# 20th ANNUAL REPORT 2017



# **USHA MARTIN EDUCATION & SOLUTIONS LIMITED**

# **CORPORATE INFORMATION**

#### Chairman

Shri Prashant Jhawar

#### Vice-Chairman

Shri Rajeev Jhawar

#### Directors

Shri Rahul Choudhary Shri Trivikram Khaitan Smt. Gangotri Guha Shri Debjit Bhattacharya Shri Manoj Kumar Vijay Shri Arun Kumar Ladha Shri Nitin Sharma Shri Vinay Kumar Gupta - Whole-time Director

#### **Company Secretary**

Mrs. Chaitee Baral

# Chief Financial Officer

Shri.Indrajit Bandyopadhay

#### Bankers

IDBI Bank Ltd. IndusInd Bank Ltd. Axis Bank Ltd.

#### **Registered Office**

CIN : L31300WB1997PLC085210 Godrej Waterside, 5th Floor, Block - DP Sector-V, Salt Lake City, Kolkata - 700 091 Tel.: +91 33 3322 3700, Fax: +91 33 3322 3800 Website : www.umesl.co.in E-mail : chaitee.baral@umesl.co.in

#### Registrar and Transfer Agent

MCS Share Transfer Agents Limited 12/1/5,Manoharpukur Road, Ground Floor Kolkata - 700 026 Tel : 033 - 4072 4051/4052/4053 Fax : 033 - 4072 4050 Email : mcssta@rediffmail.com Website : www.mcsdel.com

#### Contents

| Corporate Information                                      | 2  |
|--|----|
| Directors Report   |    |
| Secretarial Audit Report                                   | 13 |
| Management Discussion and Analysis.                        | 14 |
| Report on Corporate Governance                             | 16 |
| Auditors Certificate on Compliance & CEO/CFO Certification | 24 |
| Standalone Accounts  | 25 |
| Cash Flow  | 41 |
| Consolidated Accounts                                      | 42 |
| Consolidated Cash Flow                                     | 58 |

(₹in Lakh)

#### **DIRECTORS' REPORT TO THE MEMBERS**

Your Directors have pleasure in presenting the 20<sup>th</sup> Annual Report, together with the Audited Statement of Accounts of the Company for the financial year ended 31<sup>st</sup> March, 2017.

#### Financial Results

|  | Standa                  | lone                    | Consolidated            |                         |
|--|-------------------------|-------------------------|-------------------------|-------------------------|
| Particulars                                    | Year ended<br>31.3.2017 | Year ended<br>31.3.2016 | Year ended<br>31.3.2017 | Year ended<br>31.3.2016 |
| Gross Income                                   | 151.55                  | 139.68                  | 163.08                  | 156.16                  |
| Gross Profit/(loss) before Finance             | (101.86)                | (237.04)                | (99.82)                 | (234.64)                |
| Cost and Depreciation                          |                         |                         |                         |                         |
| Less: Finance Cost                             | 37.12                   | 29.63                   | 37.13                   | 29.63                   |
| Less: Depreciation                             | 19.90                   | 23.98                   | 19.89                   | 23.98                   |
| Profit/(loss) before exceptional items and tax | (158.88)                | (290.65)                | (156.84)                | (288.25)                |
| Less: Exeptional items                         | 121.77                  | -                       | 121.77                  | _                       |
| Profit/(loss) Before Tax                       | (280.65)                | (290.65)                | (278.61)                | (288.25)                |
| Less: Provision for Tax(Net)                   | _                       | _                       | 0.65                    | 0.72                    |
| Profit/(Loss) After Tax                        | (280.65)                | (290.65)                | (279.26)                | (288.97)                |
| Transfer to Reserves and Surplus               | (280.65)                | (290.65)                | (279.26)                | (288.97)                |

#### **Financial Review**

During the Financial Year ended 31<sup>st</sup> March 2017, your company recorded standalone revenue of ₹. 151.55 Lakhs, considerably lower as compared to the previous financial year.Consolidated revenue for the current financial year is ₹. 163.08 Lakhs, which also follows the same trend.

#### Dividend

Your Directors do not recommend any dividend for the current financial year.

#### **Reserve and Surplus**

The balance of Reserves and Surplus, as at 31<sup>st</sup> March, 2017 stands at ₹.1106.93 Lakhs after making the appropriations indicated above.

