



paving way for success

# LIGHTING UP NEW HORIZONS

**17th Annual Report**  
2011-2012

**Global Land Masters Corporation Limited**

## CONTENTS

1. Corporate Information
2. Message from Chairman
3. Performance Highlights
4. Route Map Since Incorporation
5. Management Discussion and Analysis Report.
6. Notice of the Annual General Meeting
7. Director's Report.
8. Corporate Governance Report
9. CEO/ Managing Director Certification
10. Auditor's Report on Standalone Financials
11. Standalone Financials
12. Notes to the Accounts
13. Auditor's Report on Consolidated Financials
14. Consolidated Financials
15. Notes to the Accounts
16. Balance Sheet Abstract And Company's General Business Profile
17. Attendance Sheet & Proxy Form.

<b>17<sup>th</sup> Annual General Meeting</b>	
Date	28 <sup>th</sup> September, 2012
Day	Friday
Time	11.00 A.M.
Place	Legend Sarovar Patrico, Village Malpur, Tehsil Baddi, District Solan, Himachal Pradesh, INDIA Pin Code 173 205



## Corporate Information

### BOARD OF DIRECTORS

Lt Col (Retd) Surender Singh Deswal  
(Executive Chairman & Managing Director)

Mr. Rajiv Kashyap  
Executive Director

Er. Abhimanyu Deswal  
Executive Director

Mr. Ashok Aggarwal  
Independent Director

Dr. Gurnam Singh  
Independent Director

Brig (Retd) Harpal Singh  
Independent Director

### COMPANY SECRETARY

Ms. Seema Mathur

### COMPLIANCE OFFICER

Mr. Rajiv Kashyap

### AUDITORS

M/s. S. Agarwal & Co.  
Chartered Accountants  
123, Vinoba Puri, Lajpat Nagar,  
New Delhi Pin Code 110 065

### ADVISORS

RSJ CapitalVentures Private Limited,  
2/11 B, Basement, Jangpura Block – A,  
New Delhi Pin Code–110 014

### BANKERS OF THE COMPANY

Union Bank of India  
IDBI Bank  
Parwanoo Urban Co-operative Bank  
Uco Bank

### REGISTRAR AND SHARE TRANSFER AGENTS

M/s Skyline Financial Services Private Limited  
1st Floor, D-153A, Okhla Industrial Area, Phase I,  
New Delhi Pin Code 110 020, INDIA

### LISTED AT

BSE Limited  
Delhi Stock Exchange Limited  
Ludhiana Stock Exchange Limited

### REGISTERED OFFICE

Shop No. 1, Gole Market, Sai Road, Baddi,  
Distt. Solan, Himachal Pradesh 173205,  
Tel. No. +91 0172-6543009

### CORPORATE OFFICE

1411, Sector 21, Panchkula  
Haryana 134112

### PROJECT OFFICE

Sector 2 & Sector 7, Shri Mata Mansa Devi, Urban  
Complex, Panchkula, Haryana 134109  
Tel. No. +91 172 6543 009

### EMAIL ID AND WEBSITE

Company and Investor Grievances: -  
globallandmasters@gmail.com

Compliance Officer:-  
rajivkashyapglmc@gmail.com

Website: - [www.globallandmasters.com](http://www.globallandmasters.com)

Innovate, Improve and Evolve. The three most important pillars for a successful growth which we have “lovingly” ingrained in our system.

Last year was a testing time not only for the company but for the entire industry. With the global economy going through its most tested phase in memory, the challenges have grown significantly. The businesses that will shine into the future are the ones who, with 'innovation' and 'improvisation' will have successfully 'evolved' out of the scenario to progress into the future.

**GLM** will continue to strive for excellence as we learn from the milestones achieved and prepare ourselves for the challenges that await us in the future.

Quality - products, construction and services are no longer the hallmark of success, they are simply expected in today's increasingly demanding marketplace. However, a company's true character is determined by its ability to sustain and improve the aspect of quality and performance and to maintain the vision and will to deliver it. **GLM** has always been and will remain alert for change and adopting new and better ways of doing things.

At **GLM**, we are challenging our teams to look beyond our existing standards and seek excellence in every aspect of business. Better ways to relate to our customers and our partners. Better ways to develop new markets and new products. Better ways of research and innovation. And above all better ways to serve our community.

**With Best Wishes**

**Lt Col (Retd) S S Deswal**

Chairman & Managing Director



**Lt Col (Retd) S S Deswal**  
**Chairman**

“only Way To Do Great Work  
Is To Love What You Do.....”

