sup> Does not include perquisite, if any, arising out of the stock options



#### FUTURE SUPPLY CHAIN SOLUTIONS LIMITED EMPLOYEES STOCK OPTION PLAN - 2017

Future Supply Chain Solutions Limited has granted stock options to eligible employees under Employee Stock Option Plan ("FSC ESOP 2017") with a view to attract and retain key talents working with the Company, by way of rewarding their performance and motivate them to contribute to the overall corporate growth and profitability.

Disclosure with respect to FSC ESOP 2017 as at March 31, 2018

| I    | Date of Shareholders' approval                       | August 8, 2017   |
|------|--|--|
| II   | Total number of options approved                     | 4,00,000 stock options exercisable into equal number of equity shares of ₹ 10/- each.  |
| III  | Vesting requirements                                 | Options granted under FSC ESOP 2017 would vest in accordance with the terms of grant, subject to maximum period of 3 years from the date of grant of such options. |
| IV   | Exercise price or pricing formula                    | ₹ 350/-  |
| V    | Maximum term of options granted                      | 3 years from the date of vesting   |
| VI   | Source of shares (primary, secondary or combination) | Primary  |
| VII  | Variation in terms of options                        | None   |
| VIII | Method used to account for ESOP                      | Fair value under Black Scholes Method  |

- The stock-based compensation cost was calculated as per the fair value method, the total cost to be recognised in the Financial Statements for the year 2017-18: ₹179.44 Lakh
- Option movement during the year ended on March 31, 2018

| SI.<br>No. | Particulars   | Details of FSC ESOP 2017 |
|------------|---|--------------------------|
| 1          | Details Number of options outstanding at the beginning of the year                      | Nil                      |
| 2          | Number of options revised during the year   | Nil                      |
| 3          | Number of options granted during the year   | 2,83,763                 |
| 4          | Number of options forfeited / cancelled /lapsed during the year                         | 14,063                   |
| 5          | Number of options vested during the year  | Nil                      |
| 6          | Number of options exercised during the year   | Nil                      |
| 7          | Number of shares arising as a result of exercise of options                             | Nil                      |
| 8          | Exercise Price  | ₹ 350/-                  |
| 9          | Money realised by exercise of options, if scheme is implemented directly by the Company | N.A.                     |
| 10         | Loan repaid by the Trust during the year from exercise price received                   | N.A.                     |
| 11         | Total number of options outstanding (in force) at the end of the year                   | 2,69,700                 |
| 12         | Number of options exercisable at the end of the year                                    | Nil                      |

Weighted average exercise price and weighted average fair values of options shall be disclosed separately for options whose exercise price either equals or exceeds or is less than the market price of the stock: Refer Note No.35 in Notes to the Standalone Financial Statements.

- Employee-wise details of options granted during the year on March 31, 2018
  - I. Senior Managerial Personnel

| Name of the Employee | No. of options |
|----------------------|----------------|
| Mayur Toshniwal      | 42,000         |
| P V Sheshadri        | 42,000         |
| C P Toshniwal        | 35,000         |
| Sougato Shome        | 21,600         |
| Vimal K Dhruve       | 15,000         |
| A S R Prasad         | 15,000         |
| Divyansh Rathore     | 15,000         |
| Sanjeev Mandal       | 14,400         |
| Kailash Chand Sharma | 14,063         |

II. Employees who were granted, during any one year, options amounting to 5% or more of the options granted during the year:

| Name of the Employee | No. of options |
|----------------------|----------------|
| Mayur Toshniwal      | 42,000         |
| P V Sheshadri        | 42,000         |
| C P Toshniwal        | 35,000         |
| Sougato Shome        | 21,600         |
| Vimal K Dhruve       | 15,000         |
| A S R Prasad         | 15,000         |
| Divyansh Rathore     | 15,000         |
| Sanjeev Mandal       | 14,400         |

- III. Identified employees who were granted option, during any one year equal to or exceeding 1% of the issued capital (excluding outstanding warrants and conversions) of the Company at the time of grants: - None
- Method and Assumptions used to estimate the fair value of options granted during the year: Refer to Note No. 35 in the Notes to Standalone Financial Statements.
- Details of the Company's Employees' Welfare Trust: None



## Form No. MGT-9

#### EXTRACT OF ANNUAL RETURN AS ON THE FINANCIAL YEAR ENDED ON MARCH 31, 2018

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

#### **REGISTRATION AND OTHER DETAILS:**

| CIN   | : | L63030MH2006PLC160376  |
|---|---|--|
| Registration Date   | : | March 8, 2006  |
| Name of the Company   | : | Future Supply Chain Solutions Limited  |
| Category / Sub-Category of the Company                            | : | Public company limited by shares   |
| Address of the Registered office and contact details              | : | Knowledge House, Shyam Nagar, Jogeshwari Vikhroli Link<br>Road, Jogeshwari (East), Mumbai 400060<br>Tel.: +91 22 66442200  |
| Whether listed company  | : | Yes  |
| Name, Address and Contact details of Registrar and Transfer Agent | : | Link Intime India Private Limited<br>C-101, 247 Park, L B S Marg, Vikhroli (West), Mumbai 400 083<br>Tel: +91 22 4918 6200<br>Fax: +91 22 4918 6195<br>Website: www.linkintime.co.in |

#### PRINCIPAL BUSINESS ACTIVITIES OF THE COMPANY

Business activities contributing 10% or more of the total turnover of the Company: -

| SI.<br>No. | Name and Description of main products / services | NIC Code of the Product/ service | % to total turnover of the company |
|------------|--|----------------------------------|------------------------------------|
| 1          | Logistics Services (Warehousing and              | 5210                             | 97.26                              |
|            | Storage, Support Service for Transportation)     |                                  |                                    |

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

| SI.<br>No. | Name and address of the Company  | CIN/GLN               | Holding/<br>Subsidiary/<br>Associate |        | Applicable<br>Section     |
|------------|--|-----------------------|--------------------------------------|--------|---------------------------|
| 1          | Future Enterprises Limited<br>Knowledge House, Shyam Nagar, Off<br>Jogeshwari Vikhroli Link Road, Jogeshwari<br>East, Mumbai 400060      | L52399MH1987PLC044954 | Holding<br>company                   | 51.22  | Section 2(46) & 2(87)(ii) |
| 2          | Vulcan Express Private Limited<br>61/1, Block III, Kirti Nagar, WHS New Delhi<br>110015  | U63090DL2013PTC261203 | Subsidiary company                   | 100.00 | Section 2(87)(ii)         |
| 3          | Leanbox Logistics Solutions Private Limited<br>1904, 19th Floor, Amanda 'A' Hiranandani<br>Meadows, Gladys Alwares Road, Thane<br>400610 | U74999MH2016PTC282290 | Associate company                    | 50.00  | Section 2(6)              |

## IV. SHARE HOLDING PATTERN (Equity Share Capital breakup as percentage of total equity)

## (i) Category-wise Share Holding

| Category of<br>Shareholders                               | No. of SI | hares held<br>the | at the begi | nning of                | No. of Shares held at the end of the year |          |             |                         | %                               |
|---|-----------|-------------------|-------------|-------------------------|---|----------|-------------|-------------------------|---------------------------------|
|   | Demat     | Physical          | Total       | % of<br>Total<br>Shares | Demat                                     | Physical | Total       | % of<br>Total<br>Shares | Change<br>during<br>the<br>year |
| A. Promoters  |           |                   |             |                         |   |          |             |                         |                                 |
| (1) Indian  |           |                   |             |                         |   |          |             |                         |                                 |
| Individual/HUF  | Nil       | 200               | 200         | 0.00                    | 200                                       | Nil      | 200         | 0.00                    | 0.00                            |
| Central Govt.   | Nil       | Nil               | Nil         | Nil                     | Nil                                       | Nil      | Nil         | Nil                     | Nil                             |
| State Govt.   | Nil       | Nil               | Nil         | Nil                     | Nil                                       | Nil      | Nil         | Nil                     | Nil                             |
| Bodies Corp.  | Nil       | 2,29,72,631       | 2,29,72,631 | 58.70                   | 2,10,15,717                               | Nil      | 2,10,15,717 | 52.47                   | (6.23)                          |
| Banks / FI  | Nil       | Nil               | Nil         | Nil                     | Nil                                       | Nil      | Nil         | Nil                     | Nil                             |
| Any Other   | Nil       | Nil               | Nil         | Nil                     | Nil                                       | Nil      | Nil         | Nil                     | Nil                             |
| Sub-total (A) (1):-                                       | Nil       | 2,29,72,831       | 2,29,72,831 | 58.70                   | 2,10,15,917                               | Nil      | 2,10,15,917 | 52.47                   | (6.23)                          |
| (2) Foreign   |           |                   |             |                         |   |          |             |                         |                                 |
| NRIs -<br>Individuals                                     | Nil       | Nil               | Nil         | Nil                     | Nil                                       | Nil      | Nil         | Nil                     | Nil                             |
| Other –   | Nil       | Nil               | Nil         | Nil                     | Nil                                       | Nil      | Nil         | Nil                     | Nil                             |
| Bodies Corp.  | Nil       | Nil               | Nil         | Nil                     | Nil                                       | Nil      | Nil         | Nil                     | Nil                             |
| Banks / FI  | Nil       | Nil               | Nil         | Nil                     | Nil                                       | Nil      | Nil         | Nil                     | Nil                             |
| Any Other   | Nil       | Nil               | Nil         | Nil                     | Nil                                       | Nil      | Nil         | Nil                     | Nil                             |
| Sub-total (A) (2):-                                       | Nil       | Nil               | Nil         | Nil                     | Nil                                       | Nil      | Nil         | Nil                     | Nil                             |
| Total shareholding<br>of Promoter (A) = (A)<br>(1)+(A)(2) | Nil       | 2,29,72,831       | 2,29,72,831 | 58.70                   | 2,10,15,917                               | Nil      | 2,10,15,917 | 52.47                   | (6.23)                          |
| B. Public<br>Shareholding                                 |           |                   |             |                         |   |          |             |                         |                                 |
| 1. Institutions   |           |                   |             |                         |   |          |             |                         |                                 |
| Mutual Funds  | Nil       | Nil               | Nil         | Nil                     | 52,51,223                                 | Nil      | 52,51,223   | 13.11                   | 13.11                           |
| Banks / FI  | Nil       | Nil               | Nil         | Nil                     | 90,315                                    | Nil      | 90,315      | 0.23                    | 0.23                            |
| Central Govt.   | Nil       | Nil               | Nil         | Nil                     | Nil                                       | Nil      | Nil         | Nil                     | Nil                             |
| State Govt.   | Nil       | Nil               | Nil         | Nil                     | Nil                                       | Nil      | Nil         | Nil                     | Nil                             |
| Venture Capital<br>Funds/Alternate<br>Investment<br>Fund  | Nil       | Nil               | Nil         | Nil                     | 19,81,211                                 | Nil      | 19,81,211   | 4.94                    | 4.94                            |
| Insurance<br>Companies                                    | Nil       | Nil               | Nil         | Nil                     | 24,331                                    | Nil      | 24,331      | 0.06                    | 0.06                            |
| FIIs/ FPIs  | Nil       | Nil               | Nil         | Nil                     | 22,88,004                                 | Nil      | 22,88,004   | 5.71                    | 5.71                            |
| Foreign Venture   | Nil       | Nil               | Nil         | Nil                     | Nil                                       | Nil      | Nil         | Nil                     | Nil                             |
| Capital Funds   |           |                   |             | A 11.                   |   |          | <b></b>     | B 111                   |                                 |
| Others (Specify)  | Nil       | Nil               |             | Nil                     | Nil                                       | Nil      | Nil         | Nil                     | Nil                             |
| Sub-total (B)(1):-  | Nil       | Nil               | Nil         | Nil                     | 96,35,084                                 | Nil      | 96,35,084   | 24.05                   | 24.05                           |



| Category of<br>Shareholders   | No. of Sh   | nares held<br>the | at the begi<br>year | nning of                | No. of S    |          | eld at the e<br>year | nd of                   | %                               |
|---|-------------|-------------------|---------------------|-------------------------|-------------|----------|----------------------|-------------------------|---------------------------------|
|   | Demat       | Physical          | Total               | % of<br>Total<br>Shares | Demat       | Physical | Total                | % of<br>Total<br>Shares | Change<br>during<br>the<br>year |
| 2. Non-Institutions   |             |                   |                     |                         |             |          |                      |                         |                                 |
| a) Bodies Corp.   |             |                   |                     |                         |             |          |                      |                         |                                 |
| - Indian  | Nil         | Nil               | Nil                 | Nil                     | 5,55,071    | Nil      | 5,55,071             | 1.39                    | 1.39                            |
| - Overseas  | 1,56,54,681 | Nil               | 1,56,54,681         | 40.00                   | 67,81,430   | Nil      | 67,81,430            | 16.93                   | (23.07)                         |
| b) Individuals  |             |                   |                     |                         |             |          |                      |                         |                                 |
| Individual<br>shareholders<br>holding<br>nominal<br>share capital<br>up to Rs.2<br>Lakh | Nil         | Nil               | Nil                 | Nil                     | 10,61,484   | 5        | 10,61,489            | 2.65                    | 2.65                            |
| Individual shareholders holding nominal share capital in excess of Rs.2 Lakh            | 5,10,771    | Nil               | 5,10,771            | 1.30                    | 9,17,260    | Nil      | 9,17,260             | 2.29                    | 0.99                            |
| HUF   | Nil         | Nil               | Nil                 | Nil                     | 62,070      | Nil      | 62,070               | 0.16                    | 0.15                            |
| Firm  | Nil         | Nil               | Nil                 | Nil                     | 8,209       | Nil      | 8,209                |                         | 0.02                            |
| NRI   | Nil         | Nil               | Nil                 | Nil                     | 9,553       | Nil      | 9,553                |                         | 0.02                            |
| Clearing<br>members   | Nil         | Nil               | Nil                 | Nil                     | 10,133      | Nil      | 10,133               | -                       | 0.03                            |
| Director  | Nil         | Nil               | Nil                 | Nil                     | 22          | Nil      | 22                   | 0.00                    | 0.00                            |
| Sub-total (B)(2):-  | 1,61,65,452 | Nil               | 1,61,65,452         | 41.30                   | 94,05,232   | 5        | 94,05,237            | 23.48                   | (17.82)                         |
| Total Public  | 1,61,65,452 | Nil               | 1,61,65,452         | 41.30                   | 1,90,40,316 | 5        | 1,90,40,321          | 47.53                   | 6.23                            |
| Shareholding<br>(B)=(B)(1)+(B)(2)   |             |                   |                     |                         |             |          |                      |                         |                                 |
| C. Shares held<br>by<br>Custodian<br>for<br>GDRs &<br>ADRs                              | Nil         | Nil               | Nil                 | Nil                     | Nil         | Nil      | Nil                  | Nil                     | Nil                             |
| Grand Total (A+B+C)   | 1,61,65,452 | 2,29,72,831       | 3,91,38,283         | 100.00                  | 4,00,56,233 | 5        | 4,00,56,238          | 100.00                  | 2.35                            |

#### (ii) Shareholding of Promoters

| SI.  | Shareholder's Name    | Shareholding at the beginning Shareholding at the end of the year |             |            |             |            |             |              |
|------|-----------------------|---|-------------|------------|-------------|------------|-------------|--------------|
| No.  |                       |   | of the year |            |             |            |             |              |
|      |                       | No. of  | % of total  | %of Shares | No. of      | % of total | % of Shares | % change in  |
|      |                       | Shares  | Shares      | Pledged /  | Shares      | Shares     | Pledged /   | shareholding |
|      |                       |   | of the      | Encumbered |             | of the     | encumbered  | during the   |
|      |                       |   | Company     | to total   |             | Company    | to total    | year         |
|      |                       |   |             | shares     |             |            | shares      |              |
| 1    | Future Enterprises    | 2,24,72,831   | 57.42       | Nil        | 2,05,15,917 | 51.22      | Nil         | (6.20)       |
|      | Limited               |   |             |            |             |            |             |              |
| 2    | Suhani Trading        | 4,99,700  | 1.28        | Nil        | 4,99,700    | 1.25       | Nil         | (0.03)       |
|      | & investment          |   |             |            |             |            |             |              |
|      | Consultants Pvt Ltd*  |   |             |            |             |            |             |              |
| 3    | Future Retail Limited | 100   | 0.00        | Nil        | 100         | 0.00       | Nil         | Nil          |
| 4    | Kishore Biyani        | 100   | 0.00        | Nil        | 100         | 0.00       | Nil         | Nil          |
| 5    | Vijay Biyani          | 100   | 0.00        | Nil        | 100         | 0.00       | Nil         | Nil          |
| 6    | Infra Trust           | 0   | 0.00        | Nil        | 0           | 0.00       | Nil         | Nil          |
| 7    | Retail Trust          | 0   | 0.00        | Nil        | 0           | 0.00       | Nil         | Nil          |
| Tota | al                    | 2,29,72,831   | 58.70       | Nil        | 2,10,15,917 | 52.47      | Nil         | (6.23)       |

<sup>\*</sup> Since Future Corporate Resources Limited merged with Suhani Trading & Investment Consultants Private Limited

## (iii) Change in Promoters' Shareholding

|                                      | Shareholding at the beginning of the year |                   | Cumulative Shareholding during the year |               |
|--------------------------------------|---|-------------------|---|---------------|
|                                      |   |                   |   |               |
|                                      | No. of                                    | No. of % of total |   | % of total    |
|                                      | shares                                    | shares of the     | shares                                  | shares of the |
|                                      |   | Company           |   | Company       |
| At the beginning of the year         | 2,29,72,831                               | 58.70             | 2,10,15,917                             | 57.35         |
| Offered for Sale - December 14, 2017 | (19,56,914)                               | (4.88)            | (19,56,914)                             | (4.88)        |
| At the end of the year               |   |                   | 2,10,15,917                             | 52.47         |

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

| SI. | Particulars                                     | Shareholding a | t the beginning | Cumulative          | Shareholding  |
|-----|---|----------------|-----------------|---------------------|---------------|
| No. |   | of the         | e year          | during <sup>.</sup> | the year      |
|     |   | No. of         | % of total      | No. of shares       | % of total    |
|     |   | shares         | shares of the   |                     | shares of the |
|     |   |                | Company         |                     | Company       |
| 1   | Griffin Partners Limited                        | 1,56,54,681    | 40.00           | 1,56,54,681         | 39.08         |
|     | Off Market Sale – November 17, 2017             | (19,63,550)    | (4.90)          | 1,36,91,131         | 34.18         |
|     | Offered for Sale – December 14, 2017            | (78,27,656)    | (19.54)         | 58,63,475           | 14.64         |
|     | At the end of the year                          |                |                 | 58,63,475           | 14.64         |
| 2   | L&T Mutual Fund Trustee Limited                 | Nil            | Nil             | Nil                 | Nil           |
|     | Allotment in Offer for Sale – December 14, 2017 | 13,23,504      | 3.30            | 13,23,504           | 3.30          |
|     | Market Purchase – December 29, 2017             | 50,051         | 0.13            | 13,73,555           | 3.43          |
|     | Market Purchase – January 5, 2018               | 1,75,167       | 0.45            | 15,48,722           | 3.86          |
|     | Market Purchase – January 12, 2018              | 1,35,220       | 0.34            | 16,83,942           | 4.20          |
|     | Market Purchase – January 19, 2018              | 4,12,904       | 1.03            | 20,96,846           | 5.23          |
|     | Market Purchase – January 26, 2018              | 50,000         | 0.13            | 21,46,846           | 5.36          |
|     | Market Purchase – February 2, 2018              | 11,262         | 0.03            | 21,58,108           | 5.39          |
|     | Market Purchase – February 9, 2018              | 59,915         | 0.15            | 22,18,023           | 5.54          |
|     | Market Purchase – February 16, 2018             | 23,000         | 0.05            | 22,41,023           | 5.59          |
|     | Market Purchase – March 9, 2018                 | 37,906         | 0.18            | 23,11,929           | 5.77          |
|     | Market Purchase – March 16, 2018                | 20,044         | 0.05            | 23,31,973           | 5.82          |
|     | Market Purchase – March 23, 2018                | 35,000         | 0.09            | 23,66,973           | 5.91          |
|     | Market Purchase – March 31, 2018                | 8,000          | 0.02            | 23,74,973           | 5.93          |
|     | At the end of the year                          |                |                 | 23,74,973           | 5.93          |



| SI.<br>No. | Particulars   | Shareholding a of the | t the beginning<br>year | Cumulative Shareholding during the year |               |  |
|------------|---|-----------------------|-------------------------|---|---------------|--|
|            |   | No. of                |                         | No. of shares                           | % of total    |  |
|            |   | shares                | shares of the           |   | shares of the |  |
|            |   |                       | Company                 |   | Company       |  |
| 3          | <b>Edelweiss Alternative Investment Opportunities</b> | Nil                   | Nil                     | Nil                                     | Nil           |  |
|            | Trust - Edelweiss Crossover Opportunities Fund        |                       |                         |   |               |  |
|            | Off Market Purchase – November 17, 2017               | 15,70,845             | 3.92                    | 15,70,845                               | 3.92          |  |
|            | Market Purchase – February 9, 2018                    | 12                    | 0.00                    | 15,70,857                               | 3.92          |  |
|            | At the end of the year                                |                       |                         | 15,70,857                               | 3.92          |  |
| 4          | Kotak Funds - India Midcap Fund                       | Nil                   | Nil                     | Nil                                     | Nil           |  |
|            | Allotment in Offer for Sale – December 14, 2017       | 6,85,082              | 1.71                    | 6,85,082                                | 1.71          |  |
|            | Market Purchase – December 29, 2017                   | 1,19,072              | 0.29                    | 8,04,154                                | 2.00          |  |
|            | Market Purchase – January 5, 2018                     | 40,850                | 0.11                    | 8,45,004                                | 2.11          |  |
|            | Market Purchase – January 12, 2018                    | 16,014                | 0.04                    | 8,61,018                                | 2.15          |  |
|            | Market Purchase – January 19, 2018                    | 19,968                | 0.05                    | 8,80,986                                | 2.20          |  |
|            | Market Purchase – January 26, 2018                    | 3,53,787              | 0.88                    | 12,34,773                               | 3.08          |  |
|            | Market Purchase – February 2, 2018                    | 47,950                | 0.12                    | 12,82,723                               | 3.20          |  |
|            | Market Purchase - February 9, 2018                    | 201                   | 0.00                    | 12,82,924                               | 3.20          |  |
|            | Market Purchase – February 16, 2018                   | 1,027                 | 0.00                    | 12,83,951                               | 3.20          |  |
|            | Market Purchase – February 23, 2018                   | 2,886                 | 0.01                    | 12,86,837                               | 3.21          |  |
|            | Market Purchase – March 2, 2018                       | 3,701                 | 0.01                    | 12,90,538                               | 3.22          |  |
|            | Market Purchase – March 9, 2018                       | 50,000                | 0.13                    | 13,40,538                               | 3.35          |  |
|            | At the end of the year                                | ,                     |                         | 13,40,538                               | 3.35          |  |
| 5          | HDFC Trustee Company Limited - HDFC                   | Nil                   | Nil                     | Nil                                     | Nil           |  |
|            | Prudence Fund   |                       |                         |   |               |  |
|            | Allotment in Offer for Sale – December 14, 2018       | 10,95,123             | 2.73                    | 10,95,123                               | 2.73          |  |
|            | Market Purchase – March 23, 2018                      | 1,83,000              | 0.46                    | 12,78,123                               | 3.19          |  |
|            | At the end of the year                                | .,,                   |                         | 12,78,123                               | 3.19          |  |
| 6          | GTI Capital Gamma Private Limited                     | Nil                   | Nil                     | Nil                                     | Nil           |  |
|            | Allotment on conversion of CCDs - November            | 9,17,955              | 2.29                    | 9,17,955                                | 2.29          |  |
|            | 14, 2017  | ., ,                  |                         | , |               |  |
|            | At the end of the year                                |                       |                         | 9,17,955                                | 2.29          |  |
| 7          | IDFC Sterling Equity Fund                             | Nil                   | Nil                     | Nil                                     | Nil           |  |
|            | Allotment in Offer for Sale – December 14, 2017       | 4,53,013              | 1.13                    | 4,53,013                                | 1.13          |  |
|            | Market Purchase – December 29, 2017                   | 98,955                | 0.25                    | 5,51,968                                | 1.38          |  |
|            | Market Purchase – January 5, 2018                     | 47,130                | 0.11                    | 5,99,098                                | 1.49          |  |
|            | Market Sale – February 2, 2018                        | (450)                 | (0.00)                  | 5,98,648                                | 1.49          |  |
|            | Market Purchase – February 16, 2018                   | 15,468                | 0.04                    | 6,14,116                                | 1.53          |  |
|            | At the end of the year                                | 10,100                | 0.01                    | 6,14,116                                | 1.53          |  |
| 8          | Anshuman Singh  | 510,771               | 1.30                    | 5,10,771                                | 1.28          |  |
|            | Increase / Decrease during the year                   | Nil                   | Nil                     | Nil                                     | Nil           |  |
|            | At the end of the year                                | 1411                  |                         | 5,10,771                                | 1.28          |  |
| 9          | Reliance Capital Trustee Co. Ltd - A/c Reliance       | Nil                   | Nil                     | Nil                                     | Nil           |  |
| 5          | Small Cap Fund  | 1411                  | 1411                    |   |               |  |
|            | Allotment in Offer for Sale – December 14, 2017       | 4,11,680              | 1.03                    | 4,11,680                                | 1.03          |  |
|            | Market Purchase – January 19, 2018                    | 3,200                 | 0.01                    | 4,14,880                                | 1.04          |  |
|            | Market Purchase – January 26, 2018                    | 81,945                | 0.20                    | 4,96,825                                | 1.24          |  |
|            | At the end of the year                                | 01,545                | 0.20                    | 4,96,825                                | 1.24          |  |
| 10         | EW Clover Scheme                                      | Nil                   | Nil                     | 4,90,825<br>Nil                         | Nil           |  |
|            | Off Market Purchase – November 17, 2017               | 3,92,705              | 0.98                    | 3,92,705                                | 0.98          |  |
|            | At the end of the year                                | 5,32,705              | 0.30                    | 3,92,705                                | 0.98          |  |

## (v) Shareholding of Directors and Key Managerial Personnel:

| SI.<br>No. | Name of the Director/ KMP                       | Shareholding at the beginning of the year |                          | Cumulative Shareholding during the year |                          |
|------------|---|---|--------------------------|---|--------------------------|
|            |   | No. of                                    | % of total shares of the | No. of shares                           | % of total shares of the |
|            |   | snares                                    | Company                  | snares                                  | Company                  |
| 1          | Mayur Toshniwal                                 | Nil                                       | Nil                      | Nil                                     | Nil                      |
|            | Allotment in Offer for Sale - December 14, 2017 | 22  | 0.00                     | 22                                      | 0.00                     |
|            | At the end of the year                          |   |                          | 22                                      | 0.00                     |

#### **INDEBTEDNESS**

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

(₹ in Lakh)

|  | Secured Loans      | Unsecured | Deposits | Total Indebtedness |
|--|--------------------|-----------|----------|--------------------|
|  | excluding Deposits | Loans     | -        |                    |
| Indebtedness at the beginning of the financial |                    |           |          |                    |
| year   |                    |           |          |                    |
| i) Principal Amount                            | 3,183.06           | Nil       | Nil      | 3,183.06           |
| ii) Interest due but not paid                  | Nil                | Nil       | Nil      | Nil                |
| iii) Interest accrued but not due              | Nil                | Nil       | Nil      | Nil                |
| Total (i+ii+iii)                               | 3,183.06           | Nil       | Nil      | 3,183.06           |
| Change in Indebtedness during the financial    |                    |           |          |                    |
| year   |                    |           |          |                    |
| Addition                                       | 877.00             | Nil       | Nil      | 877.00             |
| Reduction                                      | 717.00             | Nil       | Nil      | 717.00             |
| Net Change                                     | 160.00             | Nil       | Nil      | 160.00             |
| Indebtedness at the end of the financial year  |                    |           |          |                    |
| i) Principal Amount                            | 3,343.06           | Nil       | Nil      | 3,343.06           |
| ii) Interest due but not paid                  | Nil                | Nil       | Nil      | Nil                |
| iii) Interest accrued but not due              | Nil                | Nil       | Nil      | Nil                |
| Total (i+ii+iii)                               | 3,343.06           | Nil       | Nil      | 3,343.06           |

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

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

(₹ in Lakh)

| Particulars of Remuneration   | Name of MD/WTD/<br>Manager | Total Amount |
|---|----------------------------|--------------|
|   | Mayur Toshniwal            |              |
| Gross salary  |                            |              |
| (a) Salary as per provisions contained in section 17(1) of the Income-tax Act, 1961 | 114.92                     | 114.92       |
| (b) Value of perquisites u/s 17(2) Income-tax Act, 1961                             | 0.21                       | 0.21         |
| (c) Profits in lieu of salary under section 17(3) Incometax Act, 1961               | Nil                        | Nil          |
| Stock Option  |                            |              |
| Sweat Equity  |                            |              |
| Commission  |                            |              |
| - as % of profit  |                            |              |
| - others  |                            |              |
| Others  | Nil                        | Nil          |
| Total (A)   | 115.13                     | 115.13       |
| Ceiling as per the Act  | 157.15                     | 157.15       |

#### Remuneration to other directors:

#### **Independent Directors**

(₹ in Lakh)

| Particulars of             | Nan                 | Name of the Independent Director                                   |            |            |      |  |  |  |
|----------------------------|---------------------|--|------------|------------|------|--|--|--|
| Remuneration               | Bala Deshpande      | Rahul Garg   | Janat Shah | Amar Sapra |      |  |  |  |
| Fees for attending the     | 2.75                | 1.65   | 1.60       | 0.85       | 6.85 |  |  |  |
| <b>Board and Committee</b> |                     |  |            |            |      |  |  |  |
| meetings                   |                     |  |            |            |      |  |  |  |
| Commission                 | Nil                 | Nil  | Nil        | Nil        | Nil  |  |  |  |
| Any other                  | Nil                 | Nil  | Nil        | Nil        | Nil  |  |  |  |
| Total (I)                  | 2.75                | 1.65   | 1.60       | 0.85       | 6.85 |  |  |  |
| Ceiling as per the Act     | ₹ 1 Lakh per meetir | 1 Lakh per meeting of the Board of Directors and Committee thereof |            |            |      |  |  |  |



#### Other Non-Executive Directors

(₹ in Lakh)

| Particulars of Remuneration                         | Name o             | <b>Total Amount</b>  |               |      |  |  |  |  |
|---|--------------------|--|---------------|------|--|--|--|--|
|   | Rakesh Biyani      | Shyam Maheshwari   | C P Toshniwal |      |  |  |  |  |
| Fees for attending the Board and Committee meetings | 0.45               | Nil  | 0.45          | 0.90 |  |  |  |  |
| Commission  | Nil                | Nil  | Nil           | Nil  |  |  |  |  |
| Any other   | Nil                | Nil  | Nil           | Nil  |  |  |  |  |
| Total (II)  | 0.45               | Nil  | 0.45          | 0.90 |  |  |  |  |
| Overall ceiling as per the Act                      | ₹ 1 Lakh per meeti | ₹ 1 Lakh per meeting of the Board of Directors and Committee thereof |               |      |  |  |  |  |

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

(₹ in Lakh)

| Particulars of Remuneration   | Key Managerial Personnel  |   |  |   |        |  |  |  |
|---|---|---|--|---|--------|--|--|--|
|   | P V Sheshadri<br>(from May, 10,<br>2017 till August<br>5, 2017) | Kailash<br>Sharma<br>(from April 1,<br>2017 till Feb 28,<br>2018) | Vimal K Dhruve<br>(From April 1,<br>2017 to March<br>31, 2018) | Samir Kedia<br>(from March 1,<br>2018 to March<br>31, 2018) | Total  |  |  |  |
| Gross salary  |   |   |  |   |        |  |  |  |
| (a) Salary as per provisions contained in section 17(1) of the Income-tax Act, 1961 | 24.63   | 67.85   | 26.85  | 4.36  | 123.69 |  |  |  |
| (b) Value of perquisites u/s<br>17(2) Income-tax Act, 1961                          | 0.10  | 0.36  | 0.30   | 0.02  | 0.78   |  |  |  |
| (c) Profits in lieu of salary<br>under section 17(3)<br>Income tax Act, 1961        | Nil   | Nil   | Nil  | Nil   | Nil    |  |  |  |
| Stock Option  | Nil   | Nil   | Nil  | Nil   | Nil    |  |  |  |
| Sweat Equity  | Nil   | Nil   | Nil  | Nil   | Nil    |  |  |  |
| Commission  | Nil   | Nil   | Nil  | Nil   | Nil    |  |  |  |
| Any other   | Nil   | Nil   | Nil  | Nil   | Nil    |  |  |  |
| Total   | 24.73   | 68.21   | 27.15  | 4.38  | 124.47 |  |  |  |

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

There were no penalties/ punishments/ compounding of offenses for breach of any section of Companies Act, 2013 against the Company or its Directors or other officers in default, if any, during the year under review.