#### Subsidiary

The Company has obtained exemption from annexing accounts and other documents pertaining to subsidiary, through the general approval from Ministry of Corporate Affairs, Government of India, vide their letter no. 47/07/2011-CL-III dated 20th January 2011. However, the financial statements of the subsidiary company (i.e., UMEPL) and other detailed information will be made available to the members seeking such information at any point of time. The annual accounts of the subsidiary company will also be available for inspection at the Registered Office of the Company as well as at the Registered Office of the subsidiary.

#### **Consolidated Financial Statements**

The Audited Consolidated Financial Statements based on the Financial Statements received from subsidiary company, as approved by its Board of Directors, have been prepared in accordance with the Accounting Standard 21 (AS-21) – Consolidated Financial Statements as notified under Section 129 (3) of the Companies Act, 2013 read with Companies (Audit and Auditors) Rules, 2014 as applicable. Further, the Consolidated Financial Statements are also presented in accordance with Regulation 33 of the SEBI (Listing Obligation and Disclosures Requirement) Act, 2015 entered into with the stock exchanges where the shares of the company are listed.

#### **Public Deposit**

The Company has not accepted any deposit within the meaning of Section 73 of the Companies Act, 2013 and the Companies (Acceptance of Deposits) Rules, 2014.

#### Particulars of Loans, Guarantees or Investments:

The company has not given any loans or guarantees covered under the provisions of section 186 of the Companies Act, 2013.

The details of the investments made by company are given in the notes to the financial statements.

#### Internal Control Systems and their adequacy:

Company is equipped with a proper and adequate system of internal controls for maintaining proper accounting cost control and efficiency in operation. Company has developed documented procedures and various methods as follows:-

#### USHA MARTIN EDUCATION & SOLUTIONS LIMITED

- Proper Delegation of power to de-centralize the whole operation for making it more dynamic.
- Preparation of annual budget for targets for business growth which is continuously monitored throughout the year.
- Financial control & approval based on budget allocation.

The Company also has adequate system to ensure that all of its assets are safeguarded and protected against loss from unauthorized use or disposition, and transactions are authorized, recorded, and reported correctly. The internal control system is supplemented by internal audits, review by management, documented policies and procedures.

#### Corporate Social Responsibility initiatives

Your Company does not fulfill the criteria for making contribution towards corporate social responsibility as directed by The Companies (Corporate Social Responsibility Policy) Rule, 2014. However, as a responsible entity of the country we respect society value and make endeavor to contribute for the societal cause as far as possible.

#### Directors

During the year under review, two of the eminent Independent Directors of your Company, viz., Mr. R P Agrawal and Mr. S K Mitra, resigned from the Board mainly due to their age, falling health and other pre-occupation. Both of them were associated with the Company for a very long period as Directors and guided the Company to various highs. The Board placed their emmence respect towards both of them and places high appreciation on records.

On resignation of Mr. Mitra and Mr. Agrawal, two Independent positions of the Board became vacant. After a thorough search Board found three very eminent persons to fit to the positions. Remuneration Committee recommended and the Board appointed all of them as Independent Directors of the Company. The details of them are as follows:

Mr. Manoj Kumar Vijay is a Commerce graduate from Calcutta University and Diploma Holder in Multi-Media Designing from Zee Education, Kolkata. He is having a vast experience of more than 30 years in various fields including Administration and Management. The Board thinks that the induction of Mr. Vijay will benefit the company in many ways specially in the administration sector.

Mr. Arun Kumar Ladha is a Commerce graduate from Calcutta University. He is having a vast experience of more than 30 years in various fields including accounts and finance. The Board thinks that the induction of Mr. Ladha will benefit the company in many ways.

Mr. Nitin Sharma is a B.Tech from WBUT. He is about 32 years of age and is currently working with KPMG as their technical consultant. Since your Company is now imparting technical education including SAP, the experience and knowledge of this young professional would be of immense help to the Company

Accordingly suitable resolutions were put in the Notice of the Annual General Meeting to give effect to the appointments.

None of the Directors are disqualified under Section 149 of Companies Act, 2013. As required by law, this position is also reflected in the Auditors' Report.

#### Declaration of Independence

The Independent Directors have submitted their declaration of Independence, as per the Companies Act, 2013 and Regulation 25 of the SEBI (LODR), 2015 to the Board at the first Board Meeting of this current Financial Year.

#### Board Evaluation:

You are aware that, in compliance with the Companies Act, 2013, your Board on its Meeting held on 29th January 2015, has adopted a Policy for evaluation of itself along with all its committees and all the Directors individually.

According to the policy, a comprehensive evaluation was done to assess the Board's performance as well as working of all its committees in its first Board Meeting held after the end of Financial Year 2016-17. The evaluation also included personal evaluation of individual Directors. The Directors provided their opinion and feedback on the questionnaire on secret ballot.