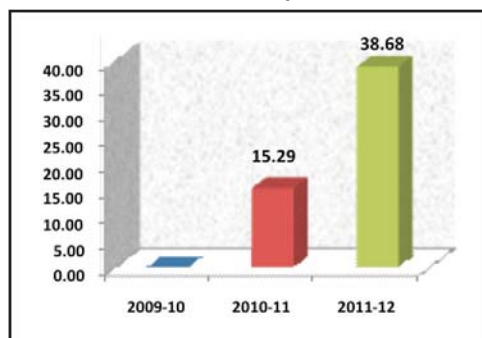
## PERFORMANCE HIGHLIGHTS

(Amount in lacs)

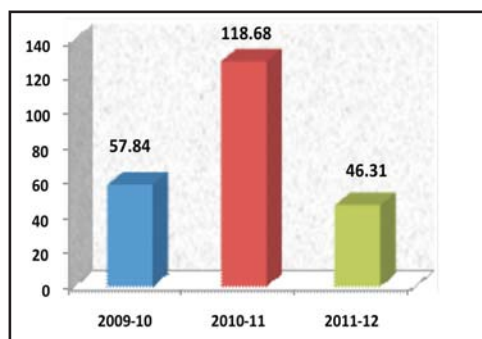
Particulars	*2011-12	2010-11	2009-10
Revenue	38.68	15.29	0.00
Profit/(Loss) before tax	(73.46)	(82.86)	(80.67)
Profit/(Loss) after tax	(72.37)	(82.86)	(80.67)
Net worth	46.31	118.68	57.84

\* Financial Year 2011-12 represent consolidated figures of the Company

### REVENUE (in Lacs)



### NET WORTH (In Lacs)



Your Company has finished 2011-12 with all-round growth reflected in revenue from 15.29 lacs in year 2010-11 to 38.68 lacs in the year 2011-12. Accumulated Losses of the Company increased from 566.14 lacs in the year 2010-11 to 638.51 lacs in the year 2011-12.

The highlight of the financial year is completion of most projects in progress for the last year, and taking initiative to launch some good projects, while at present your Company has operations only in three cities — Panchkula, Mohali and Barog.

We assure to the members in respect of above details that the future prospects of the company seem to be good and the company is expected to reach the new heights of success in the near future.

## ROUTE MAP SINCE INCORPORATION

**1995:** Incorporation of Company with the object of establishing and carrying on the business of merchant banking, portfolio management, brokers of the recognized stock exchange, transfer agents, underwriters, custodian services, factoring, investment banking and the related activities.

**1995:** Company raises the funds through Public Issue and got listed at BSE Limited, Ludhiana Stock Exchange Limited and Delhi Stock Exchange Limited.

**2006:** Composition of the Board is completely changed with a view to bring about substantial growth.

**2009:** Introduction of Lt Col (Retd) Surender Singh Deswal as a Director in the company, who was also later on elevated to the position of the Managing Director of the Company. The revival of the Company started by changing its main objective to real estate business and related activities, pursuant to which the name of the company was also changed to Bhoomi Infrastructures Corporation Limited on 24<sup>th</sup> September 2009.

**2009:** Bhoomi Infrastructures Corporation Limited (Now known as Global Land Masters Corporation Limited) was takenover through an open offer given by the then promoters of the Company i.e. Lt Col (Retd) S S Deswal, Mr. Rajiv Kashyap, Mr. Virender Gandhi and Mr. Vijay Patel.

**2011:** For the future growth and expansion of the company the Board of Directors decided to do the business outside India as well. Therefore to give a global recognition, once again name of the Company was changed from Bhoomi Infrastructures Corporation Limited to present name Global Land Masters Corporation Limited on 11<sup>th</sup> March 2011.

With the marvelous efforts taken by the Board of Directors, the Company was successfully reinstated on Bombay Stock Exchange Limited, Ludhiana Stock Exchange Limited and Delhi Stock Exchange Limited and trading of the Shares of the Company started at BSE Limited.

The Company got ISO certification (**ISO 9001:2008 (QMS)**) confirming to standards on operating as a quality management system.

The Company has also been accredited as **ISO 9001: 14000** for being environment friendly Company.

After a long time, in the year 2011 the Company generated revenue. Though, only a satisfactory amount, but it was enough to push on the track the efforts to generate some positive vibes by exploring new projects, contracts from different sectors of industries and committed to generating profits into the Company.

The Company became a member of **Confederation of Indian Industry (CII)**, which works to create and sustain an environment conducive to the growth of industry in India leading to India's Development.

**2012:** The Promoters of the Company have taken over Peak View Resorts Private Limited, a company formed for executing a resort project in Barog (Himachal Pradesh). The total land for the proposed resort is spread over 20.5 Bighas in Barog and the resort would include a room hotel, service apartments, villas and row houses. This project mix of residential apartments, cottages and a hotel has provided a competitive edge as it is one of its kind in the region.