For Future Supply Chain Solutions Limited

Rakesh Biyani

Chairman

Place: Mumbai Date: April 25, 2018

# **Corporate Governance Report**

Your Company consistently follows the principles of good governance which entails conducting business in a fair, transparent and ethical manner, promoting sustainable development and enhancing stakeholders value. Your Company, in line with the above, has taken various initiatives to further strengthen the corporate governance practices and adopted various codes / policies, pursuant to the Companies Act, 2013 (the 'Act'), and SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended from time to time (the 'Listing Regulations'). During the financial year under review, the Company has complied with the Listing Regulations and the Act.

#### **CODE OF CONDUCT**

The Company has laid down a Code of Conduct ("Code") for the Board of Directors and Senior Management Personnel of the Company. The Company has also adopted code of conduct for Independent Directors as prescribed under Schedule IV of the Act. The Code aims at ensuring consistent standards of conduct and ethical business practices. All the Board members and Senior Management Personnel have affirmed compliance with this Code. A declaration signed by the Managing Director to this effect is enclosed at the end of this report. This Code is available on the Company's website www.futuresupplychains.com.

#### **COMPOSITION OF THE BOARD**

The composition of the Board of Directors (the 'Board') is in conformity with the requirements of the Act and Regulation 17 of the Listing Regulations. As on March 31, 2018, the Board comprises of 8 (Eight) Directors including 1 (One) Woman Director. None of the Directors on the Board is serving as an Independent Director in more than 7 (Seven) / 3 (Three) listed entities as specified in Regulation 25 of the Listing Regulations. The information on composition of the Board, category and their Directorships/Committee membership across all the companies in which they were Directors, as on March 31, 2018 is as under:

| Name of Director             | Category       | No. of Dire | No. of Directorships <sup>1</sup> |             | No. of Memberships<br>/ Chairmanships of<br>Committees in public<br>companies <sup>2</sup> |  |
|------------------------------|----------------|-------------|-----------------------------------|-------------|--|--|
|                              |                | Public      | Private /<br>Non-profit           | Memberships | Chairmanship   |  |
| Rakesh Biyani                | Non- Executive | 6           | 6                                 | 3           | 0  |  |
| Bala Deshpande <sup>3</sup>  | Independent    | 3           | 8                                 | 3           | 1  |  |
| C P Toshniwal                | Non -Executive | 8           | 3                                 | 4           | 1  |  |
| Janat Shah                   | Independent    | 2           | 1                                 | 2           | 0  |  |
| Mayur Toshniwal <sup>4</sup> | Executive      | 1           | 3                                 | 1           | 0  |  |
| Shyam Maheshwari             | Non-Executive  | 2           | 0                                 | 0           | 0  |  |
| Amar Sapra <sup>5</sup>      | Independent    | 1           | 1                                 | 1           | 0  |  |
| Rahul Garg <sup>6</sup>      | Independent    | 2           | 4                                 | 1           | 0  |  |

None of the Directors of the Company is related to each other.

<sup>&</sup>lt;sup>1</sup> No. of Directorships held by the Directors do not include directorships in foreign companies

<sup>&</sup>lt;sup>2</sup> Only Audit Committees and Stakeholders' Relationship Committees

<sup>&</sup>lt;sup>3</sup> Appointed w.e.f. May 5, 2017 <sup>4</sup> Appointed w.e.f. August 5, 2017

Appointed w.e.f. August 5, 2017

<sup>&</sup>lt;sup>6</sup> Appointed w.e.f. August 5, 2017



The details of shares and other convertible securities held by Non-Executive Directors (including Independent Directors) as on March 31, 2018 are as follows:

| Name of Director | Number of shares held |
|------------------|-----------------------|
| Rakesh Biyani    | NIL                   |
| C P Toshniwal    | NIL                   |
| Shyam Maheshwari | NIL                   |
| Bala Deshpande   | NIL                   |
| Amar Sapra       | NIL                   |
| Rahul Garg       | NIL                   |
| Janat Shah       | NIL                   |

The details of the familiarisation program of the Independent Directors are available on the website of the Company at the weblink http://www.futuresupplychains.com/pdf/independent-director-familiarization-program.pdf.

#### **BOARD MEETINGS**

During the year under review, total 5 (Five) meetings of Board of Directors were held on May 10, 2017, June 27, 2017, August 5, 2017, November 14, 2017 and January 25, 2018. The gap between two meetings did not exceed one hundred and twenty days as prescribed in the Listing Regulations and the Act.

The details of attendance by Directors at the above Board meetings and previous AGM is as under:

| Name of Director | No. of Boar        | No. of Board Meetings |                     |
|------------------|--------------------|-----------------------|---------------------|
|                  | Entitled to attend | Attended              | Attendance Last AGM |
| Rakesh Biyani    | 5                  | 3                     | Yes                 |
| Bala Deshpande   | 5                  | 4                     | No                  |
| C P Toshniwal    | 5                  | 5                     | Yes                 |
| Janat Shah       | 5                  | 3                     | No                  |
| Mayur Toshniwal  | 3                  | 3                     | Yes                 |
| Shyam Maheshwari | 5                  | 3                     | No                  |
| Amar Sapra       | 3                  | 3                     | No                  |
| Rahul Garg       | 3                  | 3                     | No                  |
| Dinesh Goel 7    | 3                  | 2                     | Not Applicable      |
| Vivek Biyani 7   | 3                  | 1                     | Not Applicable      |

#### **AUDIT COMMITTEE**

The Audit Committee of the Company comprises of 3 (Three) Directors. All the members of the Committee are Independent Directors. Bala Deshpande is the Chairperson of the Committee. All the Members of the Committee possess adequate accounting and financial knowledge. The Company Secretary functions as Secretary to the Committee. During the year under review, 4 (Four) meetings of the Committee were held on May 10, 2017, August 5, 2017, November 14, 2017 and January 25, 2018. The composition of the Committee and the attendance of the members at the above meetings are as under:

| Name of Director | Category               | Designation | No. of M    | eetings  |
|------------------|------------------------|-------------|-------------|----------|
|                  |                        |             | Entitled to | Attended |
|                  |                        |             | attend      |          |
| Bala Deshpande   | Independent Director   | Chairperson | 4           | 4        |
| Janat Shah       | Independent Director   | Member      | 4           | 3        |
| Rahul Garg       | Independent Director   | Member      | 2           | 2        |
| Dinesh Goel 7    | Non-Executive Director | Member      | 2           | 2        |

The Committee's composition meets with the requirements of Section 177 of the Act and Regulation 18 of the Listing Regulations.

<sup>&</sup>lt;sup>7</sup> Resigned since August 5, 2017

#### Terms of Reference

The Committee has been mandated to comply with the requirements as specified in Part C of Schedule II of the Listing Regulations and the provisions of section 177 of the Act. The terms of reference are reviewed from time to time by the Board.

Role of the Audit Committee, inter-alia, includes the following:

- Overseeing of the Company's financial reporting process and the disclosure of its financial information to ensure that the Financial Statement is correct, sufficient and credible;
- Recommendation for appointment, remuneration and terms of appointment of auditors of the Company;
- Approval of payment to statutory auditors for any other services rendered by the statutory auditors;
- Reviewing, with the management, the annual Financial Statements and auditor's report thereon before submission to the board for approval, with particular reference to:
  - (a) matters required to be included in the director's responsibility statement to be included in the board's report in terms of clause (c) of sub-section (3) of Section 134 of the Companies Act, 2013;
  - (b) changes, if any, in accounting policies and practices and reasons for the same;
  - (c) major accounting entries involving estimates based on the exercise of judgment by management;
  - (d) significant adjustments made in the Financial Statements arising out of audit findings;
  - (e) compliance with listing and other legal requirements relating to Financial Statements;
  - disclosure of any related party transactions;
  - (g) modified opinion(s) in the draft audit report;
- Reviewing, with the management, the quarterly Financial Statements before submission to the board for approval;
- Reviewing, with the management, the statement of uses / application of funds raised through an issue (public issue, rights issue, preferential issue, etc.), the statement of funds utilised for purposes other than those stated in the offer document / prospectus / notice and the report submitted by the monitoring agency monitoring the utilisation of proceeds of a public or rights issue, and making appropriate recommendations to the board to take up steps in this matter, reviewing and monitoring the auditor's independence and performance, and effectiveness of audit process;
- Approval or any subsequent modification of transactions of the Company with related parties; [Provided that the Audit Committee may make omnibus approval for related party transactions proposed to be entered into by the Company subject to such conditions as may be prescribed];
- Scrutiny of inter-corporate loans and investments;
- Valuation of undertakings or assets of the Company, wherever it is necessary;
- Evaluation of internal financial controls and risk management systems;
- Reviewing, with the management, performance of statutory and internal auditors, adequacy of the internal control systems;
- Reviewing the adequacy of internal audit function, if any, including the structure of the internal audit department, staffing and seniority of the official heading the department, reporting structure coverage and frequency of internal
- Discussion with internal auditors of any significant findings and follow up there on;
- Reviewing the findings of any internal investigations by the internal auditors into matters where there is suspected fraud or irregularity or a failure of internal control systems of a material nature and reporting the matter to the board;
- Discussion with statutory auditors before the audit commences, about the nature and scope of audit as well as postaudit discussion to ascertain any area of concern;
- To look into the reasons for substantial defaults in the payment to the depositors, debenture holders, shareholders (in case of non-payment of declared dividends) and creditors;
- To review the functioning of the whistle blower mechanism;



- Approval of appointment of chief financial officer after assessing the qualifications, experience and background, etc. of the candidate;
- Carrying out any other function as is mentioned in the terms of reference of the audit committee.

#### **Reviewing of the following information**

- management discussion and analysis of financial condition and results of operations;
- statement of significant related party transactions (as defined by the audit committee), submitted by management;
- management letters / letters of internal control weaknesses issued by the statutory auditors;
- internal audit reports relating to internal control weaknesses; and
- the appointment, removal and terms of remuneration of the chief internal auditor shall be subject to review by the audit committee.
- statement of deviations:
  - (a) quarterly statement of deviation(s) including report of monitoring agency, if applicable, submitted to stock exchange(s) in terms of Regulation 32(1).
  - (b) annual statement of funds utilised for purposes other than those stated in the offer document/prospectus/notice in terms of Regulation 32(7).

#### NOMINATION AND REMUNERATION COMMITTEE

The Nomination and Remuneration Committee ('NRC') of the Company comprises of 3 (Three) Non – Executive Directors, out of whom majority are Independent Directors. During the year under review, total 4 (Four) meetings of the Nomination and Remuneration Committee were held on May 10, 2017, August 5, 2017, November 14, 2017 and January 25, 2018. The composition of the Committee and the attendance of the Committee members at the above meetings are as under:

| Name of Director           | Category                | Designation | No. of Me          | etings   |
|----------------------------|-------------------------|-------------|--------------------|----------|
|                            |                         |             | Entitled to attend | Attended |
| Bala Deshpande             | Independent Director    | Chairperson | 4                  | 4        |
| Rahul Garg                 | Independent Director    | Member      | 2                  | 2        |
| Rakesh Biyani              | Non -Executive Director | Member      | 2                  | 1        |
| Janat Shah <sup>8</sup>    | Independent Director    | Member      | 2                  | 1        |
| C P Toshniwal <sup>9</sup> | Non -Executive Director | Member      | 2                  | 2        |
| Vivek Biyani <sup>10</sup> | Independent Director    | Member      | 2                  | 0        |

#### **Terms of Reference of Nomination and Remuneration Committee:**

The terms of reference are reviewed from time to time by the Board and the Committee has been mandated to comply with the requirements as specified in Part D of the Schedule II of the Listing Regulations, provisions of section 178 of the Act and Securities and Exchange Board of India (Share Based Employee Benefits) Regulation, 2014, as may be applicable. The role of the Nomination and Remuneration Committee, inter-alia, includes the following:

- To formulate the criteria for determining qualifications, positive attributes and independence of a director and recommend to the Board a policy, relating to the remuneration for the directors, key managerial personnel and other employees;
- To formulate criteria for evaluation of Independent Directors and the Board;
- To devise a policy on Board diversity;
- To Identify persons who are qualified to become directors and who may be appointed in senior management in accordance with the criteria laid down, and recommend to the Board their appointment and removal;
- Whether to extend or continue the term of appointment of the independent director, on the basis of the report of performance evaluation of independent directors.

<sup>8</sup> Ceased to be a member of the Committee with effect from August 5, 2017

Ceased to be a member of the Committee with effect from August 5, 2017

<sup>&</sup>lt;sup>10</sup> Ceased to be a director of the Company with effect from August 5, 2017

- To establish and from time to time review the policy for ESOP and ESOS as well as issuance of SWEAT equity shares and recommend the grants of options to be made under ESOP / ESOS; and
- To review Company's remuneration and human resources policy.

#### **Performance evaluation criteria for Independent Directors**

The Board works with the Nomination and Remuneration Committee to lay down the evaluation criteria for the performance of the Chairman, the Board itself, Board committees, and Executive/ Non-Executive/ Independent Directors through a peer evaluation, excluding the Director being evaluated. The Independent Directors were evaluated on the criteria such as engagement, leadership, analytical, quality of decision-making, interaction, governance, etc.

#### **Remuneration policy for Executive Directors**

The Company pays remuneration by way of salary, benefits, perquisites and allowances and variable bonus to the Managing Director, as approved by the Board and the members of the Company. In determining the remuneration package of the Executive Directors, the Nomination and Remuneration Committee evaluates the remuneration paid by comparable organisation and thereafter makes its recommendation to the Board. Annual increments are decided by the NRC within the scale of remuneration as may be permissible under the statutory provisions. Performance criteria for Executive Director, entitled to variable bonus are determined by NRC in accordance with the remuneration policy.

#### **Criteria of making payments to Non-Executive Directors**

Non-Executive Directors are paid sitting fees for attending any meeting of the Board and Committee (except CSR Committee) of the Board including meeting of Independent Directors, as decided from time to time by the Board.

#### **Remuneration to Directors**

#### Managing Director / Executive Director

The remuneration paid to the Managing Director / Executive Director for the year ended March 31, 2018 is as under:

| Name            | Salary      | Perquisites | Total       | Total contract | Notice period | Stock Options |
|-----------------|-------------|-------------|-------------|----------------|---------------|---------------|
|                 | (₹ in Lakh) | (₹ in Lakh) | (₹ in Lakh) | Period         | in months     | granted       |
| Mayur Toshniwal | 114.92      | 0.21        | 115.13      | 3 years        | One           | 42,000        |

#### **Non-Executive Directors**

The sitting fees paid to Non-Executive Directors during the year under review is as under:

(₹ in Lakh)

| Name of Director | Sitting fees paid | Name of the Director | Sitting fees paid |
|------------------|-------------------|----------------------|-------------------|
| Rakesh Biyani    | 0.45              | C P Toshniwal        | 0.45              |
| Bala Deshpande   | 2.75              | Rahul Garg           | 1.65              |
| Amar Sapra       | 0.85              | Janat Shah           | 1.60              |
| Shyam Maheshwari | Nil               | Mayur Toshniwal      | Nil               |
| Dinesh Goel      | Nil               | Vivek Biyani         | Nil               |

Apart from reimbursement of expenses incurred in the discharge of their duties and the payment of sitting fees as entitled under the Act, none of these Directors has any other material pecuniary relationships or transactions with the Company, its Promoter, its Directors, its Senior Management, which in their judgement, would affect their independence. None of the Directors of the Company is related to each other.



#### STAKEHOLDERS' RELATIONSHIP COMMITTEE

The Stakeholder Relationship Committee meets as and when required to consider, inter alia, the transfer proposals and attend investors' grievances, transmission of shares, split, consolidation, issue of duplicate share certificate, de-materialisation and re-materialisation of shares. The composition and details of the meeting(s) of Stakeholders' Relationship Committee are as under:

| Name of Director | Designation | No. of Mee         | No. of Meetings |  |
|------------------|-------------|--------------------|-----------------|--|
|                  |             | Entitled to attend | Attended        |  |
| C P Toshniwal    | Chairperson | 1                  | 1               |  |
| Amar Sapra       | Member      | 1                  | 1               |  |
| Mayur Toshniwal  | Member      | 1                  | 1               |  |

Vimal K Dhruve - Company Secretary, is the Compliance Officer of the Company.

#### Terms of reference of the Committee

- To determine on behalf of the Board the Company's policy on serving the stakeholders in line with best corporate governance norms;
- To periodically review stakeholders' grievance mechanism of the Company;
- To review and redress stakeholders' grievances regarding allotment of securities, transfer of shares, non-receipt of annual report, non-receipt of declared dividends, etc. and other allied matters;
- The Committee is also authorised to:
  - Investigate any activity within its terms of reference;
  - Seek any information from any employee of the Company;
  - Obtain outside legal or independent professional advice. Such advisors may attend meetings if necessary; and
  - Incur such reasonable expenditure, as it deems necessary.

With a view to expedite the process of share transfers, necessary authority has been delegated to the Registrar & Transfer Agent.

#### **Investors' Grievance Redressal**

Details of investor complaints received and resolved during the year under review are as follows:

| Complaints at the start of the year | Received during the year | ,  | Complaints pending at the end of the year |
|-------------------------------------|--------------------------|----|---|
| NIL                                 | 42                       | 42 | NIL                                       |

#### **Code of Conduct for Prevention of Insider Trading**

The Company's Code of Conduct for Prevention of Insider Trading as approved by the Board of Directors, inter-alia, prohibits dealing in the securities of the Company by Promoters, Directors, KMPs and designated employees while in possession of unpublished price sensitive information in relation to the Company. The same is available on the Company's website.

#### INDEPENDENT DIRECTORS' MEETING

During the year under review, a separate meeting of Independent Directors was held on May 20, 2017. The said meeting was attended by all the Independent Directors of the Company.

#### **CORPORATE SOCIAL RESPONSIBILITY COMMITTEE (CSR)**

The core theme of the Company's CSR policy is giving back to the society from which it draws its resources by extending helping hand to the needy and under privileged. The CSR Committee is constituted in line with the provisions of section 135 of the Act. A Foundation at Group level has been created, which undertakes the CSR initiatives as instructed by

the Committee. C P Toshniwal - Non-Executive Director, is the Chairman of the CSR Committee. Other members of the Committee are Rakesh Biyani - Non-Executive Director and Amar Sapra - Independent Director. One meeting of CSR Committee was held during the year on August 5, 2017. The meeting was attended by all the members. The Committee had identified the programs and recommended to the Board for spending CSR amount on the prescribed programs. The disclosures as per Companies (Corporate Social Responsibility Policy) Rules, 2014 is made in prescribed form, which is appended to the Board's report. The terms of CSR Committee include as specified in the Section 135 of the Companies Act, 2013, Schedule VII to the Act and Rules made thereunder. The minutes of the Corporate Social Responsibility Committee meeting were noted at the meeting of the Board of Directors.

#### **COMMITTEE OF DIRECTORS**

The Board of Directors has constituted a Committee of Directors comprising of C P Toshniwal, Rakesh Biyani and Mayur Toshniwal. The primary function of Committee is to ensure support routine operations and activities of the Company in addition to the specific powers delegated by the Board. The committee meets as and when required.

#### **RISK MANAGEMENT**

The Company has a well-defined risk management framework in place, which provides an integrated approach for identifying, assessing, mitigating, monitoring and reporting of all risks associated with the business of the Company. The Audit Committee / Board of Directors periodically reviews the risk assessment and mitigation procedures and ensures that executive management controls risk through means of a properly defined framework. The risk management framework adopted by the Company is discussed in detail in the Management Discussion and Analysis forming part of the annual report. Provisions relating to the Risk Management Committee under Regulation 21 of the Listing Regulations are not applicable to the Company.

#### **GENERAL BODY MEETINGS**

#### **Annual General Meetings**

The details of the last three Annual General Meetings held are as follows:

| Year    | Details of AGM  | Special Resolutions passed   |
|---------|---|--|
| 2016-17 | August 8, 2017 at 9.15 a.m. at Future<br>Group Office, 5th Floor, SOBO Central,<br>M M Malviya Marg, Tardeo, Mumbai -<br>400034                 | <ul> <li>Appointment of Mayur Toshniwal as Managing Director &amp; CEO;</li> </ul> |
| 2015-16 | September 14, 2016 at 2:00 P.M. at<br>Future Retail Home Office, 247 Park,<br>Tower C, 10th Floor, LBS Marg, Vikhroli<br>(West), Mumbai 400083  |  |
| 2014-15 | September 30, 2015 at 11:00 a.m. at<br>Future Retail Home Office, 247 Park,<br>Tower C, 10th Floor, LBS Marg, Vikhroli<br>(West), Mumbai 400083 | Alteration to the Articles of Association.   |



#### **Extraordinary General Meeting**

During the year under review, no extraordinary general meeting (EGM) was held.

#### **Postal Ballot**

During the year under review, no business was carried out through postal ballot.

#### **MEANS OF COMMUNICATION**

Pursuant to the Listing Regulations, the Company submits financial results to the Stock Exchanges, as soon as these are taken on record/ approved by the Board. The financial results are also published in leading English and Marathi dailies, viz. "The Free Press Journal" - (English) and "Nav Shakti" (Marathi). The Company's annual report, financial results, shareholding pattern and other disclosures are displayed on the Company's website www.futuresupplychains.com and also posted by the Stock Exchanges on their respective websites. All filing, disclosures and communications to the Stock Exchanges are made electronically through their specific web portals to disseminate such information and make such information generally available.

#### **GENERAL SHAREHOLDERS INFORMATION**

#### Date, Time and Venue of the Thirteenth Annual General Meeting

Wednesday, August 22, 2018 at 04:00 pm at Rangaswar, Fourth Floor, Y. B. Chavan Centre, Gen. Jagannath Bhosale Marg, Mumbai - 400 021

#### **Financial Year**

The financial year covers the period from April 1 of every year to March 31 of the next year.

#### **Scheduled Financial Reporting (tentative)**

1st Quarter ending on June 30, 2018

2nd Quarter ending on September 30, 2018

3rd Quarter ending on December 31, 2018

4th Quarter and year ending on March 31, 2019

- By Second Week of August 2018
- By Second week of November 2018
- By Second week of February 2019
- By Fourth Week of May 2019

#### **Book Closure/ Record Date**

August 17, 2018

#### **Dividend payment date**

Within 30 days from the declaration at the ensuing annual general meeting.

#### **Listing on Stock Exchanges**

The equity shares of the Company are listed on the following Stock Exchanges w.e.f December 18, 2017:

#### **BSE** Limited

25th Floor, P. J. Towers, Dalal Street, Mumbai - 400 001

#### National Stock Exchange of India Limited

Exchange Plaza, C - 1, Block G, Bandra-Kurla Complex, Bandra (East), Mumbai – 400 051

Listing fees, as prescribed, have already been paid to both the Stock Exchanges where the equity shares of the Company are listed.

#### **Stock Code**

| Shares / Debentures | ISIN         | Stock Code/ Symbol |     |
|---------------------|--------------|--------------------|-----|
|                     |              | BSE                | NSE |
| Equity Shares       | INE935Q01015 | 540798             | FSC |

#### **Corporate Identity Number (CIN)**

The CIN allotted by the Ministry of Corporate Affairs is L63030MH2006PLC160376.

#### **Stock Performance**

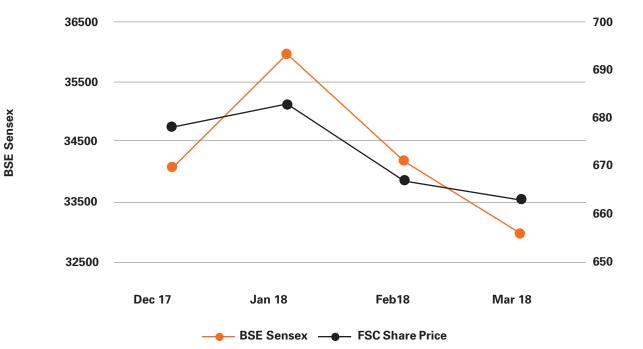
The performance<sup>11</sup> of the equity shares of the Company at the Stock Exchanges during the year under review is as follows:

| Months               | BSE    | BSE (in ₹) |        | NSE (in ₹) |  |
|----------------------|--------|------------|--------|------------|--|
|                      | High   | low        | High   | Low        |  |
| Dec-17 <sup>12</sup> | 698.70 | 660.05     | 699.00 | 660.00     |  |
| Jan-18               | 750.00 | 661.70     | 749.00 | 661.00     |  |
| Feb-18               | 695.00 | 641.00     | 699.90 | 640.00     |  |
| Mar-18               | 715.00 | 639.00     | 717.00 | 647.95     |  |

#### Performance of Share Price of the Company in comparison to the BSE Sensex

The performance comparison is based on the closing price / BSE Sensex on the last trading day of the month.

## **Price Performance Compared to BSE Sensex**



FSC Share Price (₹)

Source: BSE and NSE
 Since the equity shares of the Company listed on December 18, 2017 pursuant to the Offer for Sale



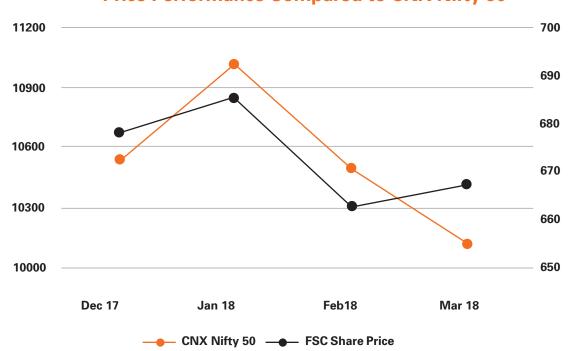
**CNX Nifty 50** 

## **Corporate Governance Report (Contd.)**

#### Performance of Share Price of the Company in comparison to the NSE CNX NIFTY 50

The performance comparison is based on the closing price / CNX Nifty on the last trading day of the month.





FSC Share Price (₹)

#### **Share Transfer System**

Trading in equity shares of the Company through recognised Stock Exchanges is permitted only in dematerialised form. Shares sent for transfer in physical form, if any, are registered and returned within a period of fifteen days from the date of receipt of the documents, provided the documents are valid and complete in all respects. With a view to expedite the process of share transfers, necessary authority has been delegated to the Stakeholder Relationship Committee to approve the transfers of equity shares of the Company. Stakeholders' Relationship Committee meets as and when required to consider the transfer proposals and attend to investors' grievances.