The Board noted the outcome of the evaluation and expects better governance in the Board's working for the coming period.

#### Remuneration Policy

The earlier Remuneration Committee of the Company was renamed as The Nomination and Remuneration Committee. The Committee has been re-constituted in line with the provisions of Regulation 19 of the SEBI (Listing Obligation and Disclosures Requirement) Act, 2015 and also meets the requirement of Section 178 of the Companies Act, 2013.

The Board has, on the recommendation of the Nomination & Remuneration Committee framed a policy for selection and appointment of Directors, Key Managerial Personnel and their remuneration.

#### Meetings:

Details of the various meetings held during the financial year 2016-17 have been given in the Corporate Governance Report.

#### Corporate Governance

Your Company recognizes the importance of good Corporate Governance in building stakeholders' confidence, improving investor protection and enhancing long-term enterprise value. A report on Corporate Governance is annexed.

#### CEO / CFO Certification

The Whole-time Director and CFO of the Company have submitted a certificate to the Board as required under Regulation 17 (8) of the SEBI (LODR), 2015 for the year ended 31<sup>st</sup> March 2017.

#### **Directors' Responsibility Statement**

Pursuant to the requirement under Section 134 (5) of the Companies Act, 2013, the Directors confirm:

- (i) That in preparation of the accounts for the financial year ended 31st March 2017, the applicable accounting standards have been followed along with proper explanation relating to material departures;
- (ii) That the Directors have selected such accounting policies and applied them consistently and made judgment and estimates that were 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 profit or loss of the Company for the year under review;
- (iii) That the Directors 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;
- (iv) That the Directors have prepared the accounts for the financial year ended 31st March 2017 on a 'going concern' basis.
- (v) The directors had laid down internal financial controls to be followed by the company and that such internal financial controls are adequate and were operating effectively.
- (vi) The directors had devised proper system to ensure compliance with the provisions of all applicable laws and that such system were adequate and operating effectively.

#### Auditors

Section 139 of the Companies Act, 2013 directed that a Listed Company cannot appoint or re-appoint an Individual as auditor for more than one term of five consecutive years. Here Auditor means Statutory Auditor.

M/s S Swarup were re-appointed as the statutory auditors of the Company for a term upto the 20th Annual General Meeting of the Company, which is coming to an end this year. Being a sole proprietorship, they cannot be re-appointed for further terms.

Hence the Company need to appoint a new Statutory Auditors with effect from the conclusion of the 20th Annual General Meeting to be held in August 2017.

The Board has recommended M/s G Basu & Co., Chartered Accountant, to be appointed as the next Statutory Auditors of the Company. M/s G Basu & Co. is a very old and eminent firm in this field. They are associated with various big companies both in the private as well as government sector. Keeping in view of the size and working of your Company, they would be best suited as the Statutory Auditors.

A resolution to give effect to their appointment has been made a part of the Notice of the Meeting, for your consideration and adoption.

#### Human Resources

At your Company, the management believes and affirms the importance of development of human resources, which is most valuable and key element in bringing all round improvement and achieving growth of the business. We are proud to have a successful relationship philosophy at all level, which focuses on finding solutions through dialogue in a spirit of open work culture and constructive team work. This has enabled us to maintain a cordial and peaceful work environment throughout.

The total number of permanent employees of the Company as at 31<sup>st</sup> March 2017 was 9 (Nine)

The ratio of remuneration of Median Employee to that of the Whole time Director is 1:2 as at 31<sup>st</sup> March 2017. No other Directors get any remuneration from the Company except the Board sitting fees, which is Rs 2,000 per meeting.

There was no increase in the salary of the Whole time Director and Company Secretary or any employees during the year under review.

#### **Related Party Transactions:**

The Board has adopted a Related Party Transaction Policy for the Company at its meeting held on 29th January 2015.

However, during the financial year 2016-17, there is no materially significant related party transaction made by the company with Promoters, Key Managerial Personnel or other designated persons which may have potential conflict with interest of the company at large.

#### Energy, Technology and Foreign Exchange Earning and Outgo

The nature of the Company's business does not require involving any type of energy consumption or adaptation of any technology.

#### USHA MARTIN EDUCATION & SOLUTIONS LIMITED

The particulars required to be furnished under Rule 8 of the Companies (Accounts) Rules, 2014:

- (i) Part A and B pertaining to conservation of energy and technology absorption are not applicable to the Company.
- (ii) Foreign Exchange earnings and outgo are as under:

Earnings : ₹. 112.08 Lakhs

Outgo : ₹. 2.38 Lakhs

#### Vigil Mechanism / Whistle Blower Policy:

The Board has adopted a Whistle Blower Policy for the Company at its meeting held on 29th January 2015.

