

# EPIC ENERGY LIMITED

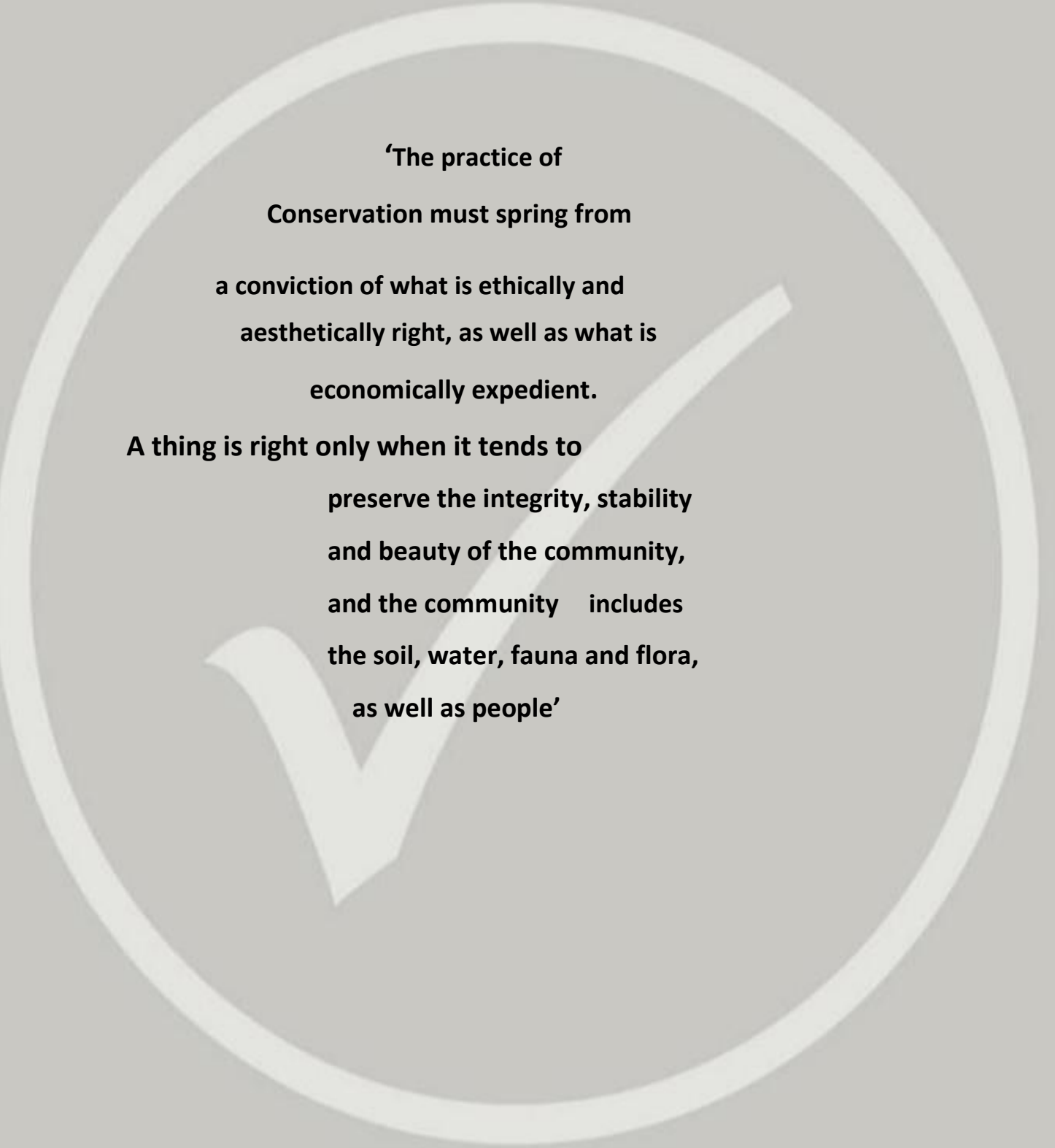


## **EPIC ENERGY LIMITED**

An ISO 9001: 2015 Company

A BEE Recognized ESCO Company

[www.epicenergy.biz](http://www.epicenergy.biz)