#### **De-materialisation of shares**

The Company has entered into agreements with both National Securities Depository Limited (NSDL) and Central Depository Services (India) Limited (CDSL) whereby shareholders have an option to dematerialise their shares with either of the depositories. Entire shareholding of Promoter and Promoter Group is in dematerialised form. Status of dematerialisation of equity shares as on March 31, 2018 is as under:

| Particulars  | No. of Shares | % of total issued capital |
|--|---------------|---------------------------|
| National Securities Depository Limited (NSDL)      | 1,15,82,649   | 28.92                     |
| Central Depository Services (India) Limited (CDSL) | 2,84,73,584   | 71.08                     |
| Total dematerialised                               | 4,00,56,233   | 100.00                    |
| Physical   | 5             | 0.00                      |
| Total  | 4,00,56,238   | 100.00                    |

#### Distribution of Shareholding of Equity Shares as on March 31, 2018

| No. of Shares   | No. of Shareholders | %      | No. of Shares | %      |
|-----------------|---------------------|--------|---------------|--------|
| 1-500           | 39,496              | 99.58  | 9,36,430      | 2.34   |
| 501-1000        | 39                  | 0.10   | 29,034        | 0.07   |
| 1001-2000       | 33                  | 0.08   | 48,769        | 0.12   |
| 2001-3000       | 19                  | 0.05   | 50,630        | 0.13   |
| 3001-4000       | 7                   | 0.02   | 26,194        | 0.07   |
| 4001-5000       | 5                   | 0.01   | 23,671        | 0.06   |
| 5001-10000      | 12                  | 0.03   | 93,776        | 0.23   |
| 10001 and above | 53                  | 0.13   | 3,88,47,734   | 96.98  |
| Total           | 39,664              | 100.00 | 4,00,56,238   | 100.00 |

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

| Category                      | No. of Equity shares | % holding |
|-------------------------------|----------------------|-----------|
| Promoter and Promoter Group   | 2,10,15,917          | 52.47     |
| Mutual Funds                  | 52,51,223            | 13.11     |
| Banks, Financial Institutions | 90,315               | 0.22      |
| Alternate Investment Funds    | 19,81,211            | 4.95      |
| Partnership Firm              | 8,209                | 0.02      |
| Venture Capital Funds         | 0                    | 0.00      |
| Insurance Companies           | 24,331               | 0.06      |
| Foreign Portfolio Investor    | 22,88,004            | 5.71      |
| Non Resident Indians          | 9,553                | 0.02      |
| Foreign Companies             | 67,81,430            | 16.93     |
| Indian Public (Individual)    | 19,78,749            | 4.94      |
| Directors & their Relatives   | 22                   | 0.00      |
| Clearing Members              | 10,133               | 0.03      |
| Bodies Corporate              | 5,55,071             | 1.39      |
| Hindu Undivided Family        | 62,070               | 0.15      |
| Foreign Nationals             | 0                    | 0.00      |
| Total                         | 4,00,56,238          | 100.00    |

#### Outstanding GDR /ADR /Warrants or any convertible instruments, conversion date and impact on equity.

#### None

#### Commodity price risk or foreign exchange risk and hedging activities

The Company's operations are mainly within the country. Hence, there is no material exposure of the foreign exchange which may have any adverse impact on the financial position of the Company. Accordingly, there is no requirements of hedging the foreign exchange risk.

#### **Unclaimed Shares**

In accordance with the requirement of Regulation 34(3) and Schedule V - Part F of Listing Regulations, the Company reports that there are no shares lying in the suspense account as on March 31, 2018.

#### **Plant Locations**

The Company is engaged in providing logistics services. It has 55 distribution centres across the country, 622 dedicated containerised vehicles and 144 dedicated reefer vehicles as of March 31, 2018.

#### **Registered Office/ Address for Correspondence**

Knowledge House, Shyam Nagar, Jogeshwari - Vikhroli Link Road, Jogeshwari (East), Mumbai - 400 060.



#### Investor correspondence for securities held in physical form

#### **Registrar and Transfer Agents**

Link Intime India Private Limited

C - 101, 247 Park, L.B.S Marg, Vikhroli West, Mumbai - 400 083.

Tel No.: +91 22 4918 6000; Fax No.: +91 22 4918 6060

E-mail: rnt.helpdesk@linkintime.co.in

Website: www.linkintime.co.in

#### For securities held in demat Form

Investors' concerned Depository Participant(s) and/ or Link Intime India Private Limited

#### For any query on the annual report

Vimal K Dhruve

Company Secretary

Knowledge House, Shyam Nagar, Jogeshwari - Vikhroli Link Road, Jogeshwari (East), Mumbai - 400 060.

Tel No: +91 22 6644 2200; Fax No: +91 22 6644 2201

Designated e-mail: investorrelations@futuresupplychains.com

Website: www.futuresupplychains.com

#### **DISCLOSURES**

#### **Related Party Transactions**

All related party transactions were reviewed / approved by the Audit Committee and were entered into in the ordinary course of business and at arm's length basis. During the year under review, there were no significant transactions entered into with the related parties that may have potential conflict with the interests of the Company at large. The details of related party transactions are given in Notes forming part of the Financial Statements for the year ended March 31, 2018. Policy on dealing with related party transactions is available on the website of the Company at weblink http://www.futuresupplychains.com/pdf/policy-for-dealing-with-related-party-transactions.pdf.

#### **Disclosure of Accounting Treatment**

During the year under review, the Company followed the applicable Accounting Standards in the preparation of its Financial Statements.

#### Management

All members of the Senior Management have confirmed to the Board that there are no material, financial and/or commercial transactions between them and the Company, which could have any potential conflict of interest with the Company at large.

#### **CEO/CFO Certification**

As required under Regulation 17(8) of the Listing Regulations, the Managing Director and the Chief Financial Officer of the Company have certified to the Board regarding the Financial Statements for the year ended March 31, 2018.

#### **Subsidiary**

During the year under review, the Company acquired the entire share capital of Vulcan Express Private Limited thereby making it wholly owned subsidiary of the Company. The Company has a policy for determining material subsidiaries which is available on the website of the Company at weblink http://www.futuresupplychains.com/pdf/materiality-forsubsidiary-policy.pdf.

#### **Details of Non-compliance**

There were no instances of material non-compliance by the Company and no penalty or strictures were imposed on the Company by the Stock Exchange(s) or Securities and Exchange Board of India or any statutory authority, on any matter related to the capital markets.

#### **Establishment of Whistle Blower Policy/Vigil Mechanism**

The Company has established a whistle blower policy/ vigil mechanism. This policy aims to provide an avenue for stakeholders to raise genuine concerns of any violations of legal or regulatory requirements, actual or suspected fraud or violation of the Company's code of conduct and ethical business practices. This Policy, inter-alia, provides direct access to a Whistle Blower to the Chairperson of the Audit Committee. The establishment of Vigil Mechanism is available on the website of the Company at weblink http://www.futuresupplychains.com/pdf/vigil-mechanism.pdf.

#### **Discretionary Requirements**

The Board: The Chairperson of the Board is a Non-Executive Director. The Company reimburses expenses, if any, incurred in performance of his duties.

Shareholders' Rights: Quarterly and half yearly financial results of the Company are furnished to the Stock Exchanges and are also published in the newspapers and uploaded on website of the Company. Significant events are also posted on the Company's website under the Investors section. Hence, no half yearly results and significant events were sent to individual member.

Modified Opinion(s) in Audit Report: During the year under review, the Company received unmodified audit opinion on the Company's Financial Statements.

Separate Posts of Chairperson and CEO: The Company has separate posts of Chairman of the Board and Chief Executive

Reporting of Internal Auditor: Internal Auditors report to the Audit Committee.

## **Declaration on Compliance of Code of Conduct**

To The Members of **Future Supply Chain Solutions Limited** 

I hereby declare that the Directors and Senior Managerial Personnel of the Company have affirmed compliance with the Code of Conduct applicable to them as laid down by the Company in terms of regulation 17(5) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 during the year ended March 31, 2018.

For Future Supply Chain Solutions Limited

**Mayur Toshniwal** Managing Director

Place: Mumbai Date: April 25, 2018



# **Certificate On Corporate Governance**

To The Members of Future Supply Chain Solutions Limited

We have examined the compliance of conditions of Corporate Governance by Future Supply Chain Solutions Limited (the "Company") for the financial year ended on March 31, 2018 as stipulated by Securities and Exchange Board of India (Listing Obligation and Disclosure Requirements) Regulations, 2015 ("Listing Regulations") with the relevant records and documents maintained by the Company and furnished to us and the report of Corporate Governance as approved by the Board of Directors.

The compliance of conditions of Corporate Governance is the responsibility of the Management. Our examination was limited to procedures and implementation thereof, adopted by the Company for ensuring the compliance of the provisions relating to Corporate Governance. 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 explanations given to us, we certify that the Company has complied in all material aspects with the conditions of Corporate Governance as stipulated in the abovementioned Listing Regulations.

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

For NGS & Co. LLP **Chartered Accountants** (Firm Regn. No.: 119850W)

Ashok A. Trivedi

Membership No: 42472

Place: Mumbai Date: April 25, 2018

# FINANCIAL SECTIONS



# **Independent Auditors' Report**

#### TO THE MEMBERS OF FUTURE SUPPLY CHAIN **SOLUTIONS LIMITED**

#### **REPORT** ON THE **STANDALONE FINANCIAL STATEMENTS**

We have audited the accompanying Standalone Financial Statements of Future Supply Chain Solutions Limited ("the Company"), which comprise the Balance Sheet as at March 31, 2018, the Statement of Profit and Loss (including Other Comprehensive Income), the Cash Flows Statement and the Statement of Changes in Equity for the year then ended and a summary of significant accounting policies and other explanatory information (herein after referred to as "Standalone Financial Statements).

#### **MANAGEMENT'S RESPONSIBILITY FOR** THE STANDALONE 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 Financial Statements that give a true and fair view of the financial position, financial performance including other comprehensive income, cash flows and changes in equity 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, read with relevant rules issued thereunder.

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 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 Financial Statements based on our audit.

In conducting 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 provision of the Act and the Rules made there under and the order issued under section 143(11) of the Act.

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 Standalone 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 Financial Statements. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the Standalone 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 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 accounting policies used and the reasonableness of the accounting estimates made by the Company Directors, as well as evaluating the overall presentation of the Standalone 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 Financial Statements.

#### **OPINION**

In our opinion and to the best of information and according to the explanation given to us, the aforesaid Standalone Financial Statements give the information required by the Act in the manner so required and give true and fair view in conformity with the accounting principles generally accepted in India, of the state of affairs of the Company as at March 31, 2018, and its profit including other comprehensive income, the changes in equity and its cash flows for the year ended on that date.

#### REPORT ON OTHER LEGAL AND REGULATORY REQUIREMENTS.

As required by the Companies ( Auditor's Report) Order, 2016 ("the Order") issued by the Central Government of India in terms of sub-section (11) of section 143 of the Act, we give in the Annexure"A" a statement on the matters specified in paragraph 3 and 4 of the Order.

## **Independent Auditors' Report (Contd.)**

- As required by section 143(3) of the Act, we report that:
  - We have sought and obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
  - 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:
  - The Balance Sheet, the Statement of Profit and Loss including other comprehensive income and the Statement of Changes in Equity and the Cash Flow Statement dealt with by this Report are in agreement with the books of account;
  - In our opinion, the aforesaid Standalone Financial Statements comply with the Indian Accounting Standards specified under Section 133 of the Act, read with relevant rules issued thereunder;
  - On the basis of written representations received from the Directors as on March 31, 2018, and taken on record by the Board of Directors, none of the directors is disqualified as on March 31, 2018, from being appointed as a director in terms of Section 164 (2) of the Act.
  - With respect to the adequacy of Internal financial controls over financial reporting of the Company and the operating effectiveness of such control, refer to our separate report in "Annexure B" and

- With respect to the other matters to be included in the Auditor's 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 explanation given to us:
  - The Company does not have any pending litigations which would impact its financial position;
  - The Company did not have any long-term contracts including derivative contracts for which there were any material foreseeable losses;
  - There were no amounts, which were required to be transferred, to the Investor Education and Protection Fund by the Company.

For NGS & Co. LLP

**Chartered Accountants** 

Firm Registration No.: 119850W

Ashok A. Trivedi

Partner

Membership No. 042472

Place: Mumbai Date: April 25, 2018



# **Annexure - A to the Independent Auditors' Report**

The Annexure referred to in Independent Auditors' Report to the members of the Future Supply Chain Solutions Limited on the Standalone Financial Statements for the year ended March 31, 2018, we report that:

- (a) The Company has maintained proper records showing full particulars, including quantitative details and situation of fixed assets.
  - (b) The Company has a regular program of physical verification of its fixed assets by which fixed assets are verified in a phased manner over a period of three years. In accordance with this program, certain 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) The Company did not have any immovable property of freehold or leasehold land and building as at March 31, 2018. Therefore paragraph 3(i) (c) of Order is not applicable.
- (ii) The Company is a service company, primarily rendering logistics services. Accordingly, it does not hold any physical inventories. Therefore, paragraph 3 (ii) of the Order is not applicable.
- (iii) According to the information and explanations given to us, the Company has not granted any loans, secured or unsecured to companies, firms, limited liability partnerships or other parties covered in the register maintained under section 189 of the Act, Therefore, clause 3(iii) (a), (b) and (c) of the Order are not applicable.
- (iv) In our opinion and according to the information and explanations given to us, there are no loans, investments, guarantees, and securities granted in respect of which provisions of section 185 and 186 of the Act are applicable and hence not commented upon.
- (v) The Company has not accepted any deposits from the public.
- (vi) To the best of our knowledge and as explained, the Central Government has not prescribed the maintenance of cost records under section 148(1) of the Act, for any of the product of the Company.

- (vii) (a) According to the information and explanations given to us and on the basis of our examination of the records of the Company, amounts deducted/ accrued in the books of account in respect of undisputed statutory dues including, Provident Fund, Employees' State Insurance, Income-tax, Sales-tax, Goods and Services tax, Service-tax, Custom duty, Value Added Tax, cess and other material statutory dues, as applicable, have been regularly deposited during the year by the Company with the appropriate authorities.
  - According to the information and explanations given to us, no undisputed amounts in respect of Provident Fund, Employees' State Insurance, Income-tax, Sales-tax, Goods and Services tax, Service-tax, Custom duty, Value Added Tax, cess and other material statutory dues were in arrears as at March 31, 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 material dues of income tax, sales tax, Goods and Services tax, VAT, service tax which have not been deposited with the appropriate authorities on account of any dispute.
- (viii) Based on our audit procedures and on the basis of information and explanations given by the management, we are of the opinion that the Company has not defaulted in repayment of loans or borrowings from banks and debenture holders. The Company has not taken any loans from Government or any Financial Institution.
- (ix) The Company did not raise moneys by way of initial public offer or further public offer (including debt instruments) or term loans and hence reporting under clause 3(ix) of Order is not applicable to the Company.
- (x) According to the information and explanations given to us, no fraud by the Company or on the Company by its officers or employees has been noticed or reported during the course of our audit.
- (xi) According to the information and explanations given by the management and based on our examination of the records of the Company, the Company has paid/provided for Managerial Remuneration in accordance with the provisions of section 197 read

## Annexure - A to the Independent Auditors' Report (Contd.)

with Schedule V of the Act.

- (xii) In our opinion and according to the information and explanations given to us, the Company is not a nidhi company. Therefore, clause 3(xii) of the Order is not applicable.
- (xiii) According to the information and explanations given to us and based on our examination of the records of the Company, transactions with the related parties are in compliance with sections 177 and 188 of the Act where applicable and details of such transactions have been disclosed in the Financial Statements as required by the applicable Accounting Standards.
- (xiv) 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 preferential allotment or private placement of shares

- or fully or partly convertible debentures during the
- (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. Therefore, paragraph 3(xv) of the Order is not applicable.
- (xvi) The Company is not required to be registered under section 45-IA of the Reserve Bank of India Act 1934.

For NGS & Co. LLP

**Chartered Accountants** 

Firm Registration No.: 119850W

#### Ashok A. Trivedi

Partner

Membership No. 042472

Place: Mumbai Date: April 25, 2018



# **Annexure - B to the Independent Auditors' Report**

**Report on the Internal Financial Controls Over Financial** Reporting 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 Future Supply Chain Solutions Limited ("the Company") as of March 31, 2018 in conjunction with our audit of the Standalone Financial Statements of the Company for the year ended on that date.

# MANAGEMENT'S RESPONSIBILITY FOR INTERNAL **FINANCIAL CONTROLS**

The 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 Act.

# **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 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 Institute of Chartered Accountants of India. 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 Financial Statements, whether due to fraud or error.

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

# MEANING OF INTERNAL FINANCIAL CONTROLS OVER **FINANCIAL REPORTING**

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

# 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

# Annexure - B to the Independent Auditors' Report (Contd.)

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 March 31, 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 Institute of Chartered Accountants of India.

For NGS & Co. LLP

**Chartered Accountants** 

Firm Registration No.: 119850W

Ashok A. Trivedi

Partner

Membership No. 042472

Place: Mumbai Date: April 25, 2018



**Particulars** 

**Non-Current Liabilities Financial Liabilities Non-Current Borrowings** 

Deferred Tax Liabilities (Net)

**Total Non-Current Liabilities** 

Other Current Liabilities

**Total Current Liabilities** 

Current Tax Liabilities (Net)

**Total Equity And Liabilities** 

Other Current Financial Liabilities

Notes to the Financial Statements

Other Non-Current Financial Liabilities

Liabilities

**Provisions** 

**Provisions** 

**Current Liabilities Financial Liabilities** Trade Payables

# **Balance Sheet**

# As at March 31, 2018

|   |    | March 31, 2018 | March 31, 2017 |
|---|----|----------------|----------------|
| ASSETS  |    |                |                |
| Non-Current Assets                                |    |                |                |
| Property, Plant And Equipment                     | 4  | 26,077.78      | 12,877.72      |
| Capital Work In Progress                          |    | 254.95         | 6,981.14       |
| Intangible Assets                                 | 4  | 129.66         | 96.75          |
| Financial Assets                                  |    |                |                |
| Investments                                       | 5  | 6,312.26       | -              |
| Other Financial Assets                            | 6  | 3,180.11       | 2,272.50       |
| Other Non-Current Assets                          | 7  | -              | 85.90          |
| Total Non-Current Assets                          |    | 35,954.76      | 22,314.01      |
| Current Assets                                    |    |                |                |
| Financial Assets                                  |    |                |                |
| Investments                                       | 8  | 0.70           | 0.70           |
| Trade Receivables                                 | 9  | 22,888.01      | 21,977.46      |
| Cash and Cash Equivalent                          | 10 | 7,464.59       | 4,667.51       |
| Bank Balances other than Cash and Cash Equivalent | 11 | 103.20         | 33.20          |
| Other Financial Assets                            | 12 | 539.10         | 607.28         |
| Other Current Assets                              | 13 | 1,024.58       | 1,350.31       |
| Total Current Assets                              |    | 32,020.18      | 28,636.46      |
| Total Assets                                      |    | 67,974.94      | 50,950.47      |
| EQUITY & LIABILITIES                              |    |                |                |
| Equity  |    |                |                |
| Equity Share Capital                              | 14 | 4,005.62       | 3,913.83       |
| Other Equity                                      | 15 | 37,694.26      | 25,367.11      |
| Total Equity                                      |    | 41,699.88      | 29,280.94      |
|   |    |                |                |

Note

(₹ in Lakh)

As at

7,353.68

195.65

264.59

1,009.34

8,823.26

9,778.72

1,990.54

1,066.26

12,846.27

50,950.47

10.75

As per our report of even date attached For NGS & Co. LLP **Chartered Accountants** 

Ashok A. Trivedi

Partner

Membership No.: 042472

Place: Mumbai Date: April 25, 2018 For and on behalf of the Board of Directors **Future Supply Chain Solutions Limited** 

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1-43

**Mayur Toshniwal** 

(Managing Director) DIN: 01655776

Samir Kedia

(Chief Financial Officer)

**C P Toshniwal** 

2,511.28

169.95

310.80

1,552.45

4,544.48

13,837.83

5,808.45

1,803.47

13.33

267.50

21,730.58

67,974.94

(Director) DIN: 00036303

**Vimal K Dhruve** 

(Company Secretary)

# **Statement of Profit and Loss**

# For the year ended March 31, 2018

(₹ in Lakh)

| Particulars   | Note | Year Ended     | Year Ended     |
|---|------|----------------|----------------|
|   |      | March 31, 2018 | March 31, 2017 |
| Income  |      |                |                |
| Revenue from Operations   | 25   | 77,498.63      | 56,118.34      |
| Other Income  | 26   | 942.12         | 1,580.90       |
| Total Income  |      | 78,440.75      | 57,699.24      |
| Expenses  |      |                |                |
| Cost of Logistics Services  |      | 50,727.94      | 37,527.96      |
| Employee Benefits Expense   | 27   | 7,425.32       | 5,654.70       |
| Depreciation and Amortisation Expense   | 4    | 2,324.19       | 1,914.02       |
| Finance Costs   | 28   | 870.94         | 1,275.87       |
| Other Expenses  | 29   | 7,224.26       | 5,507.51       |
| Total Expense   |      | 68,572.65      | 51,880.06      |
| Profit Before Tax   |      | 9,868.10       | 5,819.18       |
| Income Tax Expense  |      |                |                |
| (1) Current Tax   |      | 2,590.44       | 1,352.61       |
| (2) Deferred Tax (Assets)/Liabilities   |      | 543.11         | (108.85)       |
|   |      | 3,133.55       | 1,243.76       |
| Profit for the year   |      | 6,734.55       | 4,575.42       |
| Other Comprehensive Income  |      |                |                |
| Items that will not be reclassified subsequently to Profit or                     |      |                |                |
| Loss  |      |                |                |
| (i) Remeasurement of the defined benefit plan                                     |      | (7.59)         | 28.30          |
| (ii) Income tax relating to items that will not be reclassified to profit or loss |      | 2.63           | (9.80)         |
| Total other comprehensive income, net of tax                                      |      | (4.96)         | 18.50          |
| Total Comprehensive Income for the period   |      | 6,739.51       | 4,556.92       |
| Earnings Per Equity Share (Face Value ₹ 10/- each)                                |      |                |                |
| Basic (in ₹)  |      | 17.06          | 11.64          |
| Diluted (in ₹)  |      | 17.05          | 11.19          |
| Notes to the Financial Statements   | 1-43 |                |                |

As per our report of even date attached For NGS & Co. LLP **Chartered Accountants** 

Ashok A. Trivedi

Partner

Membership No.: 042472

Place: Mumbai Date: April 25, 2018 For and on behalf of the Board of Directors **Future Supply Chain Solutions Limited** 

**Mayur Toshniwal** 

(Managing Director) DIN: 01655776

Samir Kedia

(Chief Financial Officer)

**C P Toshniwal** 

(Director) DIN: 00036303

**Vimal K Dhruve** (Company Secretary)



# **Statement Of Cash Flow**

# For The Year Ended March 31, 2018

(₹ in Lakh)

|      |   |                              | (₹ IN Lakn)                  |
|------|---|------------------------------|------------------------------|
| Part | iculars   | Year Ended<br>March 31, 2018 | Year Ended<br>March 31, 2017 |
|      | CASH FLOW FROM OPERATING ACTIVITIES                           | IVIAICII 31, 2016            | IVIAIGII 3 1, 20 17          |
|      | Net Profit Before Tax   | 9,868.10                     | 5,819.18                     |
|      | Adjusted For:   | 3,000.10                     | 3,013.10                     |
|      | Depreciation and Amortisation Expense                         | 2,324.19                     | 1,914.02                     |
|      | Finance Costs   | 870.94                       | 1,275.87                     |
|      | Provision for Doubftful Debts                                 | 225.91                       | 56.89                        |
|      | Profit on sale of Fixed Assets                                | (412.45)                     | (10.87)                      |
|      | Excess Provision written back                                 | (+12.40)                     | (75.17)                      |
|      | Expenses on employee stock option scheme                      | 179.44                       | (70.17)                      |
|      | Interest Income   | (416.92)                     | (1,444.41)                   |
|      | Operating Profit Before Working Capital Changes               | 12,639.21                    | 7,535.51                     |
|      | Adjusted For:   | 12,000121                    | 7,000.01                     |
|      | Trade Receivable  | (1,136.45)                   | 77.78                        |
|      | Loans & Advances and Other Assets                             | (497.81)                     | 7,735.93                     |
|      | Trade Payables, Other Liabilities and Provisions              | 7,645.08                     | (4,918.00)                   |
|      | Cash Generated From Operations                                | 18,650.03                    | 10,431.22                    |
|      | Taxes Paid (Net)  | (2,325.56)                   | (1,342.81)                   |
|      | Net Cash From Operating Activities                            | 16,324.47                    | 9,088.42                     |
| В    | CASH FLOW FROM INVESTING ACTIVITIES                           |                              |                              |
|      | Purchase of Property, Plant & Equipment and Intangible Assets | (9,041.73)                   | (7,710.54)                   |
|      | Sale of Property, Plant & Equipment and Intangible Assets     | 1,006.76                     | 47.70                        |
|      | Purchase of Investments                                       | (5,109.99)                   |                              |
|      | Interest Received   | 416.92                       | 1,444.41                     |
|      | Net Cash Used In Investing Activities                         | (12,728.04)                  | (6,218.43)                   |
| С    | CASH FLOW FROM FINANCING ACTIVITIES                           |                              |                              |
|      | Proceeds From Long Term Loan                                  | 71.59                        | 2,925.68                     |
|      | Interest Paid   | (870.94)                     | (1,275.87)                   |
|      | Net Cash From / (Used in) Financing Activities                | (799.35)                     | 1,649.81                     |
|      | Net (Decrease)/Increase In Cash And Cash Equivalents (A+B+C)  | 2,797.08                     | 4,519.80                     |
|      | Cash and Cash Equivalents (Opening Balance)                   | 4,667.51                     | 147.71                       |
|      | Cash and Cash Equivalents (Closing Balance)                   | 7,464.59                     | 4,667.51                     |

As per our report of even date attached For NGS & Co. LLP **Chartered Accountants** 

Ashok A. Trivedi

Partner

Membership No.: 042472

Place: Mumbai Date: April 25, 2018 For and on behalf of the Board of Directors **Future Supply Chain Solutions Limited** 

**Mayur Toshniwal** 

(Managing Director) DIN: 01655776

Samir Kedia

(Chief Financial Officer)

**C P Toshniwal** 

(Director) DIN: 00036303

**Vimal K Dhruve** (Company Secretary)

# **Statement Of Changes In Equity** For The Year Ended March 31, 2018

(₹ in Lakh)

|     | Particulars   | As at          | As at          |
|-----|---|----------------|----------------|
|     |   | March 31, 2018 | March 31, 2017 |
| (A) | EQUITY SHARE CAPITAL  |                |                |
|     | Opening Balance   | 3,913.83       | 3,913.83       |
|     | Add : On account of conversion of Zero Coupon Fully Convertible | 91.79          |                |
|     | Debenture   | 91.79          |                |
|     | Closing Balance   | 4,005.62       | 3,913.83       |
| B)  | OTHER EQUITY  |                |                |
|     | Retained Earnings   |                |                |
|     | Opening Balance   | 9,371.99       | 4,815.07       |
|     | Profit for the Year   | 6,734.55       | 4,575.42       |
|     | Other Comprehensive (Income)/Loss for the year (net of tax)     | (4.96)         | 18.50          |
|     | Closing Balance   | 16,111.50      | 9,371.99       |
|     | Securities Premium Reserve                                      |                |                |
|     | Opening Balance   | 15,995.12      | 15,995.12      |
|     | Add : On account of conversion of Zero Coupon Fully Convertible | 5,408.20       | -              |
|     | Debenture   |                |                |
|     | Closing Balance   | 21,403.32      | 15,995.12      |
|     | Share Options Outstanding                                       |                |                |
|     | Opening Balance   | -              | -              |
|     | Add : Recognition of share based payments                       | 179.44         | -              |
|     | Closing Balance   | 179.44         | -              |
|     | Total Other Equity  | 37,694.26      | 25,367.11      |

As per our report of even date attached For NGS & Co. LLP **Chartered Accountants** 

Ashok A. Trivedi

Partner

Membership No.: 042472

Place: Mumbai Date: April 25, 2018 For and on behalf of the Board of Directors **Future Supply Chain Solutions Limited** 

**Mayur Toshniwal** 

(Managing Director) DIN: 01655776

Samir Kedia

(Chief Financial Officer)

**C P Toshniwal** 

(Director) DIN: 00036303

**Vimal K Dhruve** 

(Company Secretary)



# **Notes to the Financial Statements**

#### **COMPANY OVERVIEW**

Future Supply Chain Solutions Limited (the "Company") is a public company domiciled in India and incorporated on March 8, 2006. The Equity Shares of the Company were listed on BSE Limited and the National Stock Exchange of India Limited on December 18, 2017.

The Company is India's first fully integrated and IT enabled end-to-end Supply Chain and Logistics Company with capabilities in handling Modern Warehousing, Express Logistics, Cold Chain Logistics etc. The Company caters to corporates in Food & Beverages, Lifestyle, Consumer Electronics & High Tech, Automotive & Engineering, Home & Furniture, Healthcare, General Merchandise and E-Commerce sectors. Each category has a distinct supply chain requirements that need customised solutions. The Company has been a pioneer and leader in modernising logistics and supply chain in India by having implemented cutting-edge technology and contemporary supply chain management practices through implementation of global best practices, indigenised and best adapted for Indian conditions. The Company has its registered office at Mumbai, Maharashtra, India.