This policy is formulated to provide opportunity to all the employees to access in good faith, to the Audit Committee of the Company in case they observe any unethical and improper practice or behaviour or wrongful conduct in the Company and to prohibit managerial personnel from taking adverse personnel action against such employee.

#### Environment

Though the Company's operations are not inherently polluting in nature, the Company continues to take adequate precautions to comply with all regulatory measures in this regard at all the educational premises and sites, so that no harm would cause to the society and the nature at a large.

#### Declaration on compliance with code of conducts

The Board has formulated a Code of Conducts for the Board Members and Senior Management of the Company, which has been posted on the website of the Company.

It is hereby affirmed that all the Directors and Senior Management Personnel have complied with the Code and a confirmation to that effect has been obtained from the Directors and the Senior Management.

#### Prevention of Insider Trading:

The Company already had a structured Code of Conduct for Prevention of Insider Trading Policy since long back, with a view to regulate trading in securities by the Directors and designated employees of the Company. The Code has been further streamlined to keep parity with the new Companies Act, 2013.

The Code requires pre-clearance for dealing in the Company's shares and prohibits the purchase or sale of Company's shares by the Directors and the designated employees while in possession of unpublished price sensitive information in relation to the Company and during the period when the Trading Window is closed. The Board is responsible for implementation of the Code.

All Directors and the designated employees, who hold any shares in the Company, have confirmed compliance with the Code.

#### Secretarial Audit:

Pursuant to provisions of section 204 of the Companies Act, 2013 and The Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014 the company has appointed Ms. Ekta Goswami, partner of Ekta Goswami Associates, Practicing Company Secretaries to undertake the Secretarial Audit of the Company. The Secretarial Audit report is annexed herewith as "Annexure B".

#### Extract of Annual Return:

The details forming part of the extract of the Annual Return in form MGT-9 is annexed herewith as "Annexure A".

#### **Business Risk Management:**

Pursuant to section 134 (3) (n) of the Companies Act, 2013, the company has adopted a Risk Management Policy. The Board identified some risks that may affect the business of your Company and segregated them in various categories. Based upon such categorization Board has directed the Management to adopt and follow certain preventive steps.

Board reviews the risks periodically.

#### **Compliance** Certificate

A Certificate from the Statutory Auditors of the Company regarding compliance of conditions of Corporate Governance as stipulated under Schedule (V) (E) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 is attached to this Report.

#### Acknowledgements

Your Directors would like to express their sincere appreciation of the co-operation and assistance received from shareholders, customers, vendors, bankers, and other business constituents for their support during the year under review. Your Directors also wish to place on records their deep sense of appreciation for the commitment displayed by all employees during the year.

|                                   | On Behalf of the Board of Directors |                     |  |  |
|-----------------------------------|-------------------------------------|---------------------|--|--|
| Place: Kolkata                    | Prashant Jhawar                     | Vinay Kumar Gupta   |  |  |
| Date: 26 <sup>th</sup> May , 2017 | Chairman                            | Whole-time Director |  |  |

#### **ANNEXURE - A**

#### Form No. MGT-9 EXTRACT OF ANNUAL RETURN As on the financial year ended on 31/03/2017

[Pursuant to Section 92(1) of the Companies Act, 2013 And

Rule 11(1) of the Companies (Management and Administration) Rules, 2014]

#### I. REGISTRATION AND OTHER DETAILS

| i)   | CIN:   | L31300WB1997PLC085210  |
|------|--|--|
| ii)  | Registration Date  | 18/08/1997   |
| iii) | Name of the Company  | Usha Martin Education & Solutions Limited  |
| iv)  | Category/Sub Category of the Company   | Company Limited by shares/Indian Non-Government Company  |
| v)   | Address of the Registered Office and<br>Contact Details                      | Godrej Waterside, 5 <sup>th</sup> Floor,Block - DP, Sector V, Salt Lake City,<br>Kolkata-700091<br>Telephone:033 3322 3700 FAX: 033 3322 3800<br>E-mail: chaitee.baral@umesl.co.in |
| vi)  | Whether listed Company   | Yes  |
| vii) | Name, Address and Contact details of<br>Registrar and Transfer Agent, if any | MCS Share Transfer Agents Limited<br>12/1/5,Monaharpukur Road,Ground Floor, Kolkata - 700026<br>Telephone:033 4072-4051/52/53, FAX: 033 4072-4050<br>E-mail: mcssta@rediffmail.com |