**‘The practice of  
Conservation must spring from  
a conviction of what is ethically and  
aesthetically right, as well as what is  
economically expedient.**

**A thing is right only when it tends to  
preserve the integrity, stability  
and beauty of the community,  
and the community includes  
the soil, water, fauna and flora,  
as well as people’**

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## **Corporate Information**

### **BOARD OF DIRECTORS**

**Mr. Sanjay Gugale**  
Independent Non-Executive Director

**Mr. Brian Dsouza**  
Independent Non-Executive Director

**Mrs. Veena Morsawala**  
Non-Executive Director

**Mr. Bharat Mehta**  
Independent Non-Executive Director

### **KEY MANAGEMENT PERSONNEL**

Chief Financial Officer  
**Mr. Nikhil Morsawala**

Manager  
**Mr. Atul Mishra**

Head- Projects  
**Mr. Jigar Bhatt**

### **ENVIRONMENT MANAGER**

Mrs. Aruna Joshi

### **ENGINEERING TEAM LEADERS**

Mr. Satish Mahajan  
Mr. Satish Gohil

### **COMPANY SECRETARY & COMPLIANCE OFFICER**

Mr. Sandipkumar Gupta

### **AUDITORS**

P. Murali & Co.  
Chartered Accountants

### **REGISTRAR AND SHARE TRANSFER AGENT**

**Adroit Capital Services Private Ltd.**

17-20, Jafferbhoy Industrial  
Estate, Makhwana Rd, 400059,  
Marol, Andheri East, Mumbai,  
Maharashtra 400059.  
**Phone:** 022 4227 0400

### **BANKERS**

Axis Bank  
Bank of India

### **REGISTERED OFFICE**

Office No. 1, Ground Floor, "SUNSHINE WILLOWS", Plot  
No. 18, Sector-8, Ghansoli, Navi Mumbai-400701 Phone:  
022 - 8419988262

**CIN: L67120MH1991PLC063103**

E-mail: **info@epicenergy.biz**

Website: **www.epicenergy.biz**

### **BRANCH OFFICE**

**AHMEDABAD**  
3, Poojan Apartment,  
Karnavati Society,  
Opp. Ratilal Patel Hall,  
Bhairavnath Road,  
Maninagar, Ahmedabad  
Gujarat – 380008.

### **GODHRA**

133, Shreemali Wadi, Prabhakunj  
Society,  
Godhra  
Gujarat - 389001.

### **Hyderabad**

4-200, 1<sup>st</sup> Floor, Geetanagar,  
Ferozguda,  
Hyderabad,  
Telangana – 500042.

**DIRECTORS' REPORT**

To,

The Members of

**EPIC ENERGY LIMITED**

Your Directors are pleased to present the 29<sup>th</sup> Annual Report and the Company's Audited Financial Statements for the Year ended on March 31, 2020.

**FINANCIAL RESULTS:**

The Company's financial performance, for the year ended March 31, 2020, is summarised below:

Particulars	2019-20	2018-19
	(INR in lakh except EPS)	(INR in lakh except EPS)
Total Revenue	173.66	679.55
Operating Profit before Depreciation & Tax	3.31	44.82
Less: Depreciation	37.62	37.88
Profit before exceptional and extraordinary items and Tax	(34.31)	6.94
Exceptional Items	-	-
Profit before tax	(34.31)	6.94
Less: Tax expense for earlier Years (Tax disposed off)	1.38	56.16
Net Profit after tax	(32.93)	63.10
Other Comprehensive Income / Loss for the year (net of tax)	-	-
Total Comprehensive Income	(32.93)	63.10
Balance of profit and loss account brought Forward	(260.14)	(323.24)
Less:-Transfer to General Reserve	-	-
Balance carried to Balance sheet	(293.07)	(260.14)
Earnings per share (basic/diluted)	(0.46)	0.87

### Financial highlights

#### **Sales**

Your Company posted a turnover of Rs. 173.66 lakh in the financial year ended on 31<sup>st</sup> March, 2020, as compared to Rs. 679.55 lakh in the previous year.

