

ETECHACES MARKETING AND CONSULTING PRIVATE LIMITED

CONSOLIDATED FINANCIAL STATEMENTS

FOR THE YEAR ENDED MARCH 31, 2018

Price Waterhouse Chartered Accountants LLP

INDEPENDENT AUDITORS' REPORT

To the Members of Etechaces Marketing and Consulting Private Limited

Report on the Consolidated Indian Accounting Standards (Ind AS) Financial Statements

1. We have audited the accompanying consolidated Ind AS financial statements of Etechaces Marketing and Consulting Private Limited ("hereinafter referred to as the Holding Company") and its subsidiaries (the Holding Company and its subsidiaries together referred to as "the Group"), (refer Note 27 to the attached consolidated financial statements), comprising of the consolidated Balance Sheet as at March 31, 2018, the consolidated Statement of Profit and Loss (including Other Comprehensive Income), the consolidated Cash Flow Statement for the year then ended and the Statement of Changes in Equity for the year then ended, and a summary of significant accounting policies and other explanatory information prepared based on the relevant records (hereinafter referred to as "the Consolidated Ind AS Financial Statements").

Management's Responsibility for the Consolidated Ind AS Financial Statements

2. The Holding Company's Board of Directors is responsible for the preparation of these consolidated Ind AS 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, consolidated cash flows and changes in equity of the Group in accordance with accounting principles generally accepted in India including the Indian Accounting Standards specified in the Companies (Indian Accounting Standards) Rules, 2015 (as amended) under Section 133 of the Act. The Holding Company's Board of Directors is also responsible for ensuring accuracy of records including financial information considered necessary for the preparation of consolidated Ind AS financial statements. The respective Board of Directors of the companies included in the Group are responsible for maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding the assets of the Group respectively and for preventing and detecting frauds and other irregularities; the selection and application of appropriate accounting policies; making judgements 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 financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error, which has been used for the purpose of preparation of the consolidated Ind AS financial statements by the Directors of the Holding Company, as aforesaid.

Auditors' Responsibility

3. Our responsibility is to express an opinion on these consolidated Ind AS financial statements based on our audit. While conducting the audit, we have taken into account the provisions of the Act and the Rules made thereunder including the accounting standards and matters which are required to be included in the audit report.



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Price Waterhouse (a Partnership Firm) converted into Price Waterhouse Chartered Accountants LLP (a Limited Liability Partnership with LLP identity no: LLPIN AAC-5001) with effect from July 25, 2014. Post its conversion to Price Waterhouse Chartered Accountants LLP, its ICAI registration number is 012754N/IN500016 (ICAI registration number before conversion was 012754N)

INDEPENDENT AUDITORS' REPORT

To the Members of Etechaces Marketing and Consulting Private Limited

Report on the Consolidated Ind AS Financial Statements

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4. We conducted our audit of the consolidated Ind AS financial statements in accordance with the Standards on Auditing specified under Section 143(10) of the Act and other applicable authoritative pronouncements issued by the Institute of Chartered Accountants of India. Those Standards and pronouncements require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated Ind AS financial statements are free from material misstatement.
5. An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated Ind AS financial statements. The procedures selected depend on the auditors' judgement, including the assessment of the risks of material misstatement of the consolidated Ind AS 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 Ind AS financial statements that give a true and fair view, in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of the accounting policies used and the reasonableness of the accounting estimates made by the Holding Company's Board of Directors, as well as evaluating the overall presentation of the consolidated Ind AS financial statements.
6. We believe that the audit evidence obtained by us and the audit evidence obtained by the other auditors in terms of their reports referred to in sub-paragraph 8 of the Other Matters paragraph below, other than the unaudited financial statements as certified by the management and referred to in sub-paragraph 9 of the Other Matters paragraph below, is sufficient and appropriate