# II. PRINCIPAL BUSINESS ACTIVITIES OF THE COMPANY (All the business activities contributing 10 % or more of the total turnover of the company shall be stated)

| Sl. No | Name and Description of main<br>products / services | NIC Code of the<br>Product /service | % to total<br>turnover of | % of Shares | Applicable<br>Section |
|--------|---|-------------------------------------|---------------------------|-------------|-----------------------|
| 1      | Educational Support Services                        | 855                                 | 100%                      | 100%        | 2 (87)                |

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

| SI. | NAME AND ADDRESS   | CIN/GLN               | % Of   | Applicable | Holding/Subsi-  |
|-----|--|-----------------------|--------|------------|-----------------|
| No  | OF THE COMPANY   |                       | Shares | Section    | diary/Associate |
|     | Usha Martin Education<br>Private Limited<br>PS Srijan Techpark, 4th Floor<br>DN-52, Sector-V, Salt Lake<br>City, Kolkata - 700 091 | U80221WB2009PTC140112 | 100%   | 2 (87)     | Subsidiary      |

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

#### i) Category-wise Share Holding

| Category of Shareholders | No. of Shar | es held at th | e beginning o | fthe year               | No. of S | the year | . %     |                         |                              |
|--------------------------|-------------|---------------|---------------|-------------------------|----------|----------|---------|-------------------------|------------------------------|
|                          | Demat       | Physical      | Total         | % of<br>Total<br>Shares | Demat    | Physical | Total   | % of<br>Total<br>Shares | Change<br>During<br>the year |
| A. Promoters             |             |               |               |                         |          |          |         |                         |                              |
| (1) Indian               |             |               |               |                         |          |          |         |                         |                              |
| a) Individual/ HUF       | 482085      | 0             | 482085        | 1.825                   | 429241   | 0        | 429241  | 1.625                   | 0                            |
| b) Central Govt          | 0           | 0             | 0             | 0                       | 0        | 0        | 0       | 0                       | 0                            |
| c) State Govt(s)         | 0           | 0             | 0             | 0                       | 0        | 0        | 0       | 0                       | 0                            |
| d) Bodies Corp.          | 8510364     | 0             | 8510364       | 32.217                  | 8510364  | 0        | 8510364 | 32.217                  | 0                            |
| e) Banks / Fl            | 0           | 0             | 0             | 0                       | 0        | 0        | 0       | 0                       | 0                            |
| f) Any other             | 0           | 0             | 0             | 0                       | 0        | 0        | 0       | 0                       | 0                            |
| Sub-total (A)(1):-       | 8992449     | 0             | 8992449       | 34.042                  | 8939605  | 0        | 8939605 | 34.00                   | 0                            |
| (2) Foreign              |             |               |               |                         |          |          |         |                         |                              |
| a) NRIs-Individuals      | 0           | 0             | 0             | 0                       | 0        | 0        | 0       | 0                       | 0                            |
| b) Other-Individuals     | 0           | 0             | 0             | 0                       | 0        | 0        | 0       | 0                       | 0                            |
| c) Bodies Corp           | 2388291     | 0             | 2388291       | 9.041                   | 2388291  | 0        | 2388291 | 9.041                   | 0                            |