#### **Profitability**

Your Company's loss before exceptional and extraordinary items and tax for the year ended 31<sup>st</sup> March, 2020, was recorded at Rs. (34.31) lakh, as compared to a Profit of Rs. 6.94 lakh in the previous year.

#### **Earnings per share**

EPS was at Rs. (0.46) as on 31 March, 2020, as against Rs. 0.87 as on 31 March, 2019.

#### **Transfer to Reserves**

There is no proposed amount to be transferred to the General Reserve.

#### **Net Worth**

The Company's net worth as on 31st March, 2020, was at Rs. 789.42 lakh as compared to Rs. 822.35 lakh as on 31<sup>st</sup> March 2019.

#### **DIVIDEND:**

The Directors do not recommend any dividend for the Financial Year ended on 31<sup>st</sup> March, 2020.

#### **REVIEW OF OPERATIONS AND IMPACT OF COVID-19 ON COMPANY:**

The COVID-19 pandemic is a global humanitarian and health crisis. The actions taken by various governments to contain the pandemic, such as closing of borders and lockdown restrictions, resulted in significant disruption to people and businesses.

For the Company, the focus immediately shifted to ensuring the health and well-being of all resources, the company closed its office as soon as the lockdown was announced and enabled resources to work from home. For those resources who had to work on site to maintain essential services, the Company issued strict guidelines to observe hygiene and social distancing. We are happy to report that we did not have to reduce the strength of our workforce nor did we have to reduce the salaries of our workers.

We are also proud to inform you that our Project Head, Mr Jigar Bhat, who is based in Ahmedabad, was at the forefront of the war against Covid-19. He worked tirelessly as "Deputy Divisional Warden, Maninagar" to spread awareness of Covid and enable the administration to maintain hygiene, social distancing, guiding immigrant laborers returning to their hometowns and distributing food to the needy. He was awarded a Certificate of Honor by the Ahmedabad Police, a copy of which is printed below.



## Annual Report 2019-20

The Covid19 pandemic has impacted the operations of the company since mid-March. Whilst on-going projects have only been marginally impacted due to the steps taken by the Company, new business generation will see some decline in the first half of FY 21. The company's plans to market Energy Efficient fans have been put on hold for the time being in view of the supply chain disruption. The company is sharpening its focus on LED retrofitting and is exploring options of participating in Solar EPC projects.

Your company wishes to acknowledge the Bureau of Energy Efficiency's continued efforts to promote energy efficiency in every walk of life, which has led to ESCOs gathering sufficient traction in the Indian Energy Market.

### LISTING OF SECURITIES

The Company's Equity Shares are listed on the Bombay Stock Exchange Limited (BSE).

### BOARD OF DIRECTORS AND KEY MANAGERIAL PERSONNEL

#### Board Meeting

The Board consisted of four members as on 31<sup>st</sup> March, 2020, three of whom were Independent Non Executive Directors. Regular meetings of the Board are held at least once in a quarter, inter-alia, to review the quarterly results of the Company. Additional Board meetings are convened to discuss and decide on various business policies, strategies and other Businesses. In view of the pandemic and extant government guidelines, Board Meetings held after the lockdown are being held via video conferencing.

During the year under review, Board of Directors of the Company met five times, viz 30<sup>th</sup> May, 2019, 17<sup>th</sup> June, 2019, 13<sup>th</sup> August, 2019, 11<sup>th</sup> November, 2019 and 11<sup>th</sup> February, 2020.