# REVISED INDIAN ACCOUNTING STANDARD ("IND **AS") ISSUED BUT NOT EFFECTIVE**

Ind AS 115 'Revenue from Contracts with Customers' has been notified by Ministry of Corporate Affairs as on March 28, 2018. This standard prescribes only one underlying principle for revenue recognition i.e., transfer of control over goods / services. Ind AS 115 will supersede Ind AS 11 'Construction Contracts' and Ind AS 18, 'Revenue' and is effective for annual periods beginning on or after April 1, 2018. Management considers that the amendment does not have a significant impact on the Financial Statements.

#### **SUMMARY** OF **SIGNIFICANT ACCOUNTING POLICIES**

# 3.1. Statement of compliance

The Standalone Financial Statements comply in all material aspects with Ind AS notified under Section 133 of the Companies Act, 2013, [Companies (Indian Accounting Standards) Rules, 2015] and other applicable laws.

# 3.2. Basis of Preparation and presentation

These Financial Statements are prepared in accordance with Indian Accounting Standards (Ind AS) under the historical cost convention on the accrual basis except for certain financial instruments, which are measured at fair values at the end of each reporting period.

Historical cost is generally based on the fair value of the consideration given in exchange for goods and services.

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date, regardless of whether that price is directly observable or estimated using another valuation technique. In estimating the fair value of an asset or a liability, the Company takes into account the characteristics of the asset or liability if market participants would take those characteristics into account when pricing the asset or liability at the measurement date. Fair value for measurement and / or disclosure purposes in these Financial Statements is determined on such a basis, except for share-based payment transactions that are within the scope of Ind AS 102, leasing transactions that are within the scope of Ind AS 17 'Leases', and measurements that have some similarities to fair value but are not fair value, such as net realisable value in Ind AS 2 'Inventories' or value in use in Ind AS 36 'Impairment of Assets'.

In addition, for financial reporting purposes, fair value measurements are categorised into Level 1, 2, or 3 based on the degree to which the inputs to the fair value measurements are observable and the significance of the inputs to the fair value measurement in its entirety, which are described as follows:

- Level 1 inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities that the entity can access at the measurement date;
- Level 2 inputs are inputs, other than quoted prices included within Level 1, that are observable for the asset or liability, either directly or indirectly; and

Level 3 inputs are unobservable inputs for the asset or liability.

The principal accounting policies are set out below.

# 3.3. Property, plant and equipment

Property, plant and equipment are stated at cost, less accumulated depreciation and impairment, if any. Costs directly attributable to acquisition are capitalised until the property, plant and equipment are ready for use, as intended by the management.

An item of property, plant and equipment and any significant part initially recognised is derecognised upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss arising on derecognition of the asset is included in the Statement of Profit or Loss when the asset is derecognised.

For transition to Ind AS, the Company has elected to continue with the carrying value of all its property, plant and equipment recognised as on April 1, 2015 measured as per previous GAAP as it deemed cost on the date of transition.

The Company depreciates property, plant and equipment over their estimated useful lives using the straight-line method. The estimated useful lives of assets are as follows:

| Asset                    | Useful Life |
|--------------------------|-------------|
| Plant and Equipments     | 15 years    |
| Office Equipments        | 5 years     |
| Furniture and Fixtures   | 10 years    |
| Electrical Installations | 10 Years    |
| Vehicles                 | 6 years     |
| Computers                | 3 Years     |
| Leasehold Improvements   | Lease term  |

The residual values, estimated useful lives and methods 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 property, plant and equipment outstanding at each balance sheet date is classified as capital advances under other non-current assets and the cost of assets not put to use before such date are disclosed under 'Capital work-in-progress'.

to preparing the asset for its intended use, less accumulated amortisation and accumulated impairment losses, if any. Intangible assets are amortised on straight line basis over their estimated useful economic life. The estimated useful lives of intangible assets are as follows:

Intangible assets are stated at acquisition cost

and other cost incurred, which is attributable

| Assets                    | Useful Life |
|---------------------------|-------------|
| Softwares                 | 6 years     |
| Exclusive Business Rights | 10 years    |

An item of Intangible asset is derecognised upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss arising on derecognition of the asset is included in the Statement of Profit or Loss when the asset is derecognised.

The residual values, estimated useful lives and methods of amortisation of Intangible assets are reviewed at each financial year end and adjusted prospectively, if appropriate.

# 3.5. Leasing

Leases are classified as finance leases whenever the terms of the lease transfer substantially all the risks and rewards of ownership to the lessee. All other leases are classified as operating leases.

The determination of whether an arrangement is (or contains) a lease is based on the substance of the arrangement at the inception of the lease. The arrangement is, or contains, a lease if fulfilment of the arrangement is dependent on the use of a specific asset or assets and the arrangement conveys a right to use the asset or assets, even if that right is not explicitly specified in an arrangement.

# The Company as lessor

Rental income from operating leases is generally recognised on a straight-line basis over the term of the relevant lease. Where the rentals are structured solely to increase in line with expected general inflation to compensate for the Company's expected inflationary cost increases, such increases are recognised in the year in which such benefits accrue. Initial direct costs incurred in negotiating and arranging an operating lease are added to the carrying



amount of the leased asset and recognised on a straight-line basis over the lease term.

# The Company as lessee

Rental expense from operating leases is generally recognised on a straight-line basis over the term of the relevant lease. Where the rentals are structured solely to increase in line with expected general inflation to compensate for the lessor's expected inflationary cost increases, such increases are recognised in the year in which such benefits accrue. Contingent rentals arising under operating leases are recognised as an expense in the period in which they are incurred.

#### 3.6. Financial instruments

# 3.6.(i) Initial recognition

Financial assets and financial liabilities are recognised when the Company becomes a party to the contractual provisions of the instruments.

Financial assets and financial liabilities are initially measured at fair value. Transaction costs that are directly attributable to the acquisition or issue of financial assets and financial liabilities (other than financial assets and financial liabilities at fair value through profit or loss ("FVTPL")) are added to or deducted from the fair value of the financial assets or financial liabilities, as appropriate, on initial recognition. Transaction costs directly attributable to the acquisition of financial assets or financial liabilities at fair value through profit or loss are recognised immediately in Statement of Profit and Loss.

# 3.6.(ii) Subsequent measurement

# Non-derivative financial instruments

Financial assets carried amortised cost

> A financial asset is subsequently measured at amortised cost if it is held within a business model whose objective is to hold the asset 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.

(ii) Financial assets at fair value through other comprehensive income

> A financial asset is subsequently measured at fair value through other comprehensive income if it is held within a business model whose objective is achieved by both collecting contractual cash flows and selling financial assets 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.

> The Company has made an irrevocable election for its investments which are classified as equity instruments to present the subsequent changes in fair value in other comprehensive income based on its business model. Further, in cases where the Company has made an irrevocable election based on its business model, for its investments which are classified equity instruments, subsequent changes in fair value are recognised in other comprehensive income.

(iii) Financial assets at fair value through profit or loss

> A financial asset which is not classified in any of the above categories are subsequently fair valued through profit or loss.

# (iv) Financial liabilities

Financial liabilities are subsequently carried at amortised cost using the effective interest method, except for contingent

consideration recognised in a business combination which is subsequently measured at fair value through profit and loss. For trade and other payables maturing within one year from the balance sheet date, the carrying amounts approximate fair value due to the short maturity of these instruments.

# **Equity instruments**

An equity instrument is any contract that evidences a residual interest in the assets of an entity after deducting all of its liabilities. Equity instruments issued by the Company are recognised at the proceeds received, net of direct issue costs.

#### **Compound Instruments**

The component parts of compound instruments issued by the Company are classified separately as financial liabilities and equity in accordance with the substance of the contractual arrangements and the definitions of a financial liability and an equity instrument. A conversion option that will be settled by the exchange of a fixed amount of cash or another financial asset for a fixed number of the Company's own equity instruments is an equity instrument.

At the date of issue, the fair value of the liability component is estimated using the prevailing market interest rate for similar non-convertible instruments. This amount is recorded as a liability on an amortised cost basis using the effective interest method until extinguished upon conversion or at the instrument's maturity date.

The conversion option classified as equity is determined by deducting the amount of the liability component from the fair value of the compound instrument as a whole. This is recognised and included in equity,

net of income tax effects, and is not subsequently remeasured. In addition, the conversion option classified as equity will remain in equity until the conversion option is exercised, in which case, the balance recognised in equity will be transferred to other component of equity. When the conversion option remains unexercised at the maturity date of the convertible instrument, the balance recognised in equity will be transferred to retained earnings. No gain or loss is recognised in Statement of Profit and Loss upon conversion or expiration of the conversion option.

Transaction costs that relate to the issue of the convertible instruments are allocated to the liability and equity components in proportion to the allocation of the gross proceeds. Transaction costs relating to the equity component are recognised directly in equity. Transaction costs relating to the liability component are included in the carrying amount of the liability component and are amortised over the lives of the convertible instrument using the effective interest method.

# 3.6.(iii) Derecognition of financial instruments

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

A financial liability (or a part of a financial liability) is derecognised from the Company's Balance Sheet when the obligation specified in the contract is discharged or cancelled or expires.

# 3.7. Foreign Currency

Functional currency

The functional currency of the Company is the Indian rupee ("₹").

Transactions and translations



Foreign-currency denominated monetary assets and liabilities are translated into the relevant functional currency at exchange rates in effect at the balance sheet date. The gains or losses resulting from such translations are included in net profit in the Statement of Profit and Loss. Non-monetary assets and non-monetary liabilities denominated in a foreign currency and measured at fair value are translated at the exchange rate prevalent at the date when the fair value was determined. Non-monetary assets and non-monetary liabilities denominated in a foreign currency and measured at historical cost are translated at the exchange rate prevalent at the date of the transaction. Transaction gains or losses realised upon settlement of foreign currency transactions are included in determining net profit for the period in which the transaction is settled.

# 3.8. Borrowing Costs

Borrowing costs, directly attributable to the acquisition, construction or production of qualifying assets that necessarily takes a substantial period of time to get ready for its intended use are capitalised as part of the cost of the respective asset, until such time as the assets are substantially ready for their intended use or sale. All other borrowing costs are charged in the period they occur in the Statement of Profit and Loss.

# 3.9. Revenue Recognition

Revenue is recognised to the extent it is probable that the economic benefits will flow to the Company and the revenue can be reliably measured. Revenue is measured at the fair value of consideration received or receivable. Revenue is reduced for estimated rebates and other allowances.

# Rendering of Services

Revenue from services are recognised as they are rendered based on agreements/ arrangements with the concerned parties and recognised net of taxes (If applicable).

# Interest Income

For all financial instruments measured at amortised cost, interest income is recorded

using the effective interest rate (EIR), which is the rate that exactly discounts the estimated future cash payments or receipts through the expected life of the financial instrument or a shorter period, where appropriate, to the net carrying amount of the financial asset.

#### 3.10. Current versus Non-Current Classification

An asset is considered as current when it is:

- Expected to be realised or intended to be sold or consumed in normal operating cycle, or
- Expected to be realised within twelve months after the reporting period, or
- Cash or cash equivalent unless restricted from being exchanged or used to settle a liability for at least twelve months after the reporting period.

All other assets are classified as non-current.

A liability is considered as current when it is:

- Expected to be settled in normal operating cycle, or
- Due to be settled within twelve months after the reporting period, or
- There is no unconditional right to defer the settlement of the liability for at least twelve months after the reporting period.

All other liabilities are classified as non-current.

Deferred tax assets and liabilities are classified as non-current assets and liabilities.

# 3.11. Employee Benefits

# Post-employment benefits

Payments to defined contribution benefit plans are recognised as an expense when employees have rendered service entitling them to the contributions. For defined benefit retirement plans, the cost of providing benefits is determined using the projected unit credit method, with actuarial valuations being carried out at the end of each annual reporting period. Remeasurement, comprising actuarial gains and losses, the effect of the changes to the asset ceiling (if applicable) and the return on plan assets (excluding net interest), is reflected immediately in the balance sheet

with a charge or credit recognised in other comprehensive income in the period in which they occur. Remeasurement recognised in other comprehensive income is reflected immediately in retained earnings and is not reclassified to Statement of Profit and Loss. Past service cost is recognised in Statement of Profit and Loss in the period of a plan amendment. Net interest is calculated by applying the discount rate at the beginning of the period to the net defined benefit liability or asset. Defined benefit costs are categorised as follows:

- service cost (including current service cost, past service cost, as well as gains and losses on curtailments and settlements);
- net interest expense or income; and
- remeasurement.

The Company presents the first two components of defined benefit costs in Statement of Profit and Loss in the line item "Employee benefits expense". Curtailment gains and losses are accounted for as past service costs.

The retirement benefit obligation recognised in the balance sheet represents the actual deficit or surplus in the Company's defined benefit plans. Any surplus resulting from this calculation is limited to the present value of any economic benefits available in the form of refunds from the plans or reductions in future contributions to the plans.

A liability for a termination benefit is recognised at the earlier of when the entity can no longer withdraw the offer of the termination benefit and when the entity recognises any related restructuring costs.

# Short-term and other long-term employee benefits

A liability is recognised for benefits accruing to employees in respect of wages and salaries, performance incentives and similar benefits other than compensated absences in the period the related service is rendered at the undiscounted amount of the benefits expected to be paid in exchange for that service.

Liabilities recognised in respect of compensated absences are measured on the basis of actuarial valuation as on the balance sheet date.

Liabilities recognised in respect of other longterm employee benefits are measured at the present value of the estimated future cash outflows expected to be made by the Company in respect of services provided by employees up to the reporting date.

#### 3.12. Taxation

Income tax expense comprises current and deferred income tax. Income tax expense is recognised in net profit in the Statement of Profit and Loss except to the extent that it relates to items recognised directly in equity, in which case it is recognised in other comprehensive income. Current income tax for current and prior periods is recognised at the amount expected to be paid to or recovered from the tax authorities, using the tax rates and tax laws that have been enacted or substantively enacted by the balance sheet date. Deferred income tax assets and liabilities are recognised for all temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the Financial Statements.

Provision for current tax is made after taking into consideration benefits admissible under the provisions of the Income-tax Act, 1961.

Deferred income tax assets and liabilities are measured using tax rates and tax laws that have been enacted or substantively enacted by the balance sheet date and are expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled. The effect of changes in tax rates on deferred income tax assets and liabilities is recognised as income or expense in the period that includes the enactment or the substantive enactment date. A deferred income tax asset is recognised to the extent there is reasonable certainty that future taxable profit will be available against which the deductible temporary differences and tax losses can be utilised. The Company offsets current tax assets and current tax liabilities, where it has a legally enforceable right to set off the recognised amounts and where it intends either to settle on a net basis, or to realise the asset and settle the liability simultaneously.



# 3.13. Earnings Per Share

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

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

#### 3.14. Provisions

A provision is recognised if, as a result of a past event, the Company has a present legal or constructive obligation that is reasonably estimable, and it is probable that an outflow of economic benefits will be required to settle the obligation. Provisions are determined by discounting the expected future cash flows at a pre-tax rate that reflects current market assessments of the time value of money and the risks specific to the liability.

# 3.15. Impairment

# Financial assets

The Company recognises loss allowances using the expected credit loss (ECL) model for the financial assets which are not fair valued through profit or loss. Loss allowance for trade receivables with no significant financing component is measured at an amount equal to lifetime ECL. For all other financial assets, expected credit losses are measured at an amount equal to the 12-month ECL, unless there has been a significant increase in credit risk from initial recognition in which case those are measured at lifetime ECL. The amount of expected credit losses (or reversal) that is required to adjust the loss allowance at the reporting date to the amount that is required to be recognised is recognised as an impairment gain or loss in profit or loss.

#### Non-financial assets

# Intangible assets and property, plant and equipment

Intangible assets and property, plant and equipment are evaluated for recoverability whenever events or changes circumstances indicate that their carrying amounts may not be recoverable. For the purpose of impairment testing, the recoverable amount (i.e. the higher of the fair value less cost to sell and the value-inuse) is determined on an individual asset basis unless the asset does not generate cash flows that are largely independent of those from other assets. In such cases, the recoverable amount is determined for the Cash Generating Unit to which the asset belongs.

If such assets are considered to be impaired, the impairment to be recognised in the Statement of Profit and Loss is measured by the amount by which the carrying value of the assets exceeds the estimated recoverable amount of the asset. An impairment loss is reversed in the Statement of Profit and Loss if there has been a change in the estimates used to determine the recoverable amount. The carrying amount of the asset is increased revised recoverable amount, provided that this amount does not exceed the carrying amount that would have been determined (net of any accumulated amortisation or depreciation) had no impairment loss been recognised for the asset in prior years.

# 3.16. Share-based payment arrangements

Equity-settled share-based payments employees and others providing similar services are measured at the fair value of the equity instruments at the grant date.

The fair value determined at the grant date of the equity-settled share-based payments is expensed on a straight-line basis over the vesting period, based on the Company's estimate of equity instruments that will eventually vest, with a corresponding increase in equity. At the end of each reporting period,

the Company revises its estimate of the number of equity instruments expected to vest. The impact of the revision of the original estimates, if any, is recognised in Statement of Profit and Loss such that the cumulative expense reflects the revised estimate, with a corresponding adjustment to the equity-settled employee benefits reserve.

# 3.17. Key sources of estimation uncertainty and critical accounting judgements

In the course of applying the accounting policies, the Company is required to make judgements, estimates and assumptions about the carrying amount of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future period, if the revision affects current and future periods.

# Key sources of estimation uncertainty

# Useful lives of property, plant and equipment

Management reviews the useful lives of property, plant and equipment at least once a year. Such lives are dependent upon an assessment of both the technical lives of the assets and also their likely economic lives based on various internal and external factors including relative efficiency and operating costs. Accordingly, depreciable lives are reviewed annually using the best information available to the management.

# Impairment of property, plant and equipment

Determining whether the property, plant

and equipment are impaired requires an estimate in the value in use of cash generating units. It requires to estimate the future cash flows expected to arise from the cash generating units and a suitable discount rate in order to calculate present value. When the actual cash flows are less than expected, a material impairment loss may arise.

# Provisions, liabilities and contingencies

Provisions and liabilities are recognised in the period when it becomes probable that there will be a future outflow of funds resulting from past events that can reasonably be estimated. The timing recognition requires application judgment to existing facts and circumstances, which may be subject to change.

In the normal course of business, contingent liabilities may arise from litigation and other claims against the Company. Potential liabilities that are possible but not probable of an outflow of resources embodying economic benefits are treated as contingent liabilities. Such liabilities are disclosed in the notes but are not recognised.

# 3.18. Cash Flow Statement

Cash flows are reported using the indirect method, whereby profit for the period is adjusted for the effects of transactions of a noncash nature, any deferrals or accruals of past or future operating cash receipts or payments and item of income or expenses associated with investing or financing cash flows. The cash flows from operating, investing and financing activities of the Company are segregated.



# 4. PROPERTY, PLANT AND EQUIPMENT

|                                  |        |                                    |            |            |                              |             |               |          |           | (₹ in Lakh)        |
|----------------------------------|--------|------------------------------------|------------|------------|------------------------------|-------------|---------------|----------|-----------|--------------------|
| Particulars                      | Land   | Leasehold                          | Plant and  | Office     | Office Computers Furniture & | Furniture & | Electrical    | Vehicles | Total     | Total Capital Work |
|                                  |        | Improvements Equipments Equipments | Equipments | Equipments |                              | Fittings    | Installations |          |           | in Progress        |
| Cost                             |        |                                    |            |            |                              |             |               |          |           |                    |
| As at April 01, 2017             | 588.25 | 1,124.06                           | 10,261.64  | 298.94     | 688.75                       | 1,326.43    | 1,851.38      | 520.35   | 16,659.80 | 6,981.14           |
| Additions                        | 1      | 1.78                               | 13,691.99  | 91.27      | 973.92                       | 585.28      | 741.55        | ı        | 16,085.79 | 254.95             |
| Deductions                       | 588.25 | I                                  | 4.95       | ı          | 1.11                         | 1           | 1             | ı        | 594.31    | 6,981.14           |
| As at March 31, 2018             | 1      | 1,125.84                           | 23,948.68  | 390.21     | 1,661.56                     | 1,911.71    | 2,592.93      | 520.35   | 32,151.28 | 254.95             |
| Accumulated Depreciation         |        |                                    |            |            |                              |             |               |          |           |                    |
| As at April 01, 2017             | 1      | 464.54                             | 1,831.48   | 139.31     | 339.81                       | 404.77      | 516.46        | 85.71    | 3,782.08  |                    |
| Depreciation charge for the year | 1      | 182.37                             | 1,232.55   | 50.79      | 265.44                       | 208.75      | 271.21        | 82.82    | 2,293.94  |                    |
| Deductions/Adjustmets            | 1      | I                                  | 1.51       | 1          | 1.00                         | ı           | 1             | ı        | 2.50      |                    |
| As at March 31, 2018             | 1      | 646.91                             | 3,062.53   | 190.10     | 604.24                       | 613.52      | 787.68        | 168.53   | 6,073.52  |                    |
| Net Book Value                   |        |                                    |            |            |                              |             |               |          |           |                    |
| As at March 31, 2018             | 1      | 478.93                             | 20,886.16  | 200.11     | 1,057.31                     | 1,298.20    | 1,805.25      | 351.82   | 26,077.78 |                    |
| As at March 31, 2017             | 588.25 | 659.52                             | 8,430.16   | 159.63     | 348.94                       | 921.66      | 1,334.92      | 434.64   | 12,877.72 |                    |

|                           |                       |                                 | (₹ in Lakh) |
|---------------------------|-----------------------|---------------------------------|-------------|
| Intangible assets         | Computer<br>Softwares | Exclusive<br>Business<br>Rights | Total       |
| Cost                      |                       |                                 |             |
| As at April 01, 2017      | 254.45                | 29.47                           | 283.92      |
| Additions                 | 63.15                 | ı                               | 63.15       |
| Deductions                | 1                     | ı                               | ı           |
| As at March 31, 2018      | 317.60                | 29.47                           | 347.07      |
| Accumulated Amortisation  |                       |                                 |             |
| As at April 01, 2017      | 167.17                | 20.00                           | 187.17      |
| Amortisation for the year | 25.77                 | 4.47                            | 30.24       |
| Deductions/Adjustmets     | 1                     | ı                               | ı           |
| As at March 31, 2018      | 192.94                | 24.47                           | 217.41      |
| Net Book Value            |                       |                                 |             |
| As at March 31, 2018      | 124.66                | 2.00                            | 129.66      |
| As at March 31, 2017      | 87.28                 | 9.47                            | 96.75       |

|                           |                       |                                 | (K III LAKII) |
|---------------------------|-----------------------|---------------------------------|---------------|
| Intangible assets         | Computer<br>Softwares | Exclusive<br>Business<br>Rights | Total         |
| Cost                      |                       |                                 |               |
| As at April 01, 2017      | 254.45                | 29.47                           | 283.92        |
| Additions                 | 63.15                 | 1                               | 63.15         |
| Deductions                | 1                     | 1                               | ı             |
| As at March 31, 2018      | 317.60                | 29.47                           | 347.07        |
| Accumulated Amortisation  |                       |                                 |               |
| As at April 01, 2017      | 167.17                | 20.00                           | 187.17        |
| Amortisation for the year | 25.77                 | 4.47                            | 30.24         |
| Deductions/Adjustmets     | 1                     | 1                               | 1             |
| As at March 31, 2018      | 192.94                | 24.47                           | 217.41        |
| Net Book Value            |                       |                                 |               |
| As at March 31, 2018      | 124.66                | 2.00                            | 129.66        |
| As at March 31, 2017      | 87.28                 | 9.47                            | 96.75         |
|                           |                       |                                 |               |

# 5. INVESTMENTS

(₹ in Lakh)

| Particulars   | As at March 31, 2018 | As at<br>March 31, 2017 |
|---|----------------------|-------------------------|
| Non-Current Investments   |                      |                         |
| Non - Trade Investment (at cost)                                  |                      |                         |
| Unquoted  |                      |                         |
| Associate   |                      |                         |
| 1,78,500 ( 2016-17 : Nil) Equity Share of ₹ 10 each of Leanbox    | 000.00               |                         |
| Logistics Solutions Private Limited                               | 899.99               | -                       |
| Subsidiary  |                      |                         |
| 23,00,60,063 ( 2016-17 : Nil) Equity Share of ₹ 10 each of Vulcan | 5.040.07             |                         |
| Express Private Limited   | 5,312.27             | -                       |
| Others  |                      |                         |
| 19,833 (2016-17: Nil) Convertible Debentures of ₹ 10 each of      | 400.00               |                         |
| Leanbox Logistics Solutions Private Limited                       | 100.00               | -                       |
|   | 6,312.26             | -                       |

# 6. OTHER FINANCIAL ASSETS

(₹ in Lakh)

| Particulars                           | As at<br>March 31, 2018 | As at<br>March 31, 2017 |
|---------------------------------------|-------------------------|-------------------------|
| Non-Current Financial Assets - Others |                         |                         |
| Unsecured Considered Good             |                         |                         |
| Security Deposits*                    | 3,180.11                | 2,272.50                |
|                                       | 3,180.11                | 2,272.50                |

<sup>\*</sup> Financial Assets carried at amortised cost

# 7. OTHER NON CURRENT ASSETS

(₹ in Lakh)

| Particulars                                 | As at<br>March 31, 2018 | As at<br>March 31, 2017 |
|---|-------------------------|-------------------------|
| Deduction of Income Tax (net of provisions) | -                       | 85.90                   |
|   | -                       | 85.90                   |

# 8. INVESTMENTS

| Particulars   | As at<br>March 31, 2018 | As at<br>March 31, 2017 |
|---|-------------------------|-------------------------|
| Current Investment  |                         |                         |
| Unquoted  |                         |                         |
| National Saving Certificate (under lien with Sales Tax Department)* | 0.70                    | 0.70                    |
|   | 0.70                    | 0.70                    |

<sup>\*</sup> Financial Assets Carried at amortised cost



# 9. TRADE RECEIVABLES

(₹ in Lakh)

| Particulars                               | As at<br>March 31, 2018 | As at<br>March 31, 2017 |
|---|-------------------------|-------------------------|
| Considered Good                           |                         |                         |
| Trade Receivable                          | 23,533.25               | 22,396.79               |
| Less : Allowance for Expected Credit Loss | (645.24)                | (419.33)                |
|   | 22,888.01               | 21,977.46               |

# 10. CASH AND CASH EQUIVALENT

(₹ in Lakh)

| Particulars           | As at<br>March 31, 2018 | As at<br>March 31, 2017 |
|-----------------------|-------------------------|-------------------------|
| Balances with Banks   |                         |                         |
| - In Current Accounts | 7,455.41                | 4,656.49                |
| Cash on Hand          | 9.18                    | 11.02                   |
|                       | 7,464.59                | 4,667.51                |

# 11. BANK BALANCES OTHER THAN CASH AND CASH EQUIVALENT

(₹ in Lakh)

| Particulars               | As at<br>March 31, 2018 | As at<br>March 31, 2017 |
|---------------------------|-------------------------|-------------------------|
| Bank Deposit (under lien) | 103.20                  | 33.20                   |
|                           | 103.20                  | 33.20                   |

# 12. OTHER FINANCIAL ASSETS

(₹ in Lakh)

| Particulars                                    | As at          | As at          |
|--|----------------|----------------|
|  | March 31, 2018 | March 31, 2017 |
| Security Deposits                              | 539.10         | 607.28         |
| Unsecured, Considered Good                     |                |                |
| Doubtful                                       | 12.08          | 7.08           |
| Less: Provision for Doubtful Security Deposits | 12.08          | 7.08           |
|  | 539.10         | 607.28         |

# 13. OTHER CURRENT ASSETS

| Particulars  | As at          | As at          |
|--|----------------|----------------|
|  | March 31, 2018 | March 31, 2017 |
| Insurance Claim Receivables                                      | 19.61          | 12.62          |
| Others (include receivable from Government Authorities, pre-paid | 1,004.97       | 1,337.69       |
| expenses, advance to suppliers and advance salary)               |                |                |
|  | 1,024.58       | 1,350.31       |

# 14. SHARE CAPITAL

| Particulars                              |             | As at<br>March 31, 2018 |             | As at<br>March 31, 2017 |  |
|--|-------------|-------------------------|-------------|-------------------------|--|
|  | Number      | (₹in Lakh)              | Number      | (₹in Lakh)              |  |
| Authorised                               |             |                         |             |                         |  |
| Equity Shares of ₹ 10 each               | 5,00,00,000 | 5,000.00                | 4,00,00,000 | 4,000.00                |  |
|  | 5,00,00,000 | 5,000.00                | 4,00,00,000 | 4,000.00                |  |
| Issued and Paid up                       |             |                         |             |                         |  |
| Equity Shares of ₹ 10 each fully paid up | 4,00,56,238 | 4,005.62                | 3,91,38,283 | 3,913.83                |  |
|  | 4,00,56,238 | 4,005.62                | 3,91,38,283 | 3,913.83                |  |

#### (i) **Reconciliation of Number of Shares**

Equity Shares of ₹ 10/- each

| Particulars  | As at            | As at            |
|--|------------------|------------------|
|  | March 31, 2018   | March 31, 2017   |
|  | Number of Shares | Number of Shares |
| Opening Balance  | 3,91,38,283      | 3,91,38,283      |
| Add: On account of conversion of Zero Coupon Fully Convertible Debenture | 9,17,955         | -                |
|  | 4,00,56,238      | 3,91,38,283      |

# (ii) Terms/Rights Attached to Equity Shares

The Company has only one class of equity shares having a par value of ₹ 10/- per Share. Each holder of equity share is entitled for one vote per share.

In the event of liquidation, the equity shareholders are eligible to receive the remaining assets of the Company after distribution of all preferential amounts in proportion to their shareholdings.