## i) Category-wise Share Holding

| Category of Shareholders   | No. of Shar | es held at th | e beginning o | of the year             | No. of Sl | hares held | at the end of | f the year              | %                           |
|--|-------------|---------------|---------------|-------------------------|-----------|------------|---------------|-------------------------|-----------------------------|
|  | Demat       | Physical      | Total         | % of<br>Total<br>Shares | Demat     | Physical   | Total         | % of<br>Total<br>Shares | Change<br>During<br>the yea |
| d) Banks/Fl  | 0           | 0             | 0             | 0                       | 0         | 0          | 0             | 0                       | 0                           |
| e) Any other   | 0           | 0             | 0             | 0                       | 0         | 0          | 0             | 0                       | 0                           |
| Sub-total (A)(2):-   | 2388291     | 0             | 2388291       | 9.041                   | 2388291   | 0          | 2388291       | 9.041                   | 0                           |
| Total  | 11380740    | 0             | 11380740      | 43.111                  | 11327896  | 0          | 11327896      | 43.041                  | 0                           |
| Shareholding of  |             |               |               |                         |           |            |               |                         |                             |
| Promoter(A)=A(1)   |             |               |               |                         |           |            |               |                         |                             |
| + A(2)   |             |               |               |                         |           |            |               |                         |                             |
| B. Public  |             |               |               |                         |           |            |               |                         |                             |
| Shareholding   |             |               |               |                         |           |            |               |                         |                             |
| 1. Institutions  |             |               |               |                         |           |            |               |                         |                             |
| a) Mutual Funds  | 1101        | 533           | 1634          | 0.006                   | 1101      | 533        | 1634          | 0.006                   | 0                           |
| b) Banks / Fl  | 2921        | 3052          | 5973          | 0.023                   | 2921      | 3052       | 5973          | 0.023                   | 0                           |
| c) Central Govt  | 0           | 727           | 727           | 0.003                   | 0         | 727        | 727           | 0.003                   | 0                           |
| d) State Govt(s)   | 0           | 0             | 0             | 0.000                   | 0         | 0          | 0             | 0.000                   | 0                           |
| e) Venture Capital Funds   | 0           | 0             | 0             | 0                       | 0         | 0          | 0             | 0                       | 0                           |
| f) Insurance Companies   | 929862      | 0             | 929862        | 3.520                   | 929862    | 0          | 929862        | 3.520                   | 0                           |
| g) FIIs  | 1277291     | 699           | 1277990       | 4.838                   | 1277291   | 699        | 1277990       | 4.838                   | 0                           |
| h) Foreign Venture<br>Capital Funds  | 0           | 0             | 0             | 4.000                   | 0         | 077        | 0             | 4.000                   | 0                           |
| i) Others (specify)  | 0           | 0             | 0             | 0                       | 0         | 0          | 0             | 0                       | 0                           |
| Sub-total (B)(1):-   | 2211175     | 5011          | 2216186       | 8.390                   | 2211175   | 5011       | 2216186       | 8.390                   | 0                           |
| 2. Non-Institutions  | 22111/3     | 5011          | 2210100       | 0.070                   | 22117.5   |            | 2210100       | 0.070                   | •                           |
| a) Bodies Corp.  |             |               |               |                         |           |            |               |                         |                             |
| i) Indian  | 1517317     | 15048         | 1532365       | 5.802                   | 1757387   | 0          | 1772435       | 6.710                   | 0                           |
| ii) Overseas   | 0           | 0             | 0             | 0                       | 0         | 0          | 0             | 0.710                   | 0                           |
| b) Individuals   |             |               |               | 0                       |           |            |               | 0                       |                             |
| i) Individual shareholders<br>holding nominal share<br>capital upto ₹.2Lakh              | 7353184     | 579008        | 7932192       | 30.028                  | 7233962   | 575117     | 7809079       | 29.562                  | 0                           |
| ii) Individual shareholders<br>holding nominal<br>share capital in<br>excess of ₹.2 lakh | 1200320     | 0             | 1200320       | 4.544                   | 1151533   | 0          | 1151533       | 4.359                   | 0                           |
| iii) NBFC Rgistered<br>with RBI  | -           | _             | -             | -                       | 0         | 250        | 250           | 0.00                    | 0                           |
| c) Others (specify)  |             |               |               |                         |           |            |               |                         |                             |
| i. Trust & Foundation  | 98          | 0             | 98            | 0.000                   | 98        | 0          | 98            | 0.000                   | 0                           |
| ii. NRI with REPAT   | 344976      | 9479          | 354455        | 1.342                   | 310237    | 9479       | 319716        | 1.210                   |                             |
| ii. NRI without REPAT  |             |               |               |                         | 18163     | 0          | 18163         | 0.688                   | 0                           |
| iii.Cooperative Societies  | -           | -             | -             | -                       | 1000      | 0          | 1000          | 0.004                   | 0                           |
| iv. OCB  | 0           | 0             | 0             | 0                       | 0         | 0          | 0             | 0                       | 0                           |
| Sub-total (B)(2):-   | 10415895    | 603535        | 11019430      | 41.717                  | 10472380  | 599644     | 11072024      | 42.529                  | 0                           |
| Total Shareholding<br>of Promotor (B)=B(1)   | 12627070    | 608546        | 13235616      | 50.077                  | 12683555  | 604655     | 13288210      | 50.077                  | 0                           |
| + B(2)<br>C. Shares held by  | 1799455     | 0             | 1799455       | 6.812                   | 1799455   | 0          | 1799455       | 6.812                   | 0                           |
| Custodian for<br>GDRs & ADRs   |             |               |               |                         |           |            |               |                         |                             |
|  | 25807265    | 608546        | 26415811      | 100                     | 25810906  | 604905     | 26415811      | 100                     | 0                           |