#### Committee of Board

Your Company has several Committees which have been established as part of best corporate governance practices and are in compliance with the requirements of the relevant provisions of applicable laws and statutes.

The Company has following Committees of the Board:

- Audit Committee
- Nomination and Remuneration Committee
- Stakeholders' Grievances and Relationship Committee

A detailed note on the committees with respect to composition, meeting, powers, and terms of reference is provided under the Corporate Governance Report section in this Annual Report.

#### Details of Key Managerial Personnel

Mr. Nikhil Morsawala, CFO, Mr Jigar Bhat, Project Head, Mr Sandipkumar Gupta, Company Secretary and Mr. Atul Mishra, Manager, were the Key Managerial Personnel as per the provisions of the Companies Act, 2013.

#### Nomination and Remuneration Policy

The Company has, in order to attract motivated manpower in a competitive market, and to harmonise the aspirations of human resources consistent with the goals of the Company and in terms of the provisions of the Companies Act, 2013 and the listing agreement as amended from time to time, devised a policy on the nomination and remuneration of Directors, key managerial personnel and senior management.

Key points of the policy are:

A. Policy on appointment of Directors, key managerial personnel and senior management personnel

- The policy is formulated to identify and ascertain the integrity, qualification, expertise and experience of the person for appointment as Director, KMP and senior management personnel and recommend to the Board for his/her appointment.
- A person should possess adequate qualification, expertise and experience for the position he/she is considered for appointment.
- In case of appointment of Independent Director, the Committee shall satisfy itself with regard to the independent nature of the Director vis-à-vis the Company so as to enable the Board to discharge its function and duties effectively.

B. Policy on remuneration of Director, key managerial personnel and senior management personnel. The Company's remuneration policy is driven by the success and performance of the Director, KMP and Senior Management Personnel vis-à-vis the Company. The Company's philosophy is to align them and provide adequate compensation with the Objective of the Company so that the compensation is used as a strategic tool that helps us attract, retain and motivate highly talented individuals who are committed to the core value of the Company. The Company follows a combination of fixed pay, benefits and performance-based variable pay. The Company pays remuneration by way of salary, benefits, perquisites and allowance. The remuneration and sitting fees paid by the Company are within the salary scale approved by the Board and Shareholders.

#### **Board Evaluation**

Clause 49 of the Listing Agreement mandates that the Board shall monitor and review the Board evaluation framework. The Companies Act, 2013 states that a formal annual evaluation needs to be made by the Board of its own performance and individual Director. Schedule IV of the Companies Act, 2013 states that the performance evaluation of independent directors shall be done by the entire Board of Directors excluding the director being evaluated. A structured questionnaire was prepared after taking into consideration of the various aspects of the Board's functioning, composition of the Board and Committees, culture, execution and performance of specific duties, obligation and governance.

The evaluation of all the directors and the Board as a whole was conducted based on the criteria and framework adopted by the Board. The Board approved the evaluation results as suggested by the Nomination and Remuneration Committee. The performance evaluation of the Independent Directors was completed. For the year under review, the Independent Directors met on 29<sup>th</sup> June, 2020, interalia, to discuss:

- Performance evaluation of Independent Directors and Board of Directors as a whole;
- Performance evaluation of the Chairman of the Company;
- Evaluation of the quality of the flow of information between the Management and Board for effective performance by the Board. The Board of Directors expressed their satisfaction with the evaluation process.

#### **PUBLIC DEPOSITS**

During the period under review, the Company has not accepted or renewed any deposits from shareholders and public falling within the ambit of Section 73 of the Companies Act, 2013 and rules made thereunder.

#### **SHARE CAPITAL**

The paid-up equity share capital as at 31<sup>st</sup> March, 2020, stood at Rs. 7,21,15,000.