# (iii) More than 5 percent Shareholding in the Company

Shareholders holding more than 5 percent of the equity shares in Company are as under:

| Name of Shareholder  | As at<br>March 31, 2018 |                 | As at<br>March 31, 2017 |                 |
|--|-------------------------|-----------------|-------------------------|-----------------|
|  | No. of<br>Shares        | % of<br>Holding | No. of<br>Shares        | % of<br>Holding |
| Equity Shares  |                         |                 |                         |                 |
| Future Enterprises Limited                                     | 2,05,15,917             | 51.2%           | 2,24,72,831             | 57.4%           |
| Griffin Partners Limited                                       | 58,63,475               | 14.6%           | 1,56,54,681             | 40.0%           |
| L&T Mutual Fund Trustee Limited - L&T Emerging Businesses Fund | 23,74,973               | 5.9%            | -                       | 0.0%            |
|  | 2,87,54,365             | 71.8%           | 3,81,27,512             | 97.4%           |

# (iv) Share options granted under the Company's employee share option plan

Share options granted under the Company's employee share option plan carry no rights to dividend and no voting rights. (Refer Note no.35)

(v) As at March 31, 2018, 2,69,700 (2016-17: Nil) equity shares were reserved for issuance toward outstanding employee stock options granted. (Refer Note no.35)



# 15. OTHER EQUITY

(₹ in Lakh)

| Particulars                       | As at          | As at          |
|-----------------------------------|----------------|----------------|
|                                   | March 31, 2018 | March 31, 2017 |
| Retained Earnings                 | 16,111.50      | 9,371.99       |
| Securities Premium Reserve        | 21,403.32      | 15,995.12      |
| Employee Stock Option Outstanding | 179.44         | -              |
| Total Other Equity                | 37,694.26      | 25,367.11      |

# 16. NON-CURRENT BORROWINGS

(₹ in Lakh)

| Particulars  | As at          | As at          |
|--|----------------|----------------|
|  | March 31, 2018 | March 31, 2017 |
| Zero Coupon Fully Convertible Debentures @ ₹ 10,000 each | -              | 4,914.00       |
| Term Loan  |                |                |
| Rupee Term Loan from Banks* (Refer Note No.39)           | 2,511.28       | 2,433.74       |
| Rupee Term Loan from Financial Institution               | -              | 5.94           |
|  | 2,511.28       | 7,353.68       |

<sup>\*</sup> Financial Liabilities carried at amortised cost

# 17. OTHER NON-CURRENT FINANCIAL LIABILITIES

(₹ in Lakh)

| Particulars                       | As at<br>March 31, 2018 | As at<br>March 31, 2017 |
|-----------------------------------|-------------------------|-------------------------|
| Non-Current Financial Liabilities |                         |                         |
| Security Deposits*                | 169.95                  | 195.65                  |
|                                   | 169.95                  | 195.65                  |

<sup>\*</sup> Financial Liabilities carried at amortised cost

# 18. NON-CURRENT PROVISIONS

|                                 |                | ( * =          |
|---------------------------------|----------------|----------------|
| Particulars                     | As at          | As at          |
|                                 | March 31, 2018 | March 31, 2017 |
| Provision for Employee Benefits | 310.80         | 264.59         |
|                                 | 310.80         | 264.59         |

# 19. DEFERRED TAX LIABILITIES (NET)

(₹ in Lakh)

| Particulars   | As at          | As at          |
|---|----------------|----------------|
|   | March 31, 2018 | March 31, 2017 |
| Major components of the Deferred tax balances consist of the following: |                |                |
| Deferred Tax Liabilities  |                |                |
| Related to Fixed Assets   | 1,846.65       | 1,138.51       |
|   | 1,846.65       | 1,138.51       |
| Deferred Tax Assets   |                |                |
| Disallowances under the Income Tax Act, 1961                            | 294.20         | 129.17         |
|   | 294.20         | 129.17         |
| Deferred Tax Liabilities (Net)  | 1,552.45       | 1,009.34       |

# 20. TRADE PAYABLES

(₹ in Lakh)

| Particulars                                    | As at<br>March 31, 2018 | As at<br>March 31, 2017 |
|--|-------------------------|-------------------------|
| Current Financial Liabilities - Trade Payables |                         |                         |
| Trade Payables (Refer Note No. 33)             | 13,837.83               | 9,778.72                |
|  | 13,837.83               | 9,778.72                |

# 21. OTHER CURRENT FINANCIAL LIABILITIES

(₹ in Lakh)

| Particulars                                | As at          | As at          |
|--|----------------|----------------|
|  | March 31, 2018 | March 31, 2017 |
| Current Maturities of Long Term Borrowings | 784.98         | 717.15         |
| Security Deposits                          | 3.60           | 4.85           |
| Capital Creditors                          | 738.55         | 355.01         |
| Payable on Purchase of Investment          | 1,202.26       | -              |
| Other Payables                             | 3,079.06       | 913.53         |
|  | 5,808.45       | 1,990.54       |

# 22. OTHER CURRENT LIABILITIES

| Particulars  | As at          | As at          |
|--|----------------|----------------|
|  | March 31, 2018 | March 31, 2017 |
| Deferred Interest  | -              | 586.00         |
| Other Payables (includes statutory dues, advance from customers, etc.) | 1,803.47       | 480.26         |
|  | 1,803.47       | 1,066.26       |



# 23. PROVISIONS

(₹ in Lakh)

| Particulars                     | As at<br>March 31, 2018 | As at<br>March 31, 2017 |
|---------------------------------|-------------------------|-------------------------|
| Provision for Employee Benefits | 13.33                   | 10.75                   |
|                                 | 13.33                   | 10.75                   |

# 24. CURRENT TAX LIABILITIES (NET)

(₹ in Lakh)

| Particulars                                   | As at<br>March 31, 2018 | As at<br>March 31, 2017 |
|---|-------------------------|-------------------------|
| Income Tax Payable net of TDS and Advance Tax | 267.50                  | -                       |
|   | 267.50                  | -                       |

# 25. REVENUE FROM OPERATIONS

(₹ in Lakh)

| Particulars             | Year ended     | Year ended     |
|-------------------------|----------------|----------------|
|                         | March 31, 2018 | March 31, 2017 |
| Logistics Services      | 77,439.82      | 56,015.76      |
| Other Operating Revenue | 58.81          | 102.58         |
|                         | 77,498.63      | 56,118.34      |

# 26. OTHER INCOME

(₹ in Lakh)

| Particulars                                | Year ended     | Year ended     |
|--|----------------|----------------|
|  | March 31, 2018 | March 31, 2017 |
| Interest Income                            | 416.92         | 1,444.41       |
| Profit on sale of Fixed Assets             | 412.45         | 10.87          |
| Excess Provisions/Liabilities Written Back | -              | 75.17          |
| Miscellaneous Income                       | 112.75         | 50.45          |
|  | 942.12         | 1,580.90       |

# **27.** EMPLOYEE BENEFITS EXPENSE

| Particulars   | Year ended     | Year ended     |
|---|----------------|----------------|
|   | March 31, 2018 | March 31, 2017 |
| Salaries, Wages and Bonus                                   | 6,807.24       | 5,178.11       |
| Contribution to Provident and other Funds                   | 153.12         | 166.94         |
| Expenses on Employee Stock Option Scheme (Refer note no.35) | 179.44         | -              |
| Staff Welfare Expenses                                      | 285.52         | 309.65         |
|   | 7,425.32       | 5,654.70       |

# 28. FINANCE COSTS

(₹ in Lakh)

| Particulars      | Year ended<br>March 31, 2018 |          |
|------------------|------------------------------|----------|
| Interest Expense | 870.94                       | 1,275.87 |
|                  | 870.94                       | 1,275.87 |

# 29. OTHER EXPENSES

(₹ in Lakh)

| Particulars                        | Year ended     | Year ended     |
|------------------------------------|----------------|----------------|
|                                    | March 31, 2018 | March 31, 2017 |
| Power and Fuel                     | 1,143.01       | 932.23         |
| Repairs and Maintenance            |                |                |
| Building                           | 123.02         | 115.00         |
| Machinery                          | 469.26         | 280.77         |
| Others                             | 405.86         | 409.06         |
| Insurance                          | 130.35         | 111.09         |
| Rates and Taxes                    | 64.71          | 51.46          |
| Rent Including Lease Rentals       | 258.30         | 247.38         |
| Travelling and Conveyance Expenses | 936.34         | 837.81         |
| Auditors' Remuneration             |                |                |
| Statutory Audit Fees               | 15.50          | 13.00          |
| Tax Audit Fees                     | 0.25           | 0.25           |
| Other Services                     | 28.82          | 2.00           |
| Security Expenses                  | 1,213.79       | 1,100.54       |
| Allowance for Expected Credit Loss | 225.91         | 56.89          |
| Provision for Doubtful Advances    | 5.00           | -              |
| Exchange Fluctuation Loss (Net)    | -              | 0.40           |
| Donations                          | 1.73           | 1.44           |
| Miscellaneous Expenses             | 2,202.41       | 1,348.19       |
| ·                                  | 7,224.26       | 5,507.51       |

# **30. FINANCIAL RISK MANAGEMENT**

The Company's financial risk management is an integral part of how to plan and execute its business strategies. The Company's financial risk management policy is set by the managing board.

Market risk is the risk of loss of future earnings, fair values or future cash flows that may result from a change in the price of a financial instrument. The value of a financial instrument may change as a result of changes in the interest rates, foreign currency exchange rates and other market changes that affect market risk sensitive instruments. Market risk is attributable to all market risk sensitive financial instruments including loans and borrowings, foreign currency receivables and payables.

The Company manages market risk through treasury department, which evaluates and exercises independent control over the entire process of market risk management. The treasury department recommends risk management objectives and policies, which are approved by Senior Management and the Audit Committee. The activities of this department include management of cash resources, implementing hedging strategies for foreign currency exposures and borrowing strategies.



# Capital Management

The Company manages its capital to ensure that Company will be able to continue as going concern while maximising the return to shareholders by striking a balance between debt and equity. The capital structure of the Company consists of net debt (offset by cash and bank balances) and equity of the Company (Comprising issued capital, reserves, retained earnings). The Company is not subject to any externally imposed capital requirements except financial covenants agreed with lenders.

In order to optimise capital allocation, the review of capital employed is done considering the amount of capital required to fund capacity expansion, increased working capital commensurate with increase in size of business and also fund investments in new ventures which will drive future growth. The Chief Financial Officer ("CFO") reviews the capital structure of the Company on a regular basis. As part of this review, the CFO considers the cost of capital and the risks associated with each class of capital. The Company has a target Debt to Equity ratio of 1:1 determined as the proportion of net debt to equity. The Company has zero net debt as on March 31, 2018 (March 31, 2017: Nil)

#### Interest Rate Risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates.

The Company is not exposed to significant interest rate risk as at the respective reporting dates.

The Company's exposure to exchange fluctuation risk is very limited for its purchase from overseas suppliers in various foreign currencies.

The following table analyses foreign currency risk from financial instruments as of:

| Trade Payable                  | 2017-18        | 2016-17        |
|--------------------------------|----------------|----------------|
| In GBP                         | -              | 5,217.00       |
| In USD                         | 12,993         | 5,789.09       |
| ₹ in Lakh                      | 8.46           | 5.43           |
| Conversion date of GBP and USD | March 31, 2018 | March 31, 2017 |

# Foreign exchange risk sensitivity:

10% is the sensitivity rate used when reporting foreign currency risk internally to key management personnel and represents management's assessment of the reasonably possible change in foreign exchange rates. The sensitivity analysis includes only outstanding foreign currency denominated monetary items and adjusts their translation at the period end for a 10% change in foreign currency rates.

A positive number below indicates an increase in profit and negative number below indicates a decrease in profit. Following is the analysis of change in profit where the Indian Rupee strengthens and weakens by 10% against the relevant currency:

(₹ in Lakh)

|     | For the year ended<br>March 31, 2018 |      | For the year ended<br>March 31, 2017 |                  |
|-----|--------------------------------------|------|--------------------------------------|------------------|
|     | 10% 10% strengthen weakening         |      | 10%<br>strengthen                    | 10%<br>weakening |
| GBP | -                                    | -    | (0.43)                               | 0.43             |
| USD | (0.85)                               | 0.85 | (0.11)                               | 0.11             |

In management's opinion, the sensitivity analysis is not representative of the inherent foreign exchange risk because the exposure at the end of the reporting period does not reflect the exposure during the year.

# Credit Risk

Credit risk refers to the risk of default on its obligation by the counter party resulting in a financial loss. The maximum exposure to the credit risk at the reporting date is primarily from trade receivables amounting to ₹ 22,888.01 Lakh and ₹ 21,977.46 Lakh as of March 31, 2018 and March 31, 2017 respectively. Trade receivables are typically unsecured and are derived from revenue earned from customers. Credit risk has always been managed by the Company through credit approvals, establishing credit limits and continuously monitoring the credit worthiness of customers to which the Company grants credit terms in the normal course of business. On account of adoption of Ind AS 109, the Company uses expected credit loss model to assess the impairment loss or gain. The Company uses a provision matrix to compute the expected credit loss allowance for trade receivables. The provision matrix takes into account available external and internal credit risk factors and the Company's historical experience for customers.

Apart from Future Retail Limited, the largest customer of the Company, the Company does not have significant credit risk exposure to any single counterparty. Concentration of credit risk related to Future Retail Limited did not exceed 27.6% (2017: Future Retail Limited 37.8% and Future Lifestyle Fashions Limited 12.0%) of gross trade receivable as at the end of reporting period. No other single customer accounted for more than 10.0% of total trade receivable.

The average credit period on sale of services is 30 to 90 days. No interest is charged on trade receivables.

#### **Credit Risk Exposure**

Movement in Expected credit loss.

(₹ in Lakh)

|                                  |         | ( , , , , , , , , , , , , , , , , , , , |
|----------------------------------|---------|---|
| Particulars                      | 2017-18 | 2016-17                                 |
| Beginning of the year            | 419.33  | 254.72                                  |
| Movement in Expected Credit Loss | 225.91  | 164.61                                  |
| Balances at the end              | 645.24  | 419.33                                  |

Credit risk on cash and cash equivalents is limited as we generally invest in deposits with banks and financial institutions with high credit ratings assigned by international and domestic credit rating agencies.

# **Liquidity Risk**

The Company's principal sources of liquidity are cash and cash equivalents and the cash flow that is generated from operations. The Company believes that the working capital is sufficient to meet its current requirements. Accordingly, no liquidity risk is perceived.

As of March 31, 2018, the Company had a working capital of ₹ 10,289.60 Lakh including cash and cash equivalent of ₹7,567.79 Lakh and current investment of ₹ 0.70 Lakh.

As of March 31, 2017, the Company had a working capital of ₹ 15,790.20 Lakh including cash and cash equivalent of ₹ 4.700.72 Lakh and current investment of ₹ 0.70 Lakh.

# 31. CONTINGENT LIABILITES NOT PROVIDED FOR:

Disputed service tax demand ₹ 391.80 Lakh (2016-17: Nil)

- 32. Estimated amounts of contracts remaining to be executed on capital account (net of advances) ₹ 1,927.95 Lakh. (2016-17: ₹ 349.46 Lakh)
- 33. There are no outstanding towards Micro, Small and Medium Enterprises, during the period. This information as required to be disclosed under the Micro, Small and Medium Enterprise Development Act, 2006 has been determined to the extent such parties have been identified on the basis of information available with the Company and relied by the auditors.



# 34. RELATED PARTY DISCLOSURES

| Names of Related Parties and Nature | e of Relationship  |
|-------------------------------------|--|
| Holding Company                     | - Future Enterprises Limited   |
| Subsidiary Company                  | - Vulcan Express Private Limited (w.e.f. February 2, 2018)           |
| Associate Company                   | - Leanbox Logistics Solutions Private Limited (w.e.f. July 27, 2017) |

# Fellow Subsidiaries, Joint Ventures and Associates within the Group:

- Apollo Design Apparel Park Limited
- Future Generali India Life Insurance Company Limited
- Work Store Limited
- Goldmohur Design and Apparel Park Limited
- Galaxy Entertainment Corporation Limited

# **Key Management Personnel:**

- Mayur Toshniwal (Managing Director) (w.e.f August 5, 2017)

During the year, following transactions were carried out with the related parties in the ordinary course of business

| Notive of Transactions Holding Cubaidiany Associate Follow |                    |                       |                      |   |                                |
|--|--------------------|-----------------------|----------------------|---|--------------------------------|
| Nature of Transactions                                     | Holding<br>Company | Subsidiary<br>Company | Associate<br>Company | Fellow<br>Subsidiaries,<br>Joint ventures | Key<br>Management<br>Personnel |
|  |                    |                       |                      | and associates within the Group           |                                |
| Purchase of Fixed Assets                                   | -                  | 56.02                 | -                    | -   | -                              |
|  | (-)                | (-)                   | (-)                  | (-)                                       | (-)                            |
| Sale of Fixed Assets                                       | -                  | -                     | 4.16                 | -   | _                              |
|  | (-)                | (-)                   | (-)                  | (-)                                       | (-)                            |
| Income from Operation                                      | 1,752.11           | -                     | 25.89                | 174.40                                    | _                              |
|  | (152.10)           | (-)                   | (-)                  | (18.14)                                   | (-)                            |
| Reimbursement of Expenses                                  | 154.48             | -                     | -                    | -   | _                              |
|  | (-)                | (-)                   | (-)                  | (-)                                       | (-)                            |
| Expenses   | -                  | -                     | -                    | 67.48                                     | -                              |
|  | (-)                | (-)                   | (-)                  | (18.57)                                   | (-)                            |
| Remuneration   | -                  | -                     | -                    | -   | 115.13                         |
|  | (-)                | (-)                   | (-)                  | (-)                                       | (80.18)                        |
| Investments  | -                  | 1,300.00              | 100.00               | -   | -                              |
|  | (-)                | (-)                   | (-)                  | (-)                                       | (-)                            |
| As on March 31, 2018                                       |                    |                       |                      |   |                                |
| Receivable   | 1,152.68           | -                     | 18.67                | 32.48                                     | -                              |
|  | (167.76)           | (-)                   | (-)                  | (19.84)                                   | (-)                            |
| Payable  | -                  | 66.11                 | -                    | 3.58                                      | -                              |
|  | -                  | (-)                   | (-)                  | (-)                                       | (-)                            |

Break up of Related Party Transaction with Fellow Subsidiaries, Joint Ventures and Associates within the Group and Key **Management Personnel.** 

(₹ in Lakh)

| Nature of Transactions                               | 2017-18 | 2016-17 |
|--|---------|---------|
| Income from Operation                                |         |         |
| Fellow Subsidiary Company                            |         |         |
| Work Store Limited                                   | 33.12   | 15.94   |
| Apollo Design Apparel Park Limited                   | 20.72   | 2.20    |
| Goldmohur Design and Apparel Park Limited            | 24.05   | _       |
| Galaxy Entertainment Corporation Limited             | 96.51   | -       |
| Expenses   |         |         |
| Fellow Subsidiary Company                            |         |         |
| Work Store Limited                                   | 39.41   | 0.53    |
| Future Generali India Life Insurance Company Limited | 19.69   | 18.04   |
| Galaxy Entertainment Corporation Limited             | 8.38    | -       |
| Remuneration   |         |         |
| Key Management Personnel                             |         |         |
| Mayur Toshniwal                                      | 115.13  | -       |
| Anshuman Singh                                       | -       | 80.18   |
| Receivable   |         |         |
| Galaxy Entertainment Corporation Limited             | 15.97   | -       |
| Future Generali India Life Insurance Company Limited | 2.81    | -       |
| Goldmohur Design and Apparel Parks Limited           | 10.15   | -       |
| Apollo Design Apparel Park Limited                   | 3.55    | 1.52    |
| Work Store Limited                                   | -       | 18.32   |
| Payable  |         |         |
| Work Store Limited                                   | 3.58    | -       |

# Notes:

Consequent to the rejections of various application with respect to the appointment of and payment of remuneration to the Managing Director, and pursuant to the approval by the Board of Directors, the Company has initiated the process by sending a notice to the concerned Managing Director to recover the excess amount paid to him as remuneration during the relevant period. The Company expects the full recovery in the current year.

# **35. SHARE BASED PAYMENTS**

- Details of the employee share based plan of the Company
  - The ESOP scheme titled "Future Supply Chain Solutions Limited Employees Stock Option Plan 2017" (FSC ESOP 2017) was approved by the Board on August 5, 2017 and our Shareholders on August 8, 2017. In aggregate 4,00,000 options are covered under the FSC ESOP 2017 for 4,00,000 equity shares.
    - During the year, the Nomination and Remuneration Committee ("NRC") of the Company granted 2,83,763 options under FSC ESOP 2017 to certain directors and employees of the Company. The options granted under FSC ESOP 2017 are convertible into equal number of equity shares. The exercise price of each option is ₹ 350/-.
    - The options granted shall vest over a period of 3 years from the date of the grant in the manner specified in the resolution passed by the NRC while granting the options. Accordingly, such options may be exercised within 3 years from date of vesting.



The following share-based payment arrangements were in existence during the year:

| Option scheme | Number of       |                   | Expiry date  | Exercise price (₹) |                |
|---------------|-----------------|-------------------|--------------|--------------------|----------------|
|               | Options Granted |                   |              |                    | grant date (₹) |
| FSC ESOP 2017 | 2,83,763        | November 14, 2017 | Note-1 below | 350.00             | 599.00         |

Note-1 The options granted shall vest over a period of 3 years from the date of the grant in the manner specified in the resolution passed by the NRC while granting the options. Accordingly, these options may be exercised within 3 years from date of vesting.

(ii) Options were priced using a Black Scholes option pricing model. Expected volatility is based on the historical share price volatility over the past 1 year.

| Inputs into the model             | FSC ESOP 2017 |
|-----------------------------------|---------------|
| Expected volatility (%)           | 25.26         |
| Option life (Years)               | 2.50-4.50     |
| Dividend yield (%)                | 0.00          |
| Risk-free interest rate (Average) | 6.75% - 7.01% |

(iii) Movement in share options during the year

The following reconciles the share options outstanding at the beginning and end of the year:

| Particulars                  | Year ended<br>March 31, 2018                |     |  |
|------------------------------|---|-----|--|
| rarticulars                  | Number of options   Weighted av exercise pr |     |  |
| Balance at beginning of year | -   | -   |  |
| Granted during the year      | 2,83,763                                    | 350 |  |
| Cancelled during the year    | 14,063                                      | 350 |  |
| Balance at end of year       | 2,69,700 35                                 |     |  |

(iv) Share options outstanding at the end of the year

The share options outstanding at the end of the year had a weighted average remaining contractual life of 1,799 days (2016-17: Nil).

# **36. EARNINGS PER SHARE**

| Particulars   | 2017-18     | 2016-17     |
|---|-------------|-------------|
| Profit for the year (₹ In Lakh)                             | 6,734.55    | 4,575.42    |
| Weighted average number of equity shares                    | 2.04.05.245 | 2.01.20.202 |
| outstanding during the year for Basic EPS                   | 3,94,85,345 | 3,91,38,283 |
| Add : Weighted Average number of equity shares              | 0.174       |             |
| on account of Employee Stock Options outstanding            | 9,174       | -           |
| Add: Weighted Average number of equity shares on account of |             | 15 71 420   |
| Fully Convertible Debentures.                               | -           | 15,71,429   |
| Weighted average number of equity shares outstanding during | 2.04.04.510 | 4 07 00 712 |
| the year for Diluted EPS                                    | 3,94,94,519 | 4,07,09,712 |
| Earnings per share of ₹ 10/- each                           |             |             |
| - Basic (in ₹)  | 17.06       | 11.64       |
| - Diluted (in ₹)  | 17.05       | 11.19       |

# 37. LEASE

The Company's has entered into operating lease arrangements for its warehouses, office premises etc. These leasing arrangements, which are non-cancellable range between 3 months and 12 years generally or longer and are usually renewable by mutual consent on mutually agreeable terms. The aggregate lease rents payable are charged as "Rent" under Cost of Logistics Service amount of ₹7,364.42 Lakh (2016-17: ₹6,238.64 Lakh). Lease rent payable not later than one year is ₹ 2,893.50 Lakh (2016-17: ₹ 2,421.52 Lakh), payable later than one year but not later than five years is ₹ 7,279.04 Lakh (2016-17: ₹ 6,904.22 Lakh) and payable later than five years is ₹ 1,517.67 Lakh (2016-17: ₹ 2,733.59 Lakh).

# 38. ZERO COUPON FULLY AND COMPULSORILY CONVERTIBLE DEBENTURE

During the year, the Company has converted 55,000 Zero Coupon fully and Compulsorily Convertible Debenture into 9,17,955 equity share of ₹ 10 at a premium of ₹ 589.16 per equity share.

39. Security clause in respect to Secured Borrowings includes Working Capital Loans from Banks.

# A. Short Term Borrowing

₹ Nil (2017: ₹ Nil) is secured by (a) First Pari-Passu Charge on Current Assets of the Company (b) Second Pari-Passu Charge on Fixed Assets (c) Secured by personal guarantee of a Director.

# Long Term Borrowing

₹ 3,310.80 Lakh (including current maturity) (2016-17: 3,044.96 Lakh) is secured by First Pari-Passu Charge on entire Fixed Assets (including immovable properties but excluding land)- present and future of the Company and personal guarantee by one of the Directors and ₹ 4.98 Lakh (2016-17: ₹ 138.09 Lakh including current maturity) is secured by vehicle.

Amount repayable ₹ 780.00 Lakh in 2018-19, ₹ 780.00 Lakh in 2019-20, ₹ 780.00 Lakh in 2020-21, ₹ 780.00 Lakh in 2021-22 and 2022-23 ₹ 190.80 Lakh. Rate of interest ranges from 9.0% to 11.0%.

Installments falling due in respect of the above term loan upto March 31, 2019 aggregating ₹ 784.98 Lakh have been grouped under current maturities of long term borrowings.

# 40. EMPLOYEE BENEFIT PLANS

# **Defined Contribution Plan**

Amount recognised as an expense and included in Schedule 27 under the "Contribution to Provident and Other Funds" of Statement of Profit and Loss account ₹ 153.12 Lakh (2017: ₹ 166.94 Lakh).

# **Defined benefit Plan - Gratuity**

The Company operates a gratuity plan covering qualifying employees. The benefit payable is the greater of the amount calculated as per the payment of Gratuity Act, 1972 or the Company scheme applicable to the employee. The benefit vests upon completion of five years of continuous service and once vested it is payable to employee on retirement or on termination of employment. The gratuity benefit payable to the employees are based on the employee's service and last drawn salary at the time of leaving. The employees do not contribute towards this plan and the full cost of providing these benefits are met by the Company. In case of death while in service, the gratuity is payable irrespective of vesting. The Company's obligation towards Gratuity is a Defined Benefit plan and is not funded.

The plan typically exposes the Company to actuarial risks such as: interest rate risk, longevity risk and salary risk.

# Interest risk

A decrease in the government bond interest rate will increase the plan liability.

# **Longevity Risk**

The present value of the defined benefit plan liability is calculated by reference to the best estimate of the mortality of plan participants both during and after their employment. An increase in the life expectancy of the plan participants will increase the plan's liability.



# Salary risk

The present value of the defined benefit plan liability is calculated by reference to the future salaries of plan participants. As such, an increase in the salary of the plan participants will increase the plan's liability.

The most recent actuarial valuation of the plan assets and the present value of the defined benefit obligation were carried out at March 31, 2018 by M/s. KP Actuaries and Consultants. The present value of the defined benefit obligation, and the related current service cost and past service cost, were measured using the projected unit credit method.