#### um es

| SN | Shareholder's Name                         | of the year of the year |   |  |                  |   |  | % change<br>in share         |
|----|--|-------------------------|---|--|------------------|---|--|------------------------------|
|    |  | No. of<br>Shares        | % of total<br>Shares of<br>the<br>company | % of Shares<br>Pledged /<br>encumbered<br>to total<br>Shares | No. of<br>Shares | % of total<br>Shares of<br>the<br>company | % of Shares<br>Pledged /<br>enbumcered<br>to total<br>Shares | holding<br>duing<br>the year |
| 1  | UMIL Share & Stock<br>Broking Services Ltd | 3075127                 | 11.64                                     | 0  | 3075127          | 11.64                                     | 0  | 0                            |
| 2  | Peterhouse Investments<br>India Limited    | 2968718                 | 11.24                                     | 0  | 2968718          | 11.24                                     | 0  | 0                            |
| 3  | Peterhouse Investments Ltd                 | 2388291                 | 9.04                                      | 0  | 2388291          | 9.04                                      | 0  | 0                            |
| 4  | Prajeev Investments Limited                | 2057610                 | 7.79                                      | 0  | 2057610          | 7.79                                      | 0  | 0                            |
| 5  | Usha Martin Ventures Ltd                   | 408909                  | 1.55                                      | 0  | 408909           | 1.55                                      | 0  | 0                            |
| 6  | Basant Kumar Jhawar                        | 158462                  | 0.60                                      | 0  | 158462           | 0.60                                      | 0  | 0                            |
| 7  | Prashant Jhawar                            | 134220                  | 0.51                                      | 0  | 134220           | 0.51                                      | 0  | 0                            |
| 8  | Rajeev Jhawar                              | 36957                   | 0.14                                      | 0  | 36957            | 0.14                                      | 0  | 0                            |
| 9  | Anupama Jhawar                             | 36466                   | 0.14                                      | 0  | 36466            | 0.14                                      | 0  | 0                            |
| 10 | Shanti Devi Jhawar                         | 35065                   | 0.13                                      | 0  | 35065            | 0.13                                      | 0  | 0                            |
| 11 | Nidhi Rajgarhia                            | 14219                   | 0.05                                      | 0  | 14219            | 0.05                                      | 0  | 0                            |
| 12 | Akshay Goenka                              | 4878                    | 0.02                                      | 0  | 4878             | 0.02                                      | 0  | 0                            |
| 13 | Susmita Jhawar                             | 4736                    | 0.02                                      | 0  | 4736             | 0.02                                      | 0  | 0                            |
| 14 | Brij Kishore Jhawar                        | 2973                    | 0.11                                      | 0  | 2973             | 0.11                                      | 0  | 0                            |
| 15 | Stuti Jhawar                               | 666                     | 0.00                                      | 0  | 666              | 0.00                                      | 0  | 0                            |
| 16 | Apurv Jhawar                               | 399                     | 0.00                                      | 0  | 399              | 0.00                                      | 0  | 0                            |
| 17 | Biharilal Santhalia                        | 200                     | 0.00                                      | 0  | 200              | 0.00                                      | 0  | 0                            |
| 18 | Uma Devi Jhawar                            | 52183                   | 0.20                                      | 0  | 0                | 0   | 0  | 0                            |
| 19 | Anupriya Jhawar                            | 661                     | 0.00                                      | 0  | 0                | 0   | 0  | 0                            |

#### ii) Shareholding of Promoter-

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

| SN | Name of the Shareholder     | beginn | Shareholding at the<br>beginning of the year |                  | shareholding<br>gtheyear            |
|----|-----------------------------|--------|--|------------------|-------------------------------------|
| 1  | Uma Devi Jhawar             |        | % of total shares<br>of the company          | No. of<br>shares | % of total shares<br>of the company |
|    | At the begining of the year | 52183  | 0.20   | 0                | 0.00                                |
|    | Sale of Shares              | 52183  | 0.20   | 0                | 0.00                                |
|    | At the end of the year      | 0      | 0.00   | 0                | 0.00                                |
| 2. | Anupriya Jhawar             |        |  |                  |                                     |
|    | At the begining of the year | 661    | 0.00   | 0                | 0.00                                |
|    | Sale of Shares              | 661    | 0.00   | 0                | 0.00                                |
|    | At the end of the year      | 0      | 0.00   | 0                | 0.00                                |