#### **Policies**

We seek to promote and follow the highest level of ethical standards in all our business transactions guided by our value system. The SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015 mandated the formulation of certain policies for all listed companies. The policies are reviewed periodically by the Board and updated based on need and new compliance requirements.

#### **VIGIL MECHANISM**

The Company has established a vigil mechanism and accordingly framed a Whistle Blower Policy. The policy enables the employees to report instances of unethical behavior, actual or suspected fraud or violation of Company's Code of Conduct to the management. Further the mechanism adopted by the Company encourages the Whistle Blower to report genuine concerns or grievances and provide for adequate safeguards against victimization of the Whistle Blower who avails of such mechanism and also provides for direct access to the Chairman of the Audit Committee in exceptional cases. The functioning of vigil mechanism is reviewed by the Audit Committee from time to time. No whistle blower has been denied access to the Audit Committee of the Board.

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

There were no incidences of sexual harassment reported during the year under review, in terms of the provisions of the Sexual Harassment of Women at Workplace (Prevention, Prohibition and Redressal) Act, 2013.

#### **CORPORATE GOVERNANCE**

Pursuant to Regulation 34(3) and Schedule V of SEBI (LODR) Regulations, 2015, a separate report on Corporate Governance and a certificate from the Auditors of the Company are annexed to the Directors' Report.



**MANAGEMENT DISCUSSION AND ANALYSIS REPORT**

Your attention is drawn to the perception and business outlook of your management for your company for current year and for the industry in which it operates including its position and perceived trends in near future. The Management Discussion and Analysis Report, as required under Clause 49 of the Listing Agreement with the Stock Exchange is attached and forms part of this Directors' Report.

**RISK MANAGEMENT POLICY:**

The Company has developed and implemented a risk management policy which identifies major risks which may threaten the existence of the Company. The same has also been adopted by your Board and is also subject to its review from time to time.

**OTHER DISCLOSURES AS PER SECTION 134 OF THE COMPANIES ACT, 2013**

- a) There are no qualifications, reservations or adverse remark or disclaimer by the Statutory Auditor or by Secretarial Auditor in their respective reports.
- b) Except for the effect of Covid pandemic and consequent lockdown resulting in a severe slowdown in the economy which has been explained above, there are no material changes and commitments affecting the financial position of the Company which have occurred between the end of the financial year of the Company, to which the financial statements relate and the date of the report.
- c) Extract of the Annual Report as provided in sub-section 3 of section 92, which is given in **Annexure I** forming part of this report.

**Key Financial Ratios :**

In accordance with the SEBI (Listing Obligations and Disclosure Requirements 2018) (Amendment) Regulations, 2018, the Company is required to give details of significant changes (change of 25% or more as compared to the immediately previous financial year) in key financial ratios.

Particulars	2019-20	2018-19
Debtor Turnover Ratio	2.03	7.19
Inventory Turnover Ratio	3.96	13.20
Current Ratio	1.20	1.30
Operating Profit Margin (%)	1.90	6.60
Net Profit Margin (%)	(18.97)	9.29

**The Company has identified the above ratios as key financial ratios:**

The Company planned to combat the slowdown in the pre-covid economy by sharpening its focus on the LED retrofitting business. There is therefore a change of 25% or more as compared to the immediately previous financial year in some key financial ratios. The sharpened focus and the consequent reduction in exposure to unstable market forces is now fortuitously helping the Company to tide over the post-pandemic economic havoc that is being seen on the MSME sector. We are happy to report that we did not have to reduce the strength of our workforce nor did we have to reduce the salaries of our workers.

**Return on Network**

The details of return on net worth are given below:

Particulars	2019-20	2018-19
Return on network (%)	22.00	82.63

The return on network has decreased due to the decrease in the sales, profits of the Company & disposed off tax expenses for earlier years.

**CONTRACTS OR ARRANGEMENTS WITH RELATED PARTIES**

All the related party transactions that were entered during the financial year were in the ordinary course of business of the Company and were on arms length basis. There were no materially significant related party transactions entered by the Company with its Promoters, Directors, Key Managerial Personnel or other persons which may have potential conflict with the interest of the Company.