As per Ind AS 19 the disclosures as defined in the Accounting Standard are given below:

# **Change in Present Value of Defined Benefit Obligation**

(₹ in Lakh)

| Particulars  | Gratuity (l | Gratuity (Unfunded) |         | Leave Encashment |  |
|--|-------------|---------------------|---------|------------------|--|
|  | 2017-18     | 2016-17             | 2017-18 | 2016-17          |  |
| Present value of obligation at the beginning of the year | 189.30      | 155.28              | 88.82   | 72.06            |  |
| Current service cost                                     | 43.45       | 35.27               | 31.75   | 19.70            |  |
| Interest cost  | 14.19       | 12.41               | 6.66    | 5.76             |  |
| Remeasurement-Actuarial (gain)/ loss                     | (7.59)      | 28.28               | (0.91)  | 27.41            |  |
| Past service cost  | 5.68        | -                   | -       | -                |  |
| Benefits paid by the Company                             | (27.08)     | (41.94)             | (16.94) | (36.11)          |  |
| Present value of obligation at the year end              | 217.95      | 189.30              | 109.38  | 88.82            |  |

# **Change in Fair Value of Plan Assets**

(₹ in Lakh)

| 1,  |         |                   |  |
|---|---------|-------------------|--|
| Particulars   |         | Gratuity (Funded) |  |
|   | 2017-18 | 2016-17           |  |
| Fair value of plan assets at the beginning of the year                              | 2.98    | 2.78              |  |
| Remeasurement - return on plan assets excluding amounts included in interest income | 0.22    | (0.02)            |  |
| Actuarial gain/ (loss)  | -       | 0.22              |  |
| Fair value of plan assets at the end the year                                       | 3.20    | 2.98              |  |

# **Net Defined Benefit Liability/ (Assets)**

(₹ in Lakh)

| Particulars                             | 2017-18 | 2016-17 |
|---|---------|---------|
| Defined Benefit Obligation              | 217.95  | 189.30  |
| Fair Value of plan assets               | (3.20)  | (2.98)  |
| Surplus / (Deficit)                     | 214.75  | 186.32  |
| Net Defined Benefit Liability/ (Assets) | 214.75  | 186.32  |

# **Expenses recognised in Statement of Profit and Loss**

|  |         |          |                  | (       |  |
|--|---------|----------|------------------|---------|--|
| articulars Gratuity (Unfunded)                                   |         | nfunded) | Leave Encashment |         |  |
|  | 2017-18 | 2016-17  | 2017-18          | 2016-17 |  |
| Current service cost   | 43.45   | 35.27    | 31.75            | 19.70   |  |
| Net interest on the net defined benefit liability/asset          | 13.96   | 12.19    | 6.66             | 5.76    |  |
| Remeasurement on (gain)/ loss                                    |         | -        | (1.07)           | 27.41   |  |
| Immediate recognition of (gain)/ loss - other long term benefits | (2.10)  | -        | -                | _       |  |
| Total expenses recognised in Profit and Loss Account             | 55.31   | 47.46    | 37.34            | 52.87   |  |

# Re-measurement Effects Recognised in Other Comprehensive Income (OCI)

|   |         | (₹ in Lakh) |
|---|---------|-------------|
| Particulars   | 2017-18 | 2016-17     |
| Actuarial (gain)/ loss  | (7.59)  | 28.28       |
| (Return)/loss on plan assets excluding amounts included           | -       | 0.02        |
| in the net interest on the net defined benefit liability/ (asset) |         |             |
| Total (Gain) / Loss included in OCI                               | (7.59)  | 28.30       |

Financial Assumptions used for the purpose of the actuarial valuations were as follow.

| Particulars                             | Gratuity |          | Leave Encashment |          |
|---|----------|----------|------------------|----------|
|   | 2017-18  | 2016-17  | 2017-18          | 2016-17  |
| Discounted rate (per annum)             | 7.80%    | 7.50%    | 7.80%            | 7.50%    |
| Expected rate of future salary increase | 5%       | 5%       | 5%               | 5%       |
| Mortality rate (% of IALM 06-08)        | 100%     | 100%     | 100%             | 100%     |
| Withdrawal rate (per annum)             | 1%       | 1%       | 1%               | 1%       |
| Normal retirement age                   | 58 Years | 58 Years | 58 Years         | 58 Years |

# Sensitivity analysis: Gratuity

Significant actuarial assumptions for the determination of the defined benefit obligation are discount rate, expected salary increase and mortality. The sensitivity analysis below have been determined based on reasonably possible change of the assumptions occurring at the end of the reporting period, while holding all other assumptions constant. The results of sensitivity is given below:

|                                   |         | (₹ III Lakii) |
|-----------------------------------|---------|---------------|
| Particulars                       | 2017-18 | 2016-17       |
| Defined Benefit Obligation (Base) | 217.95  | 189.30        |

(₹ in Lakh)

| Particulars                                   | 2017-18  |          | 2016-17  |          |
|---|----------|----------|----------|----------|
|   | Decrease | Increase | Decrease | Increase |
| Discount Rate (- / + 1%)                      | 248.44   | 192.37   | 217.40   | 165.88   |
| Salary Growth rate (- / + 1%)                 | 192.27   | 248.21   | 165.57   | 217.25   |
| Attrition rate (- / + 50% of attrition rates) | 214.44   | 221.22   | 186.37   | 192.02   |
| Mortality rate (- / + 10% of Mortality rates) | 217.69   | 218.21   | 189.09   | 189.51   |

Please note that the sensitivity analysis presented above may not be repsesentive of the actual change in the defined benefit obligation as it is unlikely that the change in assumptions would occur in isolation of one another as some of the assumption may be correlated.

- 41. The Company is engaged only in Logistics business in India and there are no separate reportable business and geographical segments under the Accounting Standard of Ind AS 108 Operating Segments.
- 42. As required by clause (4) of Section 186 of the Companies Act 2013, the Company has made an investment of ₹ 6,312.26 Lakh (2016-17: Nil) during the year.

# 43. APPROVAL OF FINANCIAL STATEMENT

The Financial Statements were approved by the Audit Committee and the Board of Directors at their respective meetings held on April 25, 2018.

As per our report of even date attached For NGS & Co. LLP **Chartered Accountants** 

Ashok A. Trivedi

Partner

Membership No.: 042472

Place: Mumbai Date: April 25, 2018 For and on behalf of the Board of Directors **Future Supply Chain Solutions Limited** 

**Mayur Toshniwal** 

(Managing Director) DIN: 01655776

Samir Kedia

(Chief Financial Officer)

**C P Toshniwal** 

(Director) DIN: 00036303

**Vimal K Dhruve** (Company Secretary)



# **Independent Auditors' Report**

# TO THE MEMBERS OF FUTURE SUPPLY CHAIN **SOLUTIONS LIMITED**

#### THE REPORT ON **CONSOLIDATED FINANCIAL STATEMENTS**

We have audited the accompanying Consolidated Financial Statements of Future Supply Chain Solutions Limited (hereinafter referred to as "the Holding Company"), its Subsidiary (the Holding Company and its Subsidiary together referred to as "the Group") and an Associate company, comprising of the Consolidated Balance Sheet as at March 31, 2018, the Consolidated Statement of Profit and Loss and the Consolidated Cash Flow Statement and the Consolidated Statement of Changes in Equity for the year then ended, and a summary of the significant accounting policies and other explanatory information (hereinafter referred to as "the Consolidated Financial Statements").

#### **MANAGEMENT'S RESPONSIBILITY FOR** THE **CONSOLIDATED 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 financial position, Consolidated financial performance and Consolidated cash flows and Consolidated Statement of changes in equity of the Group including its Associate company in accordance with the accounting principles generally accepted in India, including the Indian Accounting Standards (Ind AS) specified under Section 133 of the Act, read with relevant rules issued thereunder.

The respective Board of Directors of the companies included in the Group and Associate company are responsible for maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding the assets of the Group and Associate company 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 but not for the purpose of expressing an opinion on whether the Holding Company has an adequate internal financial controls system over financial reporting in place and the operating effectiveness of such controls. An audit also includes evaluating the appropriateness of the accounting policies used and the reasonableness of the accounting estimates made by the Holding Company's Board of Directors, 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, 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 including the Ind AS, of the Consolidated state of affairs of the Group

01 - 19

# **Independent Auditors' Report (Contd.)**

and an Associate company as at March 31, 2018, and its Consolidated profit including consolidated other comprehensive income, its Consolidated Cash Flows and its Consolidated Statement of Changes in Equity for the year ended on that date.

# REPORT ON OTHER LEGAL AND REGULATORY **REQUIREMENTS**

- As required by Section 143(3) of the Act, we report, to the extent applicable, 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 and the reports of the other auditors.
  - (c) The Consolidated Balance Sheet. the Consolidated Statement of Profit and Loss, and the Consolidated Cash Flow Statement and Consolidated Statement of Changes in Equity 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.
  - (d) In our opinion, the aforesaid Consolidated Financial Statements comply with Accounting Standards specified under Section 133 of the Act, read with relevant rules issued thereunder.
  - (e) On the basis of the written representations received from the directors of the Holding Company as on March 31, 2018 taken on record by the Board of Directors of the Holding Company and the reports of the statutory auditors of its Subsidiary company and Associate, none of the directors of the Group and its Associate company incorporated in India is disqualified as on March 31, 2018 from being appointed as a director in terms of Section 164(2) of the Act.
  - (f) With respect to the adequacy of internal controls over financial reporting of the Group and the operating effectiveness of such controls. Refer to our separate report in "Annexure A", and

- (g) 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:
  - The Consolidated Financial Statements disclose the impact of pending litigations on the consolidated financial position of the Group and its Associate company.
  - The Holding Company, its Subsidiary company and its Associate company did not have any long term contract including derivative contract for which there were any material foreseeable losses.
  - iii. There were no amounts in case of Holding Company, Subsidiary company Associate company which were required to be transferred to Investor Education and Protection Fund.

# For NGS & Co. LLP

**Chartered Accountants** 

Firm Registration No.: 119850W

# Ashok A. Trivedi

Partner

Membership No. 042472

Place: Mumbai Date: April 25, 2018



# **Annexure - A to the Independent Auditors' Report**

**Report on the Internal Financial Controls Over Financial** Reporting under Clause (1) of Sub-section 3 of Section 143 of the Companies Act, 2013 ("the Act")

In conjunction with our audit of the Consolidated Ind AS Financial Statement of the Company as of and for the year ended March 31, 2018, we have audited the internal financial controls over financial reporting of Future Supply Chain Solutions Limited ("the Holding Company") and its subsidiary company and Associate company 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, its subsidiary company and its Associate company, 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 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 Act.

# **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") issued by ICAI and the Standards on Auditing, issued by ICAI and deemed to be prescribed under section 143(10) of the Act, to the extend applicable to an audit of internal financial controls, both issued by the Institute of Chartered Accountants of India. Those Standards and the Guidance Note required 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 risk of material misstatement of the Financial Statement. whether due to fraud or error.

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

# **MEANING OF INTERNAL FINANCIAL CONTROLS OVER FINANCIAL REPORTING**

A company's internal financial control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of Financial Statement 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 Statement in accordance with generally accepted accounting principles, and that receipts and expenditure of the company are being made only in accordance with authorisation 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 Consolidated Financial Statements.

# INHERENT LIMITATION OF INTERNAL FINANCIAL **CONTROLS OVER FINANCIAL REPORTING**

Because of the inherent limitation 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

# Annexure - A to the Independent Auditors' Report (Contd.)

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 in adequate because of changes in conditions, or that the degree of compliance with the policies or procedure may deteriorate.

# **OPINION**

In our opinion and to the best of our information and according to the explanations given to us, the Holding Company, its Subsidiary company and Associate company, which are companies incorporated in India, have, in all material respects, an adequate internal financial controls system over financial reporting

and such internal financial reporting were operating effectively as at March 31, 2018, based on the internal control over financial reporting criteria established by the Holding 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 NGS & Co. LLP

**Chartered Accountants** 

Firm Registration No.: 119850W

# Ashok A. Trivedi

Partner

Membership No. 042472

Place: Mumbai Date: April 25, 2018



# **Consolidated Balance Sheet**

# As at March 31, 2018

|     | - |    |    |    |
|-----|---|----|----|----|
| - ( | ₹ | ın | La | kh |
|     |   |    |    |    |

|  | (₹ III Lakii) |                |
|--|---------------|----------------|
| Particulars  | Note          | As at          |
| ACCETO   |               | March 31, 2018 |
| ASSETS Non-Company Assets  |               |                |
| Non-Current Assets   | 4             | 24 627 46      |
| Property, Plant And Equipment  | 4             | 31,627.46      |
| Capital Work In Progress   |               | 254.95         |
| Intangible Assets  | 4             | 219.76         |
| Financial Assets   |               | 0.40.00        |
| Investments  | 5             | 942.89         |
| Other Financial Assets   | 6             | 3,235.73       |
| Other Non-Current Assets Total Non-Current Assets  | 7             | 796.19         |
|  |               | 37,076.98      |
| Current Assets   |               |                |
| Financial Assets   | 0             | 0.70           |
| Investments To the Resolve this section is a section of the sectio | 8             | 0.70           |
| Trade Receivables  | 9             | 25,961.10      |
| Cash and Cash Equivalent   | 10            | 7,861.63       |
| Bank Balances other than Cash and Cash Equivalent  | 11            | 106.55         |
| Other Financial Assets   | 12            | 1,121.29       |
| Other Current Assets   | 13            | 1,486.11       |
| Total Current Assets   |               | 36,537.38      |
| Total Assets   |               | 73,614.36      |
| EQUITY & LIABILITIES   |               |                |
| Equity   |               | 4 005 00       |
| Equity Share Capital   | 14            | 4,005.62       |
| Other Equity   | 15            | 38,524.88      |
| Total Equity   |               | 42,530.50      |
| Liabilities  |               |                |
| Non-Current Liabilities  |               |                |
| Financial Liabilities  |               |                |
| Non-Current Borrowings   | 16            | 2,511.28       |
| Other Non-Current Financial Liabilities  | 17            | 169.95         |
| Provisions   | 18            | 456.85         |
| Deferred Tax Liabilities (Net)   | 19            | 1,552.45       |
| Total Non-Current Liabilities  |               | 4,690.53       |
| Current Liabilities  |               |                |
| Financial Liabilities  |               |                |
| Trade Payables   | 20            | 17,979.63      |
| Other Current Financial Liabilities  | 21            | 6,102.70       |
| Other Current Liabilities  | 22            | 2,015.64       |
| Provisions   | 23            | 27.86          |
| Current Tax Liabilities (Net)  | 24            | 267.50         |
| Total Current Liabilities  |               | 26,393.33      |
| Total Equity And Liabilities   |               | 73,614.36      |
| Notes to the Consolidated Financial Statements   | 1-43          |                |

As per our report of even date attached For NGS & Co. LLP **Chartered Accountants** 

Ashok A. Trivedi

Partner

Membership No.: 042472

Place: Mumbai Date: April 25, 2018 For and on behalf of the Board of Directors **Future Supply Chain Solutions Limited** 

**Mayur Toshniwal** (Managing Director) DIN: 01655776

Samir Kedia

(Chief Financial Officer)

**C P Toshniwal** 

(Director) DIN: 00036303

**Vimal K Dhruve** (Company Secretary)

# **Consolidated Statement of Profit and Loss**

# For the year ended March 31, 2018

(₹ in Lakh)

| Particulars   | Note | Year Ended     |
|---|------|----------------|
| r ai ticulai s  | Note | March 31, 2018 |
| Income  |      |                |
| Revenue from Operations   | 25   | 79,365.87      |
| Other Income  | 26   | 1,212.43       |
| Total Income  |      | 80,578.30      |
| Expenses  |      |                |
| Cost of Logistics Services  |      | 52,535.57      |
| Employee Benefits Expense   | 27   | 8,045.26       |
| Depreciation and Amortisation Expense   | 4    | 2,549.74       |
| Finance Costs   | 28   | 908.63         |
| Other Expenses  | 29   | 7,514.86       |
| Total Expense   |      | 71,554.06      |
| Profit Before Tax   |      | 9,024.24       |
| Income Tax Expense  |      |                |
| (1) Current Tax   |      | 2,590.44       |
| (2) Deferred Tax (Assets) / Liabilities   |      | 543.11         |
|   |      | 3,133.55       |
| Profit after taxation before Share of Associates                                  |      | 5,890.69       |
| Share of (loss) in Associate company  |      | (57.10)        |
| Profit after Share of Associates  |      | 5,833.59       |
| Other Comprehensive Income  |      |                |
| Items that will not be reclassified subsequently to Profit or Loss                |      |                |
| (i) Remeasurement of the defined benefit Plan                                     |      | (25.68)        |
| (ii) Income tax relating to items that will not be reclassified to Profit or Loss |      | 2.63           |
| Total other comprehensive income, net of tax                                      |      | (23.05)        |
| Total Comprehensive Income for the period   |      | 5,856.64       |
| Earnings Per Equity Share (Face Value ₹ 10/- each)                                |      |                |
| Basic (in ₹)  |      | 14.77          |
| Diluted (in ₹)  |      | 14.77          |
| Notes to the Consolidated Financial Statements                                    | 1-43 |                |

As per our report of even date attached For NGS & Co. LLP **Chartered Accountants** 

Ashok A. Trivedi

Partner

Membership No.: 042472

Place: Mumbai Date: April 25, 2018 For and on behalf of the Board of Directors **Future Supply Chain Solutions Limited** 

**Mayur Toshniwal** 

(Managing Director) DIN: 01655776

Samir Kedia

(Chief Financial Officer)

**C P Toshniwal** 

(Director) DIN: 00036303

**Vimal K Dhruve** (Company Secretary)



### **Consolidated Statement of Cash Flow**

### For the year ended March 31, 2018

(₹ in Lakh)

|             |   | (\ III Lakii)  |
|-------------|---|----------------|
| Particulars |   | Year Ended     |
| _           |   | March 31, 2018 |
| A           | CASH FLOW FROM OPERATING ACTIVITIES                           |                |
|             | Net Profit Before Tax   | 9,024.24       |
|             | Adjusted For:   |                |
|             | Depreciation and Amortisation Expense                         | 2,549.74       |
|             | Finance Costs   | 908.63         |
|             | Provision for Doubtful Debts                                  | 214.27         |
|             | Profit on sale of Fixed Assets                                | (412.45)       |
|             | Excess Provision written back                                 | (64.38)        |
|             | Expenses on employee stock option scheme                      | 179.44         |
|             | Interest Income   | (416.92)       |
|             | Operating Profit Before Working Capital Changes               | 11,982.57      |
|             | Adjusted For:   |                |
|             | Trade Receivable  | (1.99)         |
|             | Loans & Advances and Other Assets                             | (497.11)       |
|             | Trade Payables, Other Liabilities and Provisions              | 5,699.53       |
|             | Cash Generated From Operations                                | 17,183.00      |
|             | Taxes Paid (Net)  | (2,325.56)     |
|             | Net Cash From Operating Activities                            | 14,857.44      |
| В           | CASH FLOW FROM INVESTING ACTIVITIES                           |                |
|             | Purchase of Property, Plant & Equipment and Intangible Assets | (8,986.26)     |
|             | Sale of Property, Plant & Equipment and Intangible Assets     | 1,006.76       |
|             | Purchase of Investments                                       | (3,809.99)     |
|             | Interest Received   | 416.92         |
|             | Net Cash Used In Investing Activities                         | (11,372.57)    |
| C           | CASH FLOW FROM FINANCING ACTIVITIES                           |                |
|             | Proceeds From Long Term Loan                                  | 71.59          |
|             | Interest Paid   | (908.63)       |
|             | Net Cash Used in Financing Activities                         | (837.04)       |
|             | Net (Decrease)/Increase In Cash and Cash Equivalents (A+B+C)  | 2,647.83       |
|             | Cash and Cash Equivalents (Opening Balance)                   | 4,667.51       |
|             | On acquisition of Subsidiary during the year                  | 546.29         |
|             | Cash and Cash Equivalents (Closing Balance)                   | 7,861.63       |

As per our report of even date attached For NGS & Co. LLP **Chartered Accountants** 

Ashok A. Trivedi

Partner

Membership No.: 042472

Place: Mumbai Date: April 25, 2018 For and on behalf of the Board of Directors **Future Supply Chain Solutions Limited** 

**Mayur Toshniwal** 

(Managing Director) DIN: 01655776

Samir Kedia

(Chief Financial Officer)

**C P Toshniwal** 

(Director) DIN: 00036303

**Vimal K Dhruve** 

(Company Secretary)

### **Consolidated Statement of Changes In Equity** For the year ended March 31, 2018

(₹ in Lakh)

| Par     | ticulars  | As at          |
|---------|---|----------------|
|         |   | March 31, 2018 |
| (A) EQI | UITY SHARE CAPITAL  |                |
| Оре     | ening Balance   | 3,913.83       |
| Add     | d : On account of conversion of Zero Coupon Fully Convertible Debenture | 91.79          |
| Clo     | sing Balance  | 4,005.62       |
| (B) OTI | HER EQUITY  |                |
| Ret     | tained Earnings   |                |
| Оре     | ening Balance   | 9,371.99       |
| Pro     | fit for the Year  | 5,833.59       |
| Oth     | ner Comprehensive (Income)/Loss for the year (net of tax)               | (23.05)        |
| Clo     | sing Balance  | 15,228.63      |
| Cap     | pital Reserve   |                |
| Оре     | ening Balance   | -              |
| Add     | d : On Account of acquisition of Subsidiary                             | 1,713.49       |
| Clo     | sing Balance  | 1,713.49       |
| Sec     | curities Premium Reserve  |                |
| Оре     | ening Balance   | 15,995.12      |
| Add     | d : On account of conversion of Zero Coupon Fully Convertible Debenture | 5,408.20       |
| Clo     | sing Balance  | 21,403.32      |
| Sha     | are Options Outstanding   |                |
| Оре     | ening Balance   | -              |
| Add     | d : Recognition of share based payments                                 | 179.44         |
| Clo     | sing Balance  | 179.44         |
| Tot     | al Other Equity   | 38,524.88      |

As per our report of even date attached For NGS & Co. LLP **Chartered Accountants** 

Ashok A. Trivedi

Partner

Membership No.: 042472

Place: Mumbai Date: April 25, 2018 For and on behalf of the Board of Directors **Future Supply Chain Solutions Limited** 

**Mayur Toshniwal** 

(Managing Director) DIN: 01655776

Samir Kedia

(Chief Financial Officer)

**C P Toshniwal** 

(Director) DIN: 00036303

**Vimal K Dhruve** 

(Company Secretary)



### **COMPANY OVERVIEW**

Future Supply Chain Solutions Limited (the "Company") is a public company domiciled in India and incorporated on March 8, 2006. The Equity Shares of the Company were listed on the BSE Limited and the National Stock Exchange of India Limited on December 18, 2017.

The Company is India's first fully integrated and IT enabled end-to-end Supply Chain and Logistics Company with capabilities in handling Modern Warehousing, Express Logistics, Cold Chain Logistics and Last Mile Delivery Logistics. The Company caters to corporates in Food & Beverages, Lifestyle, Electronics & High Tech, Automotive & Engineering, Home & Furniture, Healthcare, General Merchandise and E-Commerce sectors. Each category has a distinct supply chain with its own distinct requirements that need customised solutions. The Company has been a pioneer and leader in modernising logistics and supply chain in India by having implemented cutting-edge technology and contemporary supply chain management practices through implementation of global best practices, indigenised and best adapted for Indian conditions. The Company has its registered office at Mumbai, Maharashtra, India.

### REVISED INDIAN ACCOUNTING STANDARD ("IND **AS") ISSUED BUT NOT EFFECTIVE**

Ind AS 115 'Revenue from Contracts with Customers' has been notified by Ministry of Corporate Affairs as on March 28, 2018. This standard prescribes only one underlying principle for revenue recognition i.e., transfer of control over goods / services. Ind AS 115 will supersede Ind AS 11 'Construction Contracts' and Ind AS 18, 'Revenue' and is effective for annual periods beginning on or after April 1, 2018. Management considers that the amendment does not have a significant impact on the Consolidated Financial Statements.

### **ACCOUNTING SUMMARY** OF SIGNIFICANT **POLICIES**

### 3.1. Statement of compliance

The Consolidated Financial Statements comply in all material aspects with Ind AS notified under Section 133 of the Companies Act, 2013, [Companies (Indian Accounting Standards) Rules, 2015] and other applicable laws. There are no comparative figures for year ended March 31, 2017 since the Company did not have any Subsidiary, Joint Venture or Associate during the said year.

### 3.2. Basis of Preparation and presentation

These Consolidated Financial Statements are prepared in accordance with Indian Accounting Standards (Ind AS) under the historical cost convention on the accrual basis except for certain financial instruments, which are measured at fair values at the end of each reporting period.

Historical cost is generally based on the fair value of the consideration given in exchange for goods and services.

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date, regardless of whether that price is directly observable or estimated using another valuation technique. In estimating the fair value of an asset or a liability, the Group takes into account the characteristics of the asset or liability if market participants would take those characteristics into account when pricing the asset or liability at the measurement date. Fair value for measurement and / or disclosure purposes in these Consolidated Financial Statements is determined on such a basis, except for share-based payment transactions that are within the scope of Ind AS 102, leasing transactions that are within the scope of Ind AS 17 'Leases', and measurements that have some similarities to fair value but are not fair value, such as net realisable value in Ind AS 2 'Inventories' or value in use in Ind AS 36 'Impairment of Assets'.

In addition, for financial reporting purposes, fair value measurements are categorised into Level 1, 2, or 3 based on the degree to which the inputs to the fair value measurements are observable and the significance of the inputs to the fair value measurement in its entirety, which are described as follows:

- Level 1 inputs are quoted (unadjusted) in active markets for identical assets or liabilities that the entity can access at the measurement date;
- Level 2 inputs are inputs, other than quoted

prices included within Level 1, that are observable for the asset or liability, either directly or indirectly; and

Level 3 inputs are unobservable inputs for the asset or liability

The principal accounting policies are set out below.

### 3.3. Basis of Consolidation

Consolidated Financial Statements incorporate the Financial Statements of the Company and entities controlled by the Company and its subsidiary (together referred to as the "Group"). Control is achieved when the Group:

- has power over the investee;
- is exposed, or has rights, to variable returns from its involvement with the investee; and
- has the ability to use its power to affect its returns.

The Group reassesses whether or not it controls an investee if facts and circumstances indicate that there are changes to one or more of the three elements of control listed above.

When the Group has less than a majority of the voting rights of an investee, it has power over the investee when the voting rights are sufficient to give it the practical ability to direct the relevant activities of the investee unilaterally. The Group considers all relevant facts and circumstances in assessing whether or not the Group's voting rights in an investee are sufficient to give it power, including:

- the size of the Group's holding of voting rights relative to the size and dispersion of holdings of the other vote holders;
- potential voting rights held by the Group, other vote holders or other parties;
- rights arising from other contractual arrangements; and
- any additional facts and circumstances that indicate that the Group has, or does not have, the current ability to direct the relevant activities at the time that decisions need to be made, including voting patterns at previous shareholders' meetings.

Consolidation of a subsidiary begins when the Group obtains control over the subsidiary and ceases when the Group loses control of the subsidiary. Specifically, income and expenses of a subsidiary acquired or disposed of during the year are included in the Consolidated Statement of Profit and Loss from the date the Group gains control until the date when the Group ceases to control the subsidiary.

Profit or loss and each component of other comprehensive income are attributed to the owners of the Group and to the non-controlling interests. Total comprehensive income of subsidiaries is attributed to the owners of the Group and to the non-controlling interests even if this results in the non-controlling interests having a deficit balance.

All intra Group assets and liabilities, equity, income, expenses, and cash flows relating to transactions between members of the Group are eliminated in full on consolidation.

### Changes in the Group's ownership interests in existing subsidiaries

Changes in the Group's ownership interests in subsidiary that do not result in the Group losing control over the subsidiaries are accounted for as equity transactions. The carrying amounts of the Group's interests and the non-controlling interests are adjusted to reflect the changes in their relative interests in the subsidiaries. Any difference between the amount by which the non-controlling interests are adjusted and the fair value of the consideration paid or received is recognised directly in equity and attributed to owners of the Group.

When the Group loses control of a subsidiary, a gain or loss is recognised in Consolidated Statement of Profit and Loss and is calculated as the difference between (i) the aggregate of the fair value of the consideration received and the fair value of any retained interest and (ii) the previous carrying amount of the assets (including goodwill), and liabilities of the subsidiary and any non-controlling interests.

### Investments in Associates and Joint Ventures

An Associate is an entity over which the Group has significant influence. Significant influence is the power to participate in the financial and



operating policy decisions of the investee but is not control or joint control over those policies. A joint venture is a joint arrangement whereby the parties that have joint control of the arrangement have rights to the net assets of the joint arrangement. Joint control is the contractually agreed sharing of control of an arrangement, which exists only when decisions about the relevant activities require unanimous consent of the parties sharing control.

The results and assets and liabilities of associates or joint ventures are incorporated in these Consolidated Financial Statements using the equity method of accounting. Under the equity method, an investment in an associate or a joint venture is initially recognised in the Consolidated Balance Sheet at cost and adjusted thereafter to recognise the Group's share of the profit or loss and other comprehensive income of the associate or joint venture. Distributions received from an associate or a joint venture reduce the carrying amount of the investment. When the Group's share of losses of an associate or a joint venture exceeds the Group's interest in that associate or joint venture, the Group discontinues recognising its share of further losses.

An investment in an associate or a joint venture is accounted for using the equity method from the date on which the investee becomes an associate or a joint venture. On acquisition of the investment in an associate or a joint venture, any excess of the cost of the investment over the Group's share of the net fair value of the identifiable assets and liabilities of the investee is recognised as goodwill, which is included within the carrying amount of the investment. Any excess of the Group's share of the net fair value of the identifiable assets and liabilities over the cost of the investment, after reassessment, is recognised directly in equity as capital reserve in the period in which the investment is acquired.

After application of the equity method of accounting, the Group determines whether there is any objective evidence of impairment as a result of one or more events that occurred after the initial recognition of the net investment in an associate or a joint venture and that event (or events) has an impact on the estimated future cash flows from the net investment that can be reliably estimated. If there exists such an objective evidence of impairment, then it is necessary to recognise impairment loss with respect to the Group's investment in an associate or a joint venture.

The Group discontinues the use of the equity method from the date when the investment ceases to be an associate or a joint venture, or when the investment is classified as held for sale. When the Group retains an interest in the former associate or joint venture and the retained interest is a financial asset, the Group measures the retained interest at fair value at that date and the fair value is regarded as its fair value on initial recognition in accordance with Ind AS 109. The difference between the carrying amount of the associate or joint venture at the date the equity method was discontinued, and the fair value of any retained interest and any proceeds from disposing of a part interest in the associate or joint venture is included in the determination of the gain or loss on disposal of the associate or joint venture.

When a Group entity transacts with an associate or a joint venture of the Group, profits and losses resulting from the transactions with the associate or joint venture are recognised in the Group's Consolidated Financial Statements only to the extent of interests in the associate or joint venture that are not related to the Group.

The Consolidated Financial Statements of the Group comprises Financial Statements of Future Supply Chain Solutions Limited and the following companies:

| Name of the Company                         | Relationship | Proportion of ownership |
|---|--------------|-------------------------|
|   |              | interest and voting     |
|   |              | power held by the Group |
|   |              | As at March 31, 2018    |
| Vulcan Express Private Limited              | Subsidiary   | 100%                    |
| Leanbox Logistics Solutions Private Limited | Associate    | 50%                     |

### 3.4. Business Combinations

Acquisitions of businesses are accounted for using the acquisition method. The consideration transferred in a business combination is measured at fair value, which is calculated as the sum of the acquisition-date fair values of the assets transferred by the Group, liabilities incurred by the Group to the former owners of the acquiree and the equity interests issued by the Group in exchange for control of the acquiree. Acquisition-related costs are generally recognised in Consolidated Statement of Profit and Loss as incurred.

At the acquisition date, the identifiable assets acquired and the liabilities assumed are recognised at their fair value, except that deferred tax assets or liabilities, and assets or liabilities related to employee benefit arrangements are recognised and measured in accordance with Ind AS 12 'Income Taxes' and Ind AS 19 'Employee Benefits' respectively.