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

| SN | For Each of the Top 10 Shareholders    | Sharehold<br>beginning | ding at the<br>of the year             |                  | Shareholding<br>theyear                |
|----|--|------------------------|--|------------------|--|
|    |  | No. of<br>shares       | % of total<br>shares of the<br>company | No. of<br>shares | % of total<br>shares of the<br>company |
| 1  | ELARA INDIA OPPORTUNITIES FUND LIMITED | 1277291                | 4.8353                                 | 1277291          | 4.8353                                 |
| 2  | FOLLOWEL ENGINEERING LIMITED           | 468000                 | 1.7717                                 | 468000           | 1.7717                                 |
| 3  | RAJYA BARDHAN KANORIA                  | 450055                 | 1.7037                                 | 0                | 0                                      |

### USHA MARTIN EDUCATION & SOLUTIONS LIMITED

| SN | For Each of the Top 10 Shareholders    | Shareholding at the beginning of the year |  | Cumulative Shareholding<br>during theyear |  |  |
|----|--|---|--|---|--|--|
|    |  | No. of<br>shares                          | % of total<br>shares of the<br>company | No. of<br>shares                          | % of total<br>shares of the<br>company |  |
| 4  | GENERAL INSURANCE CORPORATION OF INDIA | 369295                                    | 1.398                                  | 369295                                    | 1.398                                  |  |
| 5  | EDELWEISS BROKING LIMITED              | 285149                                    | 1.079                                  | 0   | 0                                      |  |
| 6  | FALGUNI NILESH DEDHIA                  | 247500                                    | 0.9369                                 | 247500                                    | 0.9369                                 |  |
| 7  | AJAY MEENA                             | 236112                                    | 0.8938                                 | 236112                                    | 0.8938                                 |  |
| 8  | NATIONAL INSURANCE COMPANY LTD.        | 227035                                    | 0.8595                                 | 227035                                    | 0.8595                                 |  |
| 9  | SHEELA DEVI KANORIA                    | 217866                                    | 0.8248                                 | 217866                                    | 0.8248                                 |  |
| 10 | GOLDVIEW FINANCIAL SERVICES LTD        | 198974                                    | 0.7532                                 | 198974                                    | 0.7532                                 |  |

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

| SN | Shareholding of each Directors and each<br>Key Managerial Personnel  | Shareholding at the beginningof the year |  | Cumulative Shareholding<br>during theyear |  |
|----|--|--|--|---|--|
|    |  | No. of<br>shares                         | % of total<br>shares of the<br>company | No. of<br>shares                          | % of total<br>shares of the<br>company |
| 1. | Prashant Jhawar  |  |  |   |  |
|    | At the beginning of the year   | 134220                                   | 0.51                                   | 134220                                    | 0.51                                   |
|    | Date wise Increase / Decrease in Promoters<br>Share holding during the year specifying the<br>reasons for increase /decrease (e.g. allotment /<br>transfer / bonus/ sweat equity etc): | 0  | 0                                      | 0   | 0                                      |
|    | At the end of the year   | 134220                                   | 0.51                                   | 134220                                    | 0.51                                   |
| 2. | Rajeev Jhawar  |  |  |   |  |
|    | At the beginning of the year   | 36957                                    | 0.14                                   | 36957                                     | 0.14                                   |
|    | Date wise Increase / Decrease in Promoters<br>Share holding during the year specifying the<br>reasons for increase /decrease (e.g. allotment /<br>transfer / bonus/ sweat equity etc): | 0  | 0                                      | 0   | 0                                      |
|    | At the end of the year   | 36957                                    | 0.14                                   | 36957                                     | 0.14                                   |
| 3. | Debjit Bhattacharya  |  |  |   |  |
|    | At the beginning of the year   | 16000                                    | 0.06                                   | 16000                                     | 0.06                                   |
|    | Date wise Increase / Decrease in Promoters<br>Share holding during the year specifying the<br>reasons for increase /decrease (e.g. allotment /<br>transfer / bonus/ sweat equity etc): | 0  | 0                                      | 0   | 0                                      |
|    | At the end of the year   | 16000                                    | 0.06                                   | 16000                                     | 0.06                                   |

# V) INDEBTEDNESS - Indebtedness of the Company including interest outstanding/accrued but not due for payment

| ·  | , 0                                 | 0.                 |          | (Amount in ₹.)        |
|--|-------------------------------------|--------------------|----------|-----------------------|
|  | Secured Loans<br>excluding deposits | Unsecured<br>Loans | Deposits | Total<br>Indebtedness |
| Indebtedness at the beginning of the<br>financial year |                                     |                    |          |                       |
| i) Principal Amount                                    | 4852380.85                          | 22750000           | _        | 27602380.85           |
| ii) Interest due but not paid                          | 54113.00                            | 1837840            | _        | 1891953.00            |