All Related Party transactions are placed before the Audit Committee for approval, wherever applicable. Prior omnibus approval for normal business transactions is also obtained from the Audit Committee for the related party transactions which are of repetitive nature and accordingly, the required disclosures are made to the Committee on a quarterly basis in terms of the approval of the Committee.

All the related party transactions entered into by the Company were in the ordinary course of business and were on an arm's length basis as provided in **Annexure II**.

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

Information relating to conservation of energy, technology and foreign earning and outgo, as required under Section 134(3) (m) of the Companies Act, 2013 forms part of this Directors' Report as **Annexure III**.

**PARTICULAR OF EMPLOYEES PARTICULARS OF EMPLOYEES PURSUANT TO SECTION 134(3) OF THE COMPANIES (AMENDMENT) ACT, 2017 READ WITH RULE 5(1) OF THE COMPANIES (APPOINTMENT AND REMUNERATION OF MANAGERIAL PERSONNEL) AMENDMENT RULES, 2016**

The information required in terms of Section 134(3) of the Companies (Amendment) Act, 2017 read with Rule 5(1) of the Companies (Appointment and Remuneration of Managerial Personnel) Amendment Rules, 2016 is furnished hereunder:

i) The ratio of the remuneration of Director to the median remuneration of the employees of the Company: **Not Applicable**

ii) The percentage increase in remuneration of CFO, CS during the financial year: **NIL**

iii) The percentage increase in the median remuneration of employees in the financial year is **NIL**

iv) The number of permanent employees on the rolls of company at the end of the financial year 2019-20 is **5**

v) It is hereby affirmed that the remuneration of KMP's are in accordance with the Remuneration Policy.

Sr. No.	Name	Designation	Remuneration	Remuneration	Percentage	Ratio per Median of Employee Remuneration
			Paid FY 2019-20	Paid FY 2018-19	Increase in remuneration	
			(` in lakh)	(` in lakh)		
1	Mr Nikhil Morsawala	CFO	-	-	-	-
2	Ms Rashi Mirani	Company Secretary	-	1.44	-	-
3	Mr Sandipkumar Gupta	Company Secretary	3.58	-	-	-
4	Mr Atul Mishra	Manager	6.02	-	-	-

**INTERNAL FINANCIAL CONTROL SYSTEMS AND THEIR ADEQUACY**

Your Company has laid down the set of standards, processes and structure which enables it to implement internal financial control across the organisation and ensure that the same are adequate and operating effectively. To maintain the objectivity and independence of internal audit, the Internal Auditor reports to the Chairman of the Audit Committee of the Board.

The Internal Auditor monitors and evaluates the efficacy and adequacy of internal control systems in the Company, its compliance with the operating systems, accounting procedures and policies of the Company.

Based on the report of Internal Auditor, the process owners undertake the corrective action in their respective areas and thereby strengthen the control. Significant audit observation and corrective actions thereon are presented to the Audit Committee of the Board.

**AUDITORS**

Under Section 139 of the Companies Act, 2013 and the Rules made thereunder, it is mandatory to rotate the statutory auditors on completion of the maximum term permitted under the provisions of Companies Act, 2013. In line with the requirements of the Companies Act, 2013. M/s. P C N & Associates, Chartered Accountants (Firm Registration No. 016016S), be appointed as statutory auditors of the Company, in place of retiring auditors P. MURALI & CO, Chartered Accountants (Firm Registration No. 007257S), to hold office from the conclusion of this 29th AGM until the conclusion of the 34th AGM, subject to ratification by members every year, as applicable, at such remuneration and out of pocket expenses, as may be decided by the Board of Directors of the Company.

The Report of the Auditors on the Accounts of the Company is attached herewith, being self explanatory, does not need further elaboration.