Goodwill is measured as the excess of the sum of the consideration transferred, the amount of any non-controlling interests in the acquiree, and the fair value of the acquirer's previously held equity interest in the acquiree (if any) over the net of the acquisition-date amounts of the identifiable assets acquired and the liabilities assumed.

In case of a bargain purchase, before recognising a gain in respect thereof, the Group determines where there exists clear evidence of the underlying reasons for classifying the business combination as a bargain purchase. Thereafter, the Group reassesses whether it has correctly identified all of the assets acquired and all of the liabilities assumed and recognises any additional assets or liabilities that are identified in that reassessment.

The Group then reviews the procedures used to measure the amounts that Ind AS requires for the purposes of calculating the bargain purchase. If the gain remains after this reassessment and review, the Group recognises it in other comprehensive income and accumulates the same in equity as capital reserve. If there does not exist clear evidence

of the underlying reasons for classifying the business combination as a bargain purchase, the Group recognises the gain, after reassessing and reviewing (as described above), directly in equity as capital reserve.

When a business combination is achieved in stages, the Group's previously held equity interest in the acquiree is remeasured to its acquisition-date fair value and the resulting gain or loss, if any, is recognised in Consolidated Statement of Profit and Loss. Amounts arising from interests in the acquiree prior to the acquisition date that have previously been recognised in other comprehensive income are reclassified to Consolidated Statement of Profit and Loss where such treatment would be appropriate if that interest were disposed off.

Contingent liabilities acquired in a business combination are initially measured at fair value at the acquisition date. At the end of subsequent reporting periods, such contingent liabilities are measured at the higher of the amount that would be recognised in accordance with Ind AS 37 'Provisions, Contingent Liabilities and Contingent Assets' and the amount initially recognised less cumulative amortisation recognised in accordance with Ind AS 18 'Revenue'.

### 3.5. Property, plant and equipment

Property, plant and equipment are stated at cost, less accumulated depreciation and impairment, if any. Costs directly attributable to acquisition are capitalised until the property, plant and equipment are ready for use, as intended by management.

An item of property, plant and equipment and any significant part initially recognised is derecognised upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss arising on derecognition of the asset is included in the Consolidated Statement of Profit and Loss when the asset is derecognised.

For transition to Ind AS, the Group has elected to continue with the carrying value of all its property, plant and equipment recognised as on April 1, 2015 measured as per previous GAAP



as it deemed cost on the date of transition.

The Group depreciates property, plant and equipment over their estimated useful lives using the straight-line method. The estimated useful lives of assets are as follows:

| Asset                    | Useful Life |
|--------------------------|-------------|
| Plant and Equipments     | 15 years    |
| Office Equipments        | 5 years     |
| Furniture and Fixtures   | 10 years    |
| Electrical Installations | 10 Years    |
| Vehicles                 | 6 years     |
| Computers                | 3 Years     |
| Leasehold Improvements   | Lease term  |

The residual values, estimated useful lives and methods 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 property, plant and equipment outstanding at each balance sheet date is classified as capital advances under other non-current assets and the cost of assets not put to use before such date are disclosed under 'Capital work-in-progress'.

### 3.6. Intangible Assets

Intangible assets are stated at acquisition cost and other cost incurred, which is attributable to preparing the asset for its intended use, less accumulated amortisation and accumulated impairment losses, if any. Intangible assets are amortised on straight line basis over their estimated useful economic life. The estimated useful lives of intangible assets are as follows:

| Asset                     | Useful Life |
|---------------------------|-------------|
| Softwares                 | 6 years     |
| Exclusive Business Rights | 10 years    |

An item of Intangible Asset is derecognised upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss arising on derecognition of the asset is included in the Consolidated Statement of Profit and Loss when the asset is derecognised.

The residual values, estimated useful lives and methods of amortisation of Intangible Assets are reviewed at each financial year end and adjusted prospectively, if appropriate.

### 3.7. Leasing

Leases are classified as finance leases whenever the terms of the lease transfer substantially all the risks and rewards of ownership to the lessee. All other leases are classified as operating leases.

The determination of whether an arrangement is (or contains) a lease is based on the substance of the arrangement at the inception of the lease. The arrangement is, or contains, a lease if fulfilment of the arrangement is dependent on the use of a specific asset or assets and the arrangement conveys a right to use the asset or assets, even if that right is not explicitly specified in an arrangement.

### The Group as lessor

Rental income from operating leases is generally recognised on a straight-line basis over the term of the relevant lease. Where the rentals are structured solely to increase in line with expected general inflation to compensate for the Group's expected inflationary cost increases, such increases are recognised in the year in which such benefits accrue. Initial direct costs incurred in negotiating and arranging an operating lease are added to the carrying amount of the leased asset and recognised on a straight-line basis over the lease term.

### The Group as lessee

Rental expense from operating leases is generally recognised on a straight-line basis over the term of the relevant lease. Where the rentals are structured solely to increase in line with expected general inflation to compensate for the lessor's expected inflationary cost increases, such increases are recognised in the year in which such benefits accrue. Contingent rentals arising under operating leases are recognised as an expense in the period in which they are incurred.

### 3.8. Financial instruments

### 3.8.(i) Initial recognition

Financial assets and financial liabilities are recognised when the Group becomes a party to the contractual provisions of the instruments.

Financial assets and financial liabilities are initially measured at fair value. Transaction costs that are directly attributable to the acquisition or issue of financial assets and financial liabilities (other than financial assets and financial liabilities at fair value through profit or loss ("FVTPL")) are added to or deducted from the fair value of the financial assets or financial liabilities, as appropriate, on initial recognition. Transaction costs directly attributable to the acquisition of financial assets or financial liabilities at fair value through profit or loss are recognised immediately in Consolidated Statement of Profit and Loss.

### 3.8.(ii) Subsequent measurement

### Non-derivative financial instruments

(i) Financial assets carried amortised cost

> A financial asset is subsequently measured at amortised cost if it is held within a business model whose objective is to hold the asset 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.

Financial assets at fair value through other comprehensive income

> A financial asset is subsequently measured at fair value through other comprehensive income if it is held within a business model whose objective is achieved by both collecting contractual cash flows and selling financial assets 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.

The Group has made an irrevocable election for investments which are classified as equity instruments present the subsequent changes in fair value in other comprehensive income based on its business model. Further, in cases where the Group has made an irrevocable election based on its business model, for its investments which are classified as equity instruments, the subsequent changes in fair value are recognised in other comprehensive income.

(iii) Financial assets at fair value through profit or loss

> A financial asset which is not classified in any of the above categories are subsequently fair valued through profit or loss.

(iv) Financial liabilities

**Financial** liabilities are subsequently carried at amortised cost using the effective interest method, except for contingent consideration recognised in a business combination which is subsequently measured at fair value through profit and loss. For trade and other payables maturing within one year from the Balance Sheet date, the carrying amounts approximate fair value due to the short maturity of these instruments.

### **Equity instruments**

An equity instrument is any contract that evidences a residual interest in the assets of an entity after deducting all of its liabilities. Equity instruments issued by the Group are recognised at the proceeds received, net of direct



issue costs.

### **Compound Instruments**

The component parts of compound instruments issued by the Group are classified separately as financial liabilities and equity in accordance with the substance of the contractual arrangements and the definitions of a financial liability and an equity instrument. A conversion option that will be settled by the exchange of a fixed amount of cash or another financial asset for a fixed number of the Group's own equity instruments is an equity instrument.

At the date of issue, the fair value of the liability component is estimated using the prevailing market interest rate for similar non-convertible instruments. This amount is recorded as a liability on an amortised cost basis using the effective interest method until extinguished upon conversion or at the instrument's maturity date.

The conversion option classified as equity is determined by deducting the amount of the liability component from the fair value of the compound instrument as a whole. This is recognised and included in equity, net of income tax effects, and is not subsequently remeasured. In addition, the conversion option classified as equity will remain in equity until the conversion option is exercised, in which case, the balance recognised in equity will be transferred to other component of equity. When the conversion option remains unexercised at the maturity date of the convertible instrument, the balance recognised in equity will be transferred to retained earnings. No gain or loss is recognised in Consolidated Statement of Profit and Loss upon conversion or expiration of the conversion option.

Transaction costs that relate to the issue of the convertible instruments are allocated to the liability and equity components in proportion to the allocation of the gross proceeds. Transaction costs relating to the equity component are recognised directly in equity. Transaction costs relating to the liability component are included in the carrying amount of the liability component and are amortised over the lives of the convertible instrument using the effective interest method.

### 3.8.(iii) Derecognition of financial instruments

The Group derecognises a financial asset when the contractual rights to the cash flows from the financial asset expire or it transfers the financial asset.

A financial liability (or a part of a financial liability) is derecognised from the Group's Balance Sheet when the obligation specified in the contract is discharged or cancelled or expires.

### 3.9. Foreign Currency

### **Functional currency**

The functional currency of the Group is the Indian rupee ("₹").

### **Transactions and translations**

Foreign-currency denominated monetary assets and liabilities are translated into the relevant functional currency at exchange rates in effect at the balance sheet date. The gains or losses resulting from such translations are included in net profit in the Consolidated Statement of Profit and Loss. Non-monetary assets and non-monetary liabilities denominated in a foreign currency and measured at fair value are translated at the exchange rate prevalent at the date when the fair value was determined. Non-monetary assets and non-monetary liabilities denominated in a foreign currency and measured at historical cost are translated at the exchange rate prevalent at the date of the transaction. Transaction gains or losses realised upon settlement of foreign currency transactions are included in determining net

profit for the period in which the transaction is settled.

### 3.10. Borrowing Costs

Borrowing costs, directly attributable to the acquisition, construction or production of qualifying assets that necessarily takes a substantial period of time to get ready for its intended use are capitalised as part of the cost of the respective asset, until such time as the assets are substantially ready for their intended use or sale. All other borrowing costs are charged in the period they occur in the Consolidated Statement of Profit and Loss.

### 3.11. Revenue Recognition

Revenue is recognised to the extent it is probable that the economic benefits will flow to the Group and the revenue can be reliably measured. Revenue is measured at the fair value of consideration received or receivable. Revenue is reduced for estimated rebates and other allowances.

### Rendering of Services

Revenue from services are recognised as they are rendered based on agreements / arrangements with the concerned parties and recognised net of taxes (if applicable).

### Interest Income

For all financial instruments measured at amortised cost, interest income is recorded using the effective interest rate (EIR), which is the rate that exactly discounts the estimated future cash payments or receipts through the expected life of the financial instrument or a shorter period, where appropriate, to the net carrying amount of the financial asset.

### 3.12. Current versus Non-Current Classification

An asset is considered as current when it is:

- Expected to be realised or intended to be sold or consumed in normal operating cycle, or
- Expected to be realised within twelve months after the reporting period, or
- Cash or cash equivalent unless restricted from being exchanged or used to settle a liability for at least twelve months after the

reporting period.

All other assets are classified as non-current.

A liability is considered as current when it is:

- Expected to be settled in normal operating cycle or,
- Due to be settled within twelve months after the reporting period, or
- There is no unconditional right to defer the settlement of the liability for at least twelve months after the reporting period.

All other liabilities are classified as non-current.

Deferred tax assets and liabilities are classified as non-current assets and liabilities.

### 3.13. Employee Benefits

### Post-employment benefits

Payments to defined contribution benefit plans are recognised as an expense when the employees have rendered the service entitling them to the contributions. For defined benefit retirement plans, the cost of providing benefits is determined using the projected unit credit method, with actuarial valuations being carried out at the end of each annual reporting period. Remeasurement, comprising actuarial gains and losses, the effect of the changes to the asset ceiling (if applicable) and the return on plan assets (excluding net interest), is reflected immediately in the balance sheet with a charge or credit recognised in other comprehensive income in the period in which they occur. Remeasurement recognised in other comprehensive income is reflected immediately in retained earnings and is not reclassified to Consolidated Statement of Profit and Loss. Past service cost is recognised in Consolidated Statement of Profit and Loss in the period of a plan amendment. Net interest is calculated by applying the discount rate at the beginning of the period to the net defined benefit liability or asset. Defined benefit costs are categorised as follows:

- service cost (including current service cost, past service cost, as well as gains and losses on curtailments and settlements):
- net interest expense or income; and
- remeasurement



The Group presents the first two components of defined benefit costs in Consolidated Statement of Profit and Loss in the line item "Employee benefits expense". Curtailment gains and losses are accounted for as past service costs.

The retirement benefit obligation recognised in the balance sheet represents the actual deficit or surplus in the Group's defined benefit plans. Any surplus resulting from this calculation is limited to the present value of any economic benefits available in the form of refunds from the plans or reductions in future contributions to the plans.

A liability for a termination benefit is recognised at the earlier of when the entity can no longer withdraw the offer of the termination benefit and when the entity recognises any related restructuring costs.

### Short-term and other long-term employee benefits

A liability is recognised for benefits accruing to employees in respect of wages and salaries, performance incentives and similar benefits other than compensated absences in the period the related service is rendered at the undiscounted amount of the benefits expected to be paid in exchange for that service.

Liabilities recognised in respect of compensated absences are measured on the basis of actuarial valuation as on the balance sheet date.

Liabilities recognised in respect of other longterm employee benefits are measured at the present value of the estimated future cash outflows expected to be made by the Group in respect of services provided by employees up to the reporting date.

### 3.14. Taxation

Income tax expense comprises current and deferred income tax. Income tax expense is recognised in net profit in the Consolidated Statement of Profit and Loss except to the extent that it relates to items recognised directly in equity, in which case it is recognised in other comprehensive income. Current income tax for current and prior periods is recognised at the amount expected to be paid to or recovered from the tax authorities, using the tax rates and

tax laws that have been enacted or substantively enacted by the balance sheet date. Deferred income tax assets and liabilities are recognised for all temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the Consolidated Financial Statements.

Provision for current tax is made after taking into consideration benefits admissible under the provisions of the Income-tax Act, 1961.

Deferred income tax assets and liabilities are measured using tax rates and tax laws that have been enacted or substantively enacted by the balance sheet date and are expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled. The effect of changes in tax rates on deferred income tax assets and liabilities is recognised as income or expense in the period that includes the enactment or the substantive enactment date. A deferred income tax asset is recognised to the extent there is reasonable certainty that future taxable profit will be available against which the deductible temporary differences and tax losses can be utilised. The Group offsets current tax assets and current tax liabilities, where it has a legally enforceable right to set off the recognised amounts and where it intends either to settle on a net basis, or to realise the asset and settle the liability simultaneously.

### 3.15. Earnings Per Share

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

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

### 3.16. Provisions

A provision is recognised if, as a result of a past event, the Group has a present legal or constructive obligation that is reasonably estimable, and it is probable that an outflow

of economic benefits will be required to settle the obligation. Provisions are determined by discounting the expected future cash flows at a pre-tax rate that reflects current market assessments of the time value of money and the risks specific to the liability.

### 3.17. Impairment

### **Financial assets**

The Group recognises loss allowances using the expected credit loss (ECL) model for the financial assets which are not fair valued through profit or loss. Loss allowance for trade receivables with no significant financing component is measured at an amount equal to lifetime ECL. For all other financial assets, expected credit losses are measured at an amount equal to the 12-month ECL, unless there has been a significant increase in credit risk from initial recognition in which case those are measured at lifetime ECL. The amount of expected credit losses (or reversal) that is required to adjust the loss allowance at the reporting date to the amount that is required to be recognised is recognised as an impairment gain or loss in profit or loss.

### **Non-financial assets**

### Intangible assets and property, plant and equipment

Intangible assets and property, plant and equipment are evaluated for recoverability whenever events changes or circumstances indicate that their carrying amounts may not be recoverable. For the purpose of impairment testing, the recoverable amount (i.e. the higher of the fair value less cost to sell and the value-inuse) is determined on an individual asset basis unless the asset does not generate cash flows that are largely independent of those from other assets. In such cases, the recoverable amount is determined for the Cash Generating Unit to which the asset belongs.

If such assets are considered to be impaired, the impairment to be recognised in the Consolidated Statement of Profit and Loss is measured by the amount by which the carrying value of the assets exceeds the estimated recoverable amount of the asset. An impairment loss is reversed in the Consolidated Statement of Profit and Loss if there has been a change in the estimates used to determine the recoverable amount. The carrying amount of the asset is increased to its revised recoverable amount, provided that this amount does not exceed the carrying amount that would have been determined (net of any accumulated amortisation or depreciation) had no impairment loss been recognised for the asset in prior years.

### 3.18. Share-based payment arrangements

Equity-settled share-based payments employees and others providing similar services are measured at the fair value of the equity instruments at the grant date.

The fair value determined at the grant date of the equity-settled share-based payments is expensed on a straight-line basis over the vesting period, based on the Group's estimate of equity instruments that will eventually vest, with a corresponding increase in equity. At the end of each reporting period, the Group revises its estimate of the number of equity instruments expected to vest. The impact of the revision of the original estimates, if any, is recognised in Consolidated Statement of Profit and Loss such that the cumulative expense reflects the revised estimate, with a corresponding adjustment to the equity-settled employee benefits reserve.

### 3.19. Key sources of estimation uncertainty and critical accounting judgements

In the course of applying the accounting policies, the Group is required to make judgements, estimates and assumptions about the carrying amount of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the



period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future period, if the revision affects current and future periods.

### Key sources of estimation uncertainty

### Useful lives of property, plant and equipment

Management reviews the useful lives of property, plant and equipment at least once a year. Such lives are dependent upon an assessment of both the technical lives of the assets and also their likely economic lives based on various internal and external factors including relative efficiency and operating costs. Accordingly, depreciable lives are reviewed annually using the best information available to the management.

### Impairment of property, plant and equipment

Determining whether the property, plant and equipment are impaired requires an estimate in the value in use of cash generating units. It requires to estimate the future cash flows expected to arise from the cash generating units and a suitable discount rate in order to calculate present value. When the actual cash flows are less than expected, a material impairment loss may arise.

### Provisions, liabilities and contingencies

Provisions and liabilities are recognised in the period when it becomes probable that there will be a future outflow of funds resulting from past events that can reasonably be estimated. The timing recognition requires application judgment to existing facts and circumstances, which may be subject to change.

In the normal course of business, contingent liabilities may arise from litigation and other claims against the Group. Potential liabilities that are possible but not probable of an outflow of resources embodying economic benefits are treated as contingent liabilities. Such liabilities are disclosed in the notes but are not recognised.

### 3.20. Cash Flow Statement

Cash flows are reported using the indirect method, whereby profit for the period is adjusted for the effects of transactions of a noncash nature, any deferrals or accruals of past or future operating cash receipts or payments and item of income or expenses associated with investing or financing cash flows. The cash flows from operating, investing and financing activities of the Group are segregated.

4. PROPERTY, PLANT AND EQUIPMENT

|                                  |        |  |            |            |           |                              |               |          |                  | (₹ in Lakh)        |
|----------------------------------|--------|--|------------|------------|-----------|------------------------------|---------------|----------|------------------|--------------------|
| Particulars                      | Land   | Leasehold                              | Plant and  | Office     | Computers | Office Computers Furniture & | Electrical    | Vehicles | Total            | Total Capital Work |
|                                  |        | Improvements   Equipments   Equipments | Equipments | Equipments |           | Fittings                     | Installations |          |                  | in Progres         |
| Cost                             |        |  |            |            |           |                              |               |          |                  |                    |
| As at April 01, 2017             | 588.25 | 1,124.06                               | 10,261.64  | 298.94     | 688.75    | 1,326.43                     | 1,851.38      | 520.35   | 16,659.80        | 6,981.14           |
| On Acquisition of Subsidiary     | 1      | 1,727.88                               | 735.29     | 789.81     | 1,615.89  | 3,505.19                     | 1,117.26      | •        | 9,491.32         | 1.32               |
| Addition                         | 1      | 1.78                                   | 13,693.74  | 91.27      | 973.92    | 585.28                       | 743.26        | •        | 16,089.25        | 254.95             |
| Deductions                       | 588.25 | ı                                      | 4.95       | ı          | 8.65      | 78.28                        | 1             | •        | 680.13           | 6,982.46           |
| As at March 31, 2018             | 1      | 2,853.73                               | 24,685.72  | 1,180.02   | 3,269.91  | 5,338.62                     | 3,711.90      | 520.35   | 41,560.25        | 254.95             |
| Accumulated Depreciation         |        |  |            |            |           |                              |               |          |                  |                    |
| As at April 01, 2017             | 1      | 464.54                                 | 1,831.48   | 139.31     | 339.81    | 404.77                       | 516.46        | 85.71    | 3,782.08         |                    |
| On Acquisition of Subsidiary     | 1      | 557.92                                 | 148.64     | 348.74     | 950.17    | 1,441.95                     | 218.92        | •        | 3,666.35         |                    |
| Depreciation charge for the year | ı      | 223.71                                 | 1,240.20   | 75.25      | 341.13    | 263.28                       | 288.69        | 82.82    | 2,515.08         |                    |
| Deductions/Adjustments           | 1      | ı                                      | 1.51       | 1          | 6.97      | 22.23                        | 1             | •        | 30.71            |                    |
| As at March 31, 2018             | 1      | 1,246.17                               | 3,218.81   | 563.30     | 1,624.14  | 2,087.77                     | 1,024.07      | 168.53   | 9,932.79         |                    |
| Net Book Value                   |        |  |            |            |           |                              |               |          |                  |                    |
| As at March 31, 2018             | 1      | 1,607.57                               | 21,466.91  | 616.72     | 1,645.77  | 3,250.85                     | 2,687.83      | 351.82   | 351.82 31,627.46 |                    |

|                              |                       |                                 | (₹ in Lakh) |
|------------------------------|-----------------------|---------------------------------|-------------|
| Intangible assets            | Computer<br>Softwares | Exclusive<br>Business<br>Rights | Total       |
| Cost                         |                       |                                 |             |
| As at April 01, 2017         | 254.45                | 29.47                           | 283.92      |
| On Acquisition of Subsidiary | 145.07                | 1                               | 145.07      |
| Additions                    | 63.15                 | ı                               | 63.15       |
| Deductions                   | 1                     | 1                               | 1           |
| As at March 31, 2018         | 462.66                | 29.47                           | 492.14      |
| Accumulated Amortisation     |                       |                                 |             |
| As at April 01, 2017         | 167.17                | 20.00                           | 187.17      |
| On Acquisition of Subsidiary | 50.55                 | •                               | 50.55       |
| Amortisation for the year    | 30.19                 | 4.47                            | 34.66       |
| Deductions/Adjustments       | ı                     | ı                               | ı           |
| As at March 31, 2018         | 247.91                | 24.47                           | 272.38      |
| Net Book Value               |                       |                                 |             |
| As at March 31, 2018         | 214.76                | 2.00                            | 219.76      |

|                              |           |           | ( III EUNI) |
|------------------------------|-----------|-----------|-------------|
| Intangible assets            | Computer  | Exclusive | Total       |
|                              | Softwares | Business  |             |
|                              |           | Rights    |             |
| Cost                         |           |           |             |
| As at April 01, 2017         | 254.45    | 29.47     | 283.92      |
| On Acquisition of Subsidiary | 145.07    | •         | 145.07      |
| Additions                    | 63.15     | 1         | 63.15       |
| Deductions                   | •         | •         | •           |
| As at March 31, 2018         | 462.66    | 29.47     | 492.14      |
| Accumulated Amortisation     |           |           |             |
| As at April 01, 2017         | 167.17    | 20.00     | 187.17      |
| On Acquisition of Subsidiary | 50.55     | 1         | 50.55       |
| Amortisation for the year    | 30.19     | 4.47      | 34.66       |
| Deductions/Adjustments       | 1         | ı         | 1           |
| As at March 31, 2018         | 247.91    | 24.47     | 272.38      |
| Net Book Value               |           |           |             |
| As at March 31, 2018         | 214.76    | 2.00      | 219.76      |
|                              |           |           |             |



### 5. INVESTMENTS

(₹ in Lakh)

| Particulars   | As at          |
|---|----------------|
|   | March 31, 2018 |
| Non-Current Investments   |                |
| Non - Trade Investment (at cost)  |                |
| Unquoted  |                |
| Associate   |                |
| 1,78,500 Equity Share of ₹ 10 each of Leanbox Logistics Solutions Private Limited         | 842.89         |
| Others  |                |
| 19,833 Convertible Debentures of ₹ 10 each of Leanbox Logistics Solutions Private Limited | 100.00         |
|   | 942.89         |

### 6. OTHER FINANCIAL ASSETS

(₹ in Lakh)

| Particulars                           | As at<br>March 31, 2018 |
|---------------------------------------|-------------------------|
| Non-Current Financial Assets - Others |                         |
| Unsecured Considered Good             |                         |
| Security Deposits*                    | 3,219.23                |
| Bank Deposit                          | 16.50                   |
|                                       | 3,235.73                |

<sup>\*</sup> Financial Assets carried at amortised cost

### 7. OTHER NON CURRENT ASSETS

(₹ in Lakh)

|   | (till Editil)  |
|---|----------------|
| Particulars                                 | As at          |
|   | March 31, 2018 |
| Prepaid Expenses                            | 52.95          |
| Deduction of Income Tax (Net of provisions) | 743.24         |
|   | 796.19         |

### 8. INVESTMENTS

| Particulars  | As at<br>March 31, 2018 |
|--|-------------------------|
| Current Investment   |                         |
| Unquoted   |                         |
| National Saving Certificate (under lien with Sales Tax Department) * | 0.70                    |
|  | 0.70                    |

<sup>\*</sup> Financial Assets carried at amortised cost

### 9. TRADE RECEIVABLES

(₹ in Lakh)

| Particulars                               | As at          |
|---|----------------|
|   | March 31, 2018 |
| Considered Good                           |                |
| Trade Receivable                          | 26,706.34      |
| Less : Allowance for Expected Credit Loss | (745.24)       |
|   | 25,961.10      |

### 10. CASH AND CASH EQUIVALENT

(₹ in Lakh)

| Particulars         | As at<br>March 31, 2018 |
|---------------------|-------------------------|
| Balances with Banks |                         |
| In Current Accounts | 7,749.30                |
| Cash on Hand        | 112.33                  |
|                     | 7,861.63                |

### 11. BANK BALANCES OTHER THAN CASH AND CASH EQUIVALENT

(₹ in Lakh)

| Particulars               | As at          |
|---------------------------|----------------|
|                           | March 31, 2018 |
| Bank Deposit (under lien) | 106.55         |
|                           | 106.55         |

### 12. OTHER FINANCIAL ASSETS

(₹ in Lakh)

| Particulars                                    | As at          |
|--|----------------|
|  | March 31, 2018 |
| Security Deposits                              | 1,121.29       |
| Unsecured, Considered Good                     |                |
| Doubtful                                       | 103.28         |
| Less: Provision for Doubtful Security Deposits | 103.28         |
|  | 1,121.29       |

### 13. OTHER CURRENT ASSETS

| Particulars   | As at<br>March 31, 2018 |
|---|-------------------------|
| Insurance Claim Receivables   | 19.61                   |
| Others (include receivable from Government Authorities, pre-paid expenses, advance to suppliers and advance salary) | 1,466.50                |
|   | 1,486.11                |



### 14. SHARE CAPITAL

| Particulars                              |             | As at<br>March 31, 2018 |  |
|--|-------------|-------------------------|--|
|  | Number      | (₹ in Lakh)             |  |
| Authorised                               |             |                         |  |
| Equity Shares of ₹ 10 each               | 5,00,00,000 | 5,000.00                |  |
| Equity Shares of ₹ 10 each               |             |                         |  |
|  | 5,00,00,000 | 5,000.00                |  |
| Issued and Paid up                       |             |                         |  |
| Equity Shares of ₹ 10 each fully paid up | 4,00,56,238 | 4,005.62                |  |
| Equity Shares of ₹ 10 each fully paid up |             |                         |  |
|  | 4,00,56,238 | 4,005.62                |  |

### (i) Reconciliation of Number of Shares

Equity Shares of ₹ 10/- each

| Particulars   | As at            |
|---|------------------|
|   | March 31, 2018   |
|   | Number of Shares |
| Opening Balance   | 3,91,38,283      |
| Add: On account of conversion of Zero Coupon Fully Convertible Debentures | 9,17,955         |
|   | 4,00,56,238      |

### (ii) Terms/Rights Attached to Equity Shares

The Company has only one class of equity shares having a par value of ₹ 10/- per share. Each holder of equity share is entitled for one vote per share.

In the event of liquidation, the equity shareholders are eligible to receive the remaining assets of the Company after distribution of all preferential amounts in proportion to their shareholdings.

### (iii) More than 5 % Shareholding in the Company

Shareholders holding more than 5% of the equity shares in the Company are as under:

| Name of Shareholder  |               | As at<br>March 31, 2018 |  |
|--|---------------|-------------------------|--|
|  | No. of Shares | % of<br>Holding         |  |
| Equity Shares  |               |                         |  |
| Future Enterprises Limited                                   | 2,05,15,917   | 51.2%                   |  |
| Griffin Partners Limited                                     | 58,63,475     | 14.6%                   |  |
| L&T Mutual Fund Trustee Limited-L&T Emerging Businesses Fund | 23,74,973     | 5.9%                    |  |
|  | 2,87,54,365   | 71.8%                   |  |

### (iv) Share options granted under the Company's employee share option plan

Share options granted under the Company's employee share option plan carry no rights to dividend and no voting rights. (Refer Note no.35)

(v) As at March 31, 2018, 2,69,700 (2016-17: Nil) equity shares were reserved for issuance toward outstanding employee stock options granted: (Refer Note no.35)

### 15. OTHER EQUITY

(₹ in Lakh)

| Particulars                       | As at<br>March 31, 2018 |
|-----------------------------------|-------------------------|
| Retained Earnings                 | 15,228.63               |
| Capital Reserve                   | 1,713.49                |
| Securities Premium Reserve        | 21,403.32               |
| Employee Stock Option Outstanding | 179.44                  |
| Total Other Equity                | 38,524.88               |

### 16. NON-CURRENT BORROWINGS

(₹ in Lakh)

| Particulars                                    | As at<br>March 31, 2018 |
|--|-------------------------|
| Term Loan                                      |                         |
| Rupee Term Loan from Banks* (Refer Note no.39) | 2,511.28                |
|  | 2,511.28                |

<sup>\*</sup> Financial Liabilities carried at amortised cost

### 17. OTHER NON-CURRENT FINANCIAL LIABILITIES

(₹ in Lakh)

| Particulars                       | As at<br>March 31, 2018 |
|-----------------------------------|-------------------------|
| Non Current Financial Liabilities |                         |
| Security Deposits*                | 169.95                  |
|                                   | 169.95                  |

<sup>\*</sup> Financial Liabilities carried at amortised cost

### 18. NON-CURRENT PROVISIONS

| Particulars                     | As at<br>March 31, 2018 |
|---------------------------------|-------------------------|
| Provision for Employee Benefits | 456.85                  |
|                                 | 456.85                  |



### 19. DEFERRED TAX LIABILITIES (NET)

(₹ in Lakh)

|   | (t iii Editii)          |
|---|-------------------------|
| Particulars   | As at<br>March 31, 2018 |
| Major components of the Deferred tax balances consist of the following: |                         |
| Deferred Tax Liabilities  |                         |
| Related to Fixed Assets   | 1,846.65                |
|   | 1,846.65                |
| Deferred Tax Assets   |                         |
| Disallowances under the Income Tax Act, 1961                            | 294.20                  |
|   | 294.20                  |
| Deferred Tax Liabilities (Net)  | 1,552.45                |

### 20. TRADE PAYABLES

(₹ in Lakh)

| Particulars                                   | As at<br>March 31, 2018 |
|---|-------------------------|
| Current Financial Liabilities - Trade Payable |                         |
| Trade Payables (Refer Note no. 33)            | 17,979.63               |
|   | 17,979.63               |

### 21. OTHER CURRENT FINANCIAL LIABILITIES

(₹ in Lakh)

| Particulars                                | As at<br>March 31, 2018 |
|--|-------------------------|
| Current Maturities of Long Term Borrowings | 784.98                  |
| Security Deposits                          | 3.60                    |
| Capital Creditors                          | 931.38                  |
| Payable on Purchase of Investment          | 1,202.26                |
| Other Payables                             | 3,180.48                |
|  | 6,102.70                |

### 22. OTHER CURRENT LIABILITIES

| Particulars   | As at<br>March 31, 2018 |
|---|-------------------------|
| Other Payables (includes statutory dues, advance from customers etc.) | 2,015.64                |
|   | 2,015.64                |

### 23. PROVISIONS

(₹ in Lakh)

| Particulars                     | As at          |
|---------------------------------|----------------|
|                                 | March 31, 2018 |
| Provision for Employee Benefits | 27.86          |
|                                 | 27.86          |

### 24. CURRENT TAX LIABILITIES (NET)

(₹ in Lakh)

| Particulars                                   | As at<br>March 31, 2018 |
|---|-------------------------|
| Income Tax Payable net of TDS and Advance Tax | 267.50                  |
|   | 267.50                  |

### 25. REVENUE FROM OPERATIONS

(₹ in Lakh)

| Particulars             | Year ended<br>March 31, 2018 |
|-------------------------|------------------------------|
| Logistics Services      | 79,307.06                    |
| Other Operating Revenue | 58.81                        |
|                         | 79,365.87                    |

### 26. OTHER INCOME

(₹ in Lakh)

| Particulars                                  | Year ended<br>March 31, 2018 |
|--|------------------------------|
| Interest Income                              | 416.92                       |
| Profit on Sale of Fixed Assets               | 412.45                       |
| Excess Provisions / Liabilities written back | 64.38                        |
| Recovery against shrinkage                   | 174.74                       |
| Miscellaneous Income                         | 143.94                       |
|  | 1,212.43                     |

### 27. EMPLOYEE BENEFITS EXPENSE

| Particulars   | Year ended<br>March 31, 2018 |
|---|------------------------------|
| Salaries, Wages and Bonus                                   | 7,368.40                     |
| Contribution to Provident and other Funds                   | 198.85                       |
| Expenses on Employee Stock Option Scheme (Refer Note no.35) | 179.44                       |
| Staff Welfare Expenses                                      | 298.57                       |
|   | 8,045.26                     |



### 28. FINANCE COSTS

(₹ in Lakh)

| Particulars      | Year ended<br>March 31, 2018 |
|------------------|------------------------------|
| Interest Expense | 908.63                       |
|                  | 908.63                       |

### 29. OTHER EXPENSES

(₹ in Lakh)

| Particulars                        | Year ended<br>March 31, 2018 |
|------------------------------------|------------------------------|
| Power and Fuel                     | 1,165.05                     |
| Repairs and Maintenance            | 1,100.00                     |
| Building                           | 123.02                       |
| Machinery                          | 469.26                       |
| Others                             | 457.32                       |
| Insurance                          | 140.06                       |
| Rates and Taxes                    | 49.47                        |
| Rent including Lease Rentals       | 262.48                       |
| Travelling and Conveyance Expenses | 936.34                       |
| Auditors' Remuneration             |                              |
| Statutory Audit Fees               | 18.00                        |
| Tax Audit Fees                     | 0.25                         |
| Other Services                     | 28.82                        |
| Security Expenses                  | 1,305.26                     |
| Allowance for Expected Credit Loss | 214.27                       |
| Provision for Doubtful Advances    | 5.00                         |
| Donations                          | 1.73                         |
| Miscellaneous Expenses             | 2,338.53                     |
|                                    | 7,514.86                     |

### **30. FINANCIAL RISK MANAGEMENT**

The Group's financial risk management is an integral part of how to plan and execute its business strategies. The Group's financial risk management policy is set by the respective managing board.

Market risk is the risk of loss of future earnings, fair values or future cash flows that may result from a change in the price of a financial instrument. The value of a financial instrument may change as a result of changes in the interest rates, foreign currency exchange rates and other market changes that affect market risk sensitive instruments. Market risk is attributable to all market risk sensitive financial instruments including loans and borrowings, foreign currency receivables and payables.

The Group manages market risk through respective treasury department, which evaluates and exercises independent control over the entire process of market risk management. The treasury department recommends risk management objectives and policies, which are approved by Senior Management and the Audit Committee. The activities of this department include management of cash resources, implementing hedging strategies for foreign currency exposures and borrowing strategies.

The Group is not exposed to significant market risk at respective reporting data.

### **Capital Management**

The Holding Company manages its capital to ensure that Group will be able to continue as going concern while maximising the return to shareholders by striking a balance between debt and equity. The capital structure of the Group consists of net debt (offset by cash and bank balances) and equity of the Group (Comprising issued capital, reserves, retained earnings). The Group is not subject to any externally imposed capital requirements except financial covenants agreed with lenders.

In order to optimise capital allocation, the review of capital employed is done considering the amount of capital required to fund capacity expansion, increased working capital commensurate with increase in size of business and also fund investments in new ventures which will drive future growth. The Chief Financial Officer ("CFO") reviews the capital structure of the Group on a regular basis. As part of this review, the CFO considers the cost of capital and the risks associated with each class of capital. The Group has a target Debt to Equity ratio of 1:1 determined as the proportion of Net Debt to Equity. The Group has zero net debt as on March 31, 2018.

### Interest Rate Risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates.

### **Foreign Currency Risk**

The Group's exposure to exchange fluctuation risk is very limited for its purchase from overseas suppliers in various foreign currencies.

The following table analyses foreign currency risk from financial instruments as of:

| Trade Payable          | 2017-18        |
|------------------------|----------------|
| In USD                 | 12,993         |
| ₹ in Lakh              | 8.46           |
| Conversion date of USD | March 31, 2018 |

### Foreign exchange risk sensitivity:

10% is the sensitivity rate used when reporting foreign currency risk internally to key management personnel and represents management's assessment of the reasonably possible change in foreign exchange rates. The sensitivity analysis includes only outstanding foreign currency denominated monetary items and adjusts their translation at the period end for a 10% change in foreign currency rates.

A positive number below indicates an increase in profit and negative number below indicates a decrease in profit. Following is the analysis of change in profit where the Indian Rupee strengthens and weakens by 10% against the relevant currency:

(₹ in Lakh)

|            | For the year ended<br>March 31, 2018 |  |
|------------|--------------------------------------|--|
| 10%        | 10%                                  |  |
| strengthen | weakening                            |  |
| (0.85)     | 0.85                                 |  |

In management's opinion, the sensitivity analysis is not representative of the inherent foreign exchange risk because the exposure at the end of the reporting period does not reflect the exposure during the year.



### **Credit Risk**

Credit risk refers to the risk of default on its obligation by the counter party resulting in a financial loss. The maximum exposure to the credit risk at the reporting date is primarily from trade receivables amounting to ₹ 25,961.10 Lakh as of March 31, 2018. Trade receivables are typically unsecured and are derived from revenue earned from customers. Credit risk has always been managed by the Group through credit approvals, establishing credit limits and continuously monitoring the credit worthiness of customers to which the Group grants credit terms in the normal course of business. On account of adoption of Ind AS 109, the Group uses expected credit loss model to assess the impairment loss or gain. The Group uses a provision matrix to compute the expected credit loss allowance for trade receivables. The provision matrix takes into account available external and internal credit risk factors and the Group's historical experience for customers.

The average credit period on sale of services is 30 to 90 days. No interest is charged on trade receivables.

### **Credit Risk Exposure**

Movement in Expected credit loss.

(₹ in Lakh)

|                                  | 2017-18 |
|----------------------------------|---------|
| Beginning of the year            | 419.33  |
| Movement in Expected Credit Loss | 325.91  |
| Balances at the end              | 745.24  |

Credit risk on cash and cash equivalents is limited as we generally invest in deposits with banks and financial institutions with high credit ratings assigned by international and domestic credit rating agencies.

### **Liquidity Risk**

The Group's principal sources of liquidity are cash and cash equivalents and the cash flow that is generated from operations. The Group believes that the working capital is sufficient to meet its current requirements. Accordingly, no liquidity risk is perceived.

As of March 31, 2018, The Group had a working capital of ₹ 10,144.05 Lakh including cash and cash equivalent of ₹7,968.18 Lakh and current investment of ₹ 0.70 Lakh.

### 31. CONTINGENT LIABILITES NOT PROVIDED FOR:

Disputed Service tax demand is ₹ 391.80 Lakh.

- 32. Estimated amounts of contracts remaining to be executed on capital account (net of advances) ₹ 1,927.95 Lakh.
- 33. There are no outstanding towards Micro, Small and Medium Enterprises, during the period. This information as required to be disclosed under the Micro, Small and Medium Enterprise Development Act, 2006 has been determined to the extent such parties have been identified on the basis of information available with the Company and relied by the auditors.

### 34. RELATED PARTY DISCLOSURES

Names of Related Parties and Nature of Relationship

Holding company - Future Enterprises Limited

Associate company - Leanbox Logistics Solutions Private Limited (w.e.f. July 27, 2017)

### Fellow Subsidiaries, Joint Ventures and Associates within the Group:

- Apollo Design Apparel Park Limited
- Future Generali India Life Insurance Company Limited
- Work Store Limited
- Goldmohur Design and Apparel Park Limited
- Galaxy Entertainment Corporation Limited

### **Key Management Personnel**

Mayur Toshniwal (Managing Director) (w.e.f August 5, 2017)

During the year, following transactions were carried out with the related parties in the ordinary course of business

(₹ in Lakh)

| Nature of Transactions    | Holding<br>Company | Associate<br>Company | Fellow<br>Subsidiaries,<br>Joint ventures<br>and associates<br>within the Group | Key<br>Management<br>Personnel |
|---------------------------|--------------------|----------------------|---|--------------------------------|
| Income from operation     | 1,752.11           | 25.89                | 174.40  | -                              |
| Sale of Fixed Assets      | -                  | 4.16                 | -   | -                              |
| Reimbursement of Expenses | 154.48             | -                    | -   | -                              |
| Expenses                  | -                  | -                    | 67.48   | -                              |
| Remuneration              | -                  | -                    | -   | 115.13                         |
| Investments               | -                  | 100.00               | -   | -                              |
| As on March 31, 2018      |                    |                      |   |                                |
| Receivable                | 1,152.68           | 18.67                | 32.48   | -                              |
| Payable                   | -                  | -                    | 3.58  | _                              |

Break up of Related Party Transaction with Fellow Subsidiaries, Joint Ventures and Associates within the Group and Key **Management Personnel:** 

| Nature of Transactions                               | 2017-18 |
|--|---------|
| Income from operation                                |         |
| Fellow Subsidiary Company                            |         |
| Work Store Limited                                   | 33.12   |
| Apollo Design Apparel Park Limited                   | 20.72   |
| Goldmohur Design and Apparel Park Limited            | 24.05   |
| Galaxy Entertainment Corporation Limited             | 96.51   |
| Expenses   |         |
| Fellow Subsidiary Company                            |         |
| Work Store Limited                                   | 39.41   |
| Future Generali India Life Insurance Company Limited | 19.69   |
| Galaxy Entertainment Corporation Limited             | 8.38    |
| Remuneration   |         |
| Key Management Personnel                             |         |
| Mayur Toshniwal                                      | 115.13  |



(₹ in Lakh)

| Nature of Transactions                               | 2017-18 |
|--|---------|
| Receivable   |         |
| Galaxy Entertainment Corporation Limited             | 15.97   |
| Future Generali India Life Insurance Company Limited | 2.81    |
| Goldmohur Design and Apparel Parks Limited           | 10.15   |
| Apollo Design Apparel Park Limited                   | 3.55    |
| Payable  |         |
| Work Store Limited                                   | 3.58    |

### 35. SHARE BASED PAYMENTS

- Details of the employee share based plan of the Group
  - The ESOP scheme titled "Future Supply Chain Solutions Limited Employees Stock Option Plan 2017" (FSC ESOP 2017) was approved by the Board on August 5, 2017 and our Shareholders on August 8, 2017. In aggregate 4,00,000 options are covered under the FSC ESOP 2017 for 4,00,000 equity shares.
    - During the year, the NRC of the Group granted 2,83,763 options under FSC ESOP 2017 to certain directors and employees of the Group. The options granted under FSC ESOP 2017 are convertible into equal number of equity shares. The exercise price of each option is ₹ 350/-.
    - The options granted shall vest over a period of 3 years from the date of the grant in the manner specified in the resolution passed by the NRC while granting the options. Accordingly, such options may be exercised within 3 years from date of vesting.
  - b) The following share-based payment arrangements were in existence during the year:

| Option scheme | Number of              | Grant date        | Expiry date  | Exercise price (₹) | Fair value at  |
|---------------|------------------------|-------------------|--------------|--------------------|----------------|
|               | <b>Options Granted</b> |                   |              |                    | grant date (₹) |
| FSC ESOP 2017 | 2,83,763               | November 14, 2017 | Note-1 below | 350.00             | 599.00         |

- Note-1 The options granted shall vest over a period of 3 years from the date of the grant in the manner specified in the resolution passed by the NRC while granting the options. Accordingly, these options may be exercised within 3 years from date of vesting.
- (ii) Options were priced using a Black Scholes option pricing model. Expected volatility is based on the historical share price volatility over the past 1 year.

| Inputs into the model             | FSC ESOP 2017 |
|-----------------------------------|---------------|
| Expected volatility (%)           | 25.26         |
| Option life (Years)               | 2.50-4.50     |
| Dividend yield (%)                | 0.00          |
| Risk-free interest rate (Average) | 6.75% - 7.01% |

(iii) Movement in share options during the year

The following reconciles the share options outstanding at the beginning and end of the year:

| Particulars                  | Year ended<br>March 31, 2018                    |     |
|------------------------------|---|-----|
| raiticulais                  | Number of options Weighted avera exercise price |     |
| Balance at beginning of year | -   | -   |
| Granted during the year      | 2,83,763  | 350 |
| Cancelled during the year    | 14,063  | 350 |
| Balance at end of the year   | 2,69,700  | 350 |

### (iv) Share options outstanding at the end of the year

The share options outstanding at the end of the year had a weighted average remaining contractual life of 1,799 days.

### **36. EARNINGS PER SHARE**

| Particulars  | 2017-18     |
|--|-------------|
| Profit for the year (₹ in Lakh)  | 5,833.59    |
| Weighted average number of equity shares outstanding during the year for Basic EPS             | 3,94,85,345 |
| Add: Weighted Average number of equity shares on account of Employee Stock Options outstanding | 9,174       |
| Weighted average number of equity shares outstanding during the year for Diluted EPS           | 3,94,94,519 |
| Earnings per share of ₹ 10/- each  |             |
| - Basic (in ₹)   | 14.77       |
| - Diluted (in ₹)   | 14.77       |

### 37. LEASE

The Group's has entered into operating lease arrangements for its warehouses, office premises etc. These leasing arrangements which are non-cancellable range between 3 months and 12 years generally or longer and are usually renewable by mutual consent on mutually agreeable terms. The aggregate lease rents payable are charged as "Rent" under Cost of Logistics Service amount of ₹ 7,807.96 Lakh. Lease Rent payable not later than one year is ₹ 3,002.87 Lakh, payable later than one year but not later than five year is ₹ 7,279.04 Lakh and payable later than five years is ₹ 1,517.67 Lakh.

### 38. ZERO COUPON FULLY AND COMPULSORILY CONVERTIBLE DEBENTURES

During the year, the Group has converted 55,000 Zero Coupon fully and Compulsorily Convertible Debenture into 9,17,955 equity share of ₹ 10 at a premium of ₹ 589.16 per equity share.

39. Security clause in respect to Secured Borrowings includes Working Capital Loans from Banks.

### A. Short-Term Borrowing

₹ Nil is secured by (a) First Pari-Passu Charge on Current Assets of the Group (b) Second Pari-Passu Charge on Fixed Assets (c) Secured by personal guarantee of a Director.

### **Long-Term Borrowing**

₹ 3,310.80 Lakh (Including current maturity) is secured by First Pari-Passu Charge on entire Fixed Assets (Including immovable properties but excluding land) - Present and future of the Group and personal guarantee by one of the Directors' and ₹ 4.98 Lakh is secured by vehicle.

Amount repayable: ₹ 780.00 Lakh in 2018-19, ₹ 780.00 Lakh in 2019-20, ₹ 780.00 Lakh in 2020-21, ₹ 780.00 Lakh in 2021-22 and 2022-23 ₹ 190.80 Lakh. Rate of interest ranges from 9.0% to 11.0%.

Installments falling due in respect of the above term loan upto March 31, 2019 aggregating ₹ 784.98 Lakh have been grouped under current maturities of long- term borrowings.

### **40.** EMPLOYEE BENEFIT PLANS

### **Defined Contribution Plan**

Amount recognised as an expenses and included in Schedule 27 under the "Contribution to Provident and Other Funds" of Consolidated Statement of Profit and Loss Account is ₹ 198.85 Lakh.



### **Defined Benefit Plan – Gratuity**

The Group operates a gratuity plan covering qualifying employees. The benefit payable is the greater of the amount calculated as per the payment of Gratuity Act, 1972 or the Group scheme applicable to the employee. The benefit vests upon completion of five years of continuous service and once vested it is payable to employee on retirement or on termination of employment. The gratuity benefit payable to the employees are based on the employee's service and last drawn salary at the time of leaving. The employees do not contribute towards this plan and the full cost of providing these benefits are met by the Group. In case of death while in service, the gratuity is payable irrespective of vesting. The Group's obligation towards Gratuity is a Defined Benefit plan and is not funded.

The plan typically exposes the Group to actuarial risks such as: interest rate risk, longevity risk and salary risk.

### Interest risk

A decrease in the government bond interest rate will increase the plan liability.

The present value of the defined benefit plan liability is calculated by reference to the best estimate of the mortality of plan participants both during and after their employment. An increase in the life expectancy of the plan participants will increase the plan's liability.

### Salary risk

The present value of the defined benefit plan liability is calculated by reference to the future salaries of plan participants. As such, an increase in the salary of the plan participants will increase the plan's liability.

The most recent actuarial valuation of the plan assets and the present value of the defined benefit obligation were carried out at March 31, 2018. The present value of the defined benefit obligation, and the related current service cost and past service cost, were measured using the projected unit credit method.

As per Ind AS 19 the disclosures as defined in the Accounting Standard are given below:

### **Change in Present Value of Defined Benefit Obligation**

(₹ in Lakh)

| Particulars  |         | Leave<br>Encashment |
|--|---------|---------------------|
|  | 2017-18 | 2017-18             |
| Present value of obligation at the beginning of the year | 189.30  | 129.92              |
| On Business Combination                                  | 87.70   | 14.08               |
| Current service cost                                     | 50.33   | 38.66               |
| Interest cost  | 14.99   | 7.43                |
| Acquisition adjustment                                   | 5.89    | (0.16)              |
| Remeasurement-Acturial (gain)/ loss                      | (12.62) | 1.66                |
| Past service cost  | 5.68    | -                   |
| Benefits paid by Group                                   | (27.08) | (17.88)             |
| Present value of obligation at the year end              | 314.20  | 173.71              |

### **Change in Fair Value of Plan Assets**

|   | (1 III Lakii)        |
|---|----------------------|
| Particulars   | Gratuity<br>(Funded) |
|   | 2017-18              |
| Fair value of plan assets at the beginning of the year                            | 2.98                 |
| Remeasurement-Return on plan assets excluding amounts included in interest income | 0.22                 |
| Fair value of plan assets at the end the year                                     | 3.20                 |

### **Net Defined Benefit Liability/ (Assets)**

(₹ in Lakh)

| Particulars                             | 2017-18 |
|---|---------|
| Defined Benefit Obligation              | 314.20  |
| Fair Value of Plan Assets               | (3.20)  |
| Surplus/ (Deficit)                      | 311.00  |
| Net Defined Benefit Liability/ (Assets) | 311.00  |

### **Expenses recognised in Consolidated Statement of Profit and Loss**

(₹ in Lakh)

| Particulars  |         | Leave<br>Encashment |
|--|---------|---------------------|
|  | 2017-18 | 2017-18             |
| Current service cost   | 50.33   | 38.66               |
| Net interest on the net defined benefit liability/ asset         | 14.99   | 7.43                |
| Remeasurement on (gain)/ loss                                    | -       | 1.66                |
| Immediate recognition of (gain)/ loss - other long term benefits | (2.10)  | -                   |
| Total Expenses recognised in Profit and Loss Account             | 63.22   | 47.75               |

### Re-measurement Effects Recognised in Other Comprehensive Income (OCI)

(₹ in Lakh)

| Particulars                         | 2017-18 |
|-------------------------------------|---------|
| Actuarial (gain)/ loss              | (25.68) |
| Total (gain) / loss included in OCI | (25.68) |

### Financial Assumptions used for the purpose of the actuarial valuations were as follows:

| Particulars                             | Gratuity    | Leave       |
|---|-------------|-------------|
|   |             | Encashment  |
|   | 2017-18     | 2017-18     |
| Discounted rate (per annum)             | 7.80%       | 7.80%       |
| Expected rate of future salary increase | 5-9%        | 5-9%        |
| Mortality rate (% of IALM 06-08)        | 100%        | 100%        |
| Withdrawal rate (per annum)             | 1-20%       | 1-20%       |
| Normal retirement age                   | 58-60 Years | 58-60 Years |

### Sensitivity analysis: Gratuity

Significant actuarial assumptions for the determination of the defined benefit obligation are discount rate, expected salary increase and mortality. The sensitivity analysis below have been determined based on reasonably possible change of the assumptions occurring at the end of the reporting period, while holding all other assumptions constant. The results of sensitivity is given below:

(₹ in Lakh)

| Particulars                       | 2017-18 |
|-----------------------------------|---------|
| Defined Benefit Obligation (Base) | 314.20  |

(₹ in Lakh)

| Particulars                                   | 2017-18  |          |
|---|----------|----------|
|   | Decrease | Increase |
| Discount Rate (- / + 0.5-1%)                  | 248.75   | 192.08   |
| Salary Growth rate (- / + 0.5-1%)             | 192.10   | 248.36   |
| Attrition rate (- / + 50% of attrition rates) | 214.44   | 221.22   |
| Mortality rate (- / + 10% of Mortality rates) | 217.69   | 218.21   |

Please note that the sensitivity analysis presented above may not be representative of the actual change in the defined benefit obligation as it is unlikely that the change in assumptions would occur in isolation of one another as some of the assumption may be correlated.



41. The Group is engaged only in Logistics business in India and there are no separate reportable business and geographical segments under the Accounting Standard of Ind AS 108 Operating Segments.

### 42. BUSINESS COMBINATIONS

### (i) Subsidiary acquired

(₹ in Lakh)

| Name of target<br>Company         | Principal activity   | Acquisition date | % of voting equity interest | Consideration paid in<br>Cash |
|-----------------------------------|--|------------------|-----------------------------|-------------------------------|
| Vulcan Express<br>Private Limited | Fulfilment Business,<br>Last Mile Delivery<br>Business for<br>E-Commerce Activities. | February 2, 2018 | 100.0                       | 4,012.27                      |

Above businesses were acquired so as to continue the expansion of the Transportation activities in Logistics sector.

### (ii) Acquisition cost

Acquisition-related costs have been excluded from the consideration transferred and have been recognised as an expense in profit or loss in the year of acquisition, within the 'Other expenses' line item.

(iii) Assets acquired and liabilities recognised at the date of acquisition

| Particulars                              | ₹ in Lakh |
|--|-----------|
| Current assets                           |           |
| Cash and cash equivalents                | 549.55    |
| Trade and other receivables              | 4,262.04  |
| Other Current Assets                     | 1,095.84  |
| Non-current assets                       |           |
| Property, plant and equipment            | 5,826.29  |
| Intangible Assets                        | 94.51     |
| Other Non-Current Assets                 | 800.47    |
| Current liabilities                      |           |
| Trade and other payables                 | 4,597.17  |
| Other Current Liabilities and Provisions | 2,220.77  |
| Non-current liabilities                  |           |
| Other Non-Current Liabilities            | 85.01     |
| Net assets acquired                      | 5,725.76  |

(iv) Capital Reserve arising on acquisition

Capital reserve arose in the acquisition amounting to ₹ 1,713.49 Lakh

(v) Net cash outflow on acquisition of business

| Particulars                                      | (₹ in Lakh) |
|--|-------------|
| Consideration paid in cash                       | 4,012.27    |
| Less: Cash and cash equivalent balances acquired | 549.55      |
| Net cash outflow                                 | 3,462.72    |

(vi) Had these business combinations been effected from April 1, 2017, the revenue of the Company from continuing operations for year ended March 31, 2018 would have been ₹ 93,780.49 Lakh

### 43. APPROVAL OF FINANCIAL STATEMENT

The Consolidated Financial Statements were approved by the Audit Committee and the Board of Directors at their respective meetings held on April 25, 2018.

As per our report of even date attached For NGS & Co. LLP **Chartered Accountants** 

Ashok A. Trivedi

Partner

Membership No.: 042472

Place: Mumbai Date: April 25, 2018 For and on behalf of the Board of Directors **Future Supply Chain Solutions Limited** 

**Mayur Toshniwal** (Managing Director) DIN: 01655776

Samir Kedia

(Chief Financial Officer)

**C P Toshniwal** (Director)

DIN: 00036303

**Vimal K Dhruve** (Company Secretary)

### **FUTURE SUPPLY CHAIN SOLUTIONS LIMITED**

Information as required pursuant to Rule 5(2) of the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014 and forming part of the Directors' Report for the year ended March 31, 2018.

### SI. No., Employee Name, Designation, Age, Date of Joining, Experience (in Years), Qualification, Remuneration received (in ₹), Last Employment

1. P V Sheshadri, President, 50, November 27, 2006, 25, B.Sc., 12992425, Welspun Retail Limited, 2. Mayur Toshniwal\*, Managing Director, 50, August 5, 2017, 25, MBA, 11512865, Entrepreneur 3. Divyansh Rathore, Vice President, 46, July 21, 2011, 24, BE, 7554957, Guetermann Private Limited, 4. Kailash Chand Sharma\*, Chief Financial Officer, 53, July 1, 2013, 26, Chartered Accountant, 7361847, Asian Retail Lighting Limited 5. Sougato Shome, Vice President, 45, January 12, 2006, 21, MBA, 6625421, Philips India Electronics Limited 6. ASR Prasad, Vice President, 47, October 31, 2007, 20, MBA, 6406810, The Himalaya Drug Company 7. Jayesh Tanaji Patil, General Manager, 43, December 12, 2007, 20, MBA, 5596042, Woodworth Wholesale 8. Anand Sen, General Manager, 37, December 07, 2015, 10, MBA, 5025384, R.K. Foodland 9. Vipul Dhawan, General Manager, April 18, 2011, 23, MBA, 5004525, Tops Group 10. Vinod K Sharma, General Manager, 51, July 01, 2015, 27, M.Com., 4859888, Gati Limited.

\* Employed during part of the year

### Notes:

- 1. The employees have adequate experience to discharge the responsibilities assigned to them.
- 2. The nature of employment is contractual.
- 3. No employee is related to any director of the Company.
- 4. Gross remuneration received shown in this statement inloudes salary, allowances and perequisite and other terminal benefits, as applicable.
- 5. Terms and conditons of the employment are as per Company's rules and policy.

For Future Supply Chain Solutions Limited

Place: Mumbai Rakesh Biyani
Date: April 25, 2018 Chairman

References to the A&M Industry Report are to the report of Alvarez & Marsal India Private Limited ("A&M India") entitled "Future of Organized Logistics in India - Contract, Express and Cold Chain" (the "Report"), which is subject to the following disclaimer:

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# **Notes**

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