## **MANAGEMENT DISCUSSION AND ANALYSIS**

### **ECONOMIC OVERVIEW**

The Indian economy has continuously recorded high growth rates and has become an attractive destination for investments, according to Ms Pratibha Patil, the former Indian President. "Today India is among the most attractive destinations globally, for investments and business and FDI had increased over the last few years," said Ms Patil.

Moreover, India's economic growth is expected to remain robust in 2012 and 2013, despite likely headwind of double-dip recessions in Europe and the US, according to a United Nations' annual economic report - World Economic Situation and Prospects 2012. The Indian economy is expected to grow between 7.7 per cent and 7.9 per cent this year, as per the report.

In addition to above, India is the second most preferred destination for foreign investors, according to the report 'Doing Business in India' by Ernst & Young. The report explores India's key sectors, investment climate, funding scenario, laws and regulations, to aid companies that are doing, or plan to do business in India.

### **INDUSTRY OVERVIEW**

#### **Commercial Real Estate**

In 2012, several IT companies are looking to pre-lease office space to take advantage of the favourable commercial terms currently being proposed by commercial office space developers. Demand is expected to remain stable. However, the office space supply is expected to outweigh demand in most prime cities of India. Corporate expansions are likely to decrease due to the uncertainties in the global economic situation, which will have an impact on business budgets for next year.

Demand will derive from consolidation in and relocation to Special Economic Zones by large IT occupiers, who will seek to reduce costs and avail of the related tax incentives. Commercial office space rents and capital values are expected to increase across all cities, albeit marginally.

Commercial office space investor sentiments will remain cautious in the year ahead. The suburban submarkets will continue to be preferred by tenants, especially in the case of the IT sector, due to the cost advantage and availability of substantial supply.

#### **Retail Real Estate**

In 2012, enquiries for quality retail space are likely to remain robust as major Indian retailers are seeking to implement their expansion plans also in Tier II and Tier III cities. FDI in multi brand real estate, when finally permitted, is expected to catalyze a lot of demand from international retailers.

Both large-format and vanilla retailers are expected to chase deals in under construction projects that provide good branding and business potential. Transactions will be oriented towards the revenue sharing model rather than straightforward leasing deals. High streets will continue to give strong competition to malls, and there will be significant high street in 2012. Demand polarization towards selected malls will continue, and this will keep overall vacancy levels high - several poorly-designed and unfavorably located malls will become operational at low occupancy levels in 2012.

### **Residential Real Estate**

Because of the prevailing uncertainties on the global market and the likelihood of further interest rate hikes by the RBI in the early part of 2012, sentiments on the residential market will remain cautious over the short term. The absorption rate - meaning the ratio of sales over inventory in the market - is likely to be low, and the incidence of new launches will decline. Rise in capital values will be marginal because of low sales.

Project-specific price increases can be expected across all sub-markets - this pertains specially to projects that are being delivered or are nearing completion. The mid-end and affordable housing segments will record healthy appreciation in capital values in the short term from a low base.

### **OPPORTUNITIES AND THREATS**

#### **Key Opportunities in The Real Estate Market:**

- State governments and bodies like the Confederation of Real Estate Developers' Associations of India (CREDAI) are hoping to crack down on unlawful and potentially dangerous construction practices with new requirements and increased transparency.
- The interest shown in the country by IT and retail companies will help increase property values in city centres. Increased competition between these companies in India could also aid growth in demand for high quality property.
- For the most part supply is continuing to match demand, but not surpassing it, keeping rents at the optimum level.

#### **Key Risks To The Real Estate Market:**

- Fears remain over major Indian companies' debt levels and whether interest rates will increase while they try to reduce them over the next year or so.
- The unstable market in the US and euro zone could cause international investors to reduce their activities in order to save capital. However, it is also possible these fears may drive investors into the Indian market.
- Raw material costs are high and increasing, which could slow construction and cause developers to reduce the number of projects they wish to invest in until levels stabilise. Currently, prices are not predicted to decrease in the medium term.

### **FINANCIAL PERFORMANCE**

During the year the company could not reach its target of generating sound business. Company is continuously looking to generate some positive vibes by exploring new projects, contracts from different sectors of industries and committed to generating profits into the company.

### **LOOKING FORWARD**

As the company is beginner in this activity so the performance of the company during the year was only satisfactory. However, the company is very optimistic, barring unforeseen circumstances; the company expects to improve its growth rate as well as the profitability.

Over the last year, through an even more strategic approach to corporate social responsibility, the GLM Group has relooked at how it can drive more meaningful impact, and further its commitment through shared value initiatives that create both social and business benefits.



## **RISK AND CONCERN**

The Company is exposed to different types of risks such as credit risk, market risk (including liquidity risk, interest rate risk and foreign exchange risk), operational risk and legal risk. The Company monitors credit and market risks, as well as portfolio and operational risk through the oversight of senior management personnel in each of its business segments. Legal risk is subject to the review of the Company's legal department and external advisers. The Company is exposed to specific risks in connection with the management of investments and the environment within which it operates. The Company aims to understand, measure and monitor the various risks to which it is exposed and to ensure that it adheres, as far as reasonably and practically possible, to the policies and procedures established

## **HUMAN RESOURCES**

Your Company firmly believes that a motivated and empowered employee is the key to competitive advantage. At present your company has adequate human resources which is commensurate with the current volume of activity and is reviewed by the management periodically and the company would induct competent personnel on increase/ expansion of the activity. Your Company's employee value proposition is based on a strong focus on employee development, an exciting work culture, performance and empowerment. Processes such as performance improvement, talent management and competency management are platforms for individual development.

## **INTERNAL CONTROLS AND THEIR ADEQUACY**

The Company has a proper and adequate system of internal controls to ensure that all assets are safeguarded and protected against loss from unauthorized use or disposition, and to ensure that all transactions are authorised, recorded and reported correctly and adequately. The Company's internal controls are supplemented by an extensive programme of internal audits, review by management and documented policies, guidelines and procedures. The internal control is designed to ensure that financial & other records are reliable for preparing financial information and for maintaining accountability of assets. All financial and audit control systems are also reviewed by the Audit Committee of the Board of Directors of the company on periodical basis.

## **SAFETY**

The Company has always considered safety and environmental protection as one of its key focus areas and strived to make continuous improvement on this front. During the financial year all the projects exhibited an impressive safety performance. Your Company is committed to comply with regulations in regard to safety and ensure safer sites by conducting safety audits, risk assessments, ambient air monitoring survey and periodic safety awareness campaigns & training to contractors and employees.

## NOTICE OF ANNUAL GENERAL MEETING

NOTICE is hereby given that the Seventeenth Annual General Meeting of Global Land Masters Corporation Limited (Formerly known as Bhoomi Infrastructures Corporation Limited) will be held on Friday, 28th Day of September 2012 at 11:00 A.M at Legend Sarovar Patrico, Village Malpur, Tehsil Baddi, District Solan, Himachal Pradesh 173 205 to transact the following business (s):

### **ORDINARY BUSINESS**

1. To receive, consider and adopt the Balance Sheet as at 31st March, 2012 and the Profit & Loss Account for the year ended on that date, together with the report of the Directors and Auditors thereon.
2. To re-appoint Mr. Ashok Aggarwal as director who retires by rotation and being eligible offers himself for re-appointment.
3. To re-appoint Brig (Retd) Harpal Singh as director who retires by rotation and being eligible offers himself for re-appointment.
4. To appoint M/s S. Agarwal & Co. as Statutory Auditors of the Company having registration No. 000808N to hold office from the conclusion of this Annual General Meeting until the conclusion of Next Annual General Meeting and to fix their remuneration.

### **SPECIAL BUSINESS**

5. To consider and if thought fit, to pass, with or without modification(s), the following resolution as an **Ordinary Resolution**:

**“RESOLVED THAT** Er. Abhimanyu Deswal, who was appointed as an Additional Director of the company, by the board under Section 260 of the Companies Act 1956 and who holds office upto the date of this Annual General Meeting under Section 260 of the Companies Act, 1956 and given his consent and not disqualified to act as Director, be and is hereby appointed as a Director of the Company.

**RESOLVED FURTHER THAT** Lt Col (Retd) Surender Singh Deswal, Managing Director and/or Mr. Rajiv Kashyap, Director of the Company, be and are hereby authorised to sign the form 32 and make arrangement to file the same with Registrar of Companies to take such other steps as may be necessary in this regard.”

6. To consider and, if thought fit, to pass with or without modifications, the following resolution as an **Special Resolution**

**“RESOLVED THAT** pursuant to the applicable provisions of the Companies Act, 1956 including any statutory modifications or re-enactments thereof for the time being in force, the applicable statutes, guidelines, regulations, approvals, consents, permissions or sanctions of the Central Government, Stock Exchanges and any other appropriate and / or concerned authorities, institutions or bodies (the “Approvals”), the consent of the Company be and is hereby accorded to the Board of Directors of the Company (“the Board” which expression shall also include a Committee of Directors constituted for this purpose) to nullify the resolution for Shifting of Registered office from the State of Himachal Pradesh to National Capital Territory of Delhi, which was passed by the members of the Company through Postal Ballot on 08<sup>th</sup> March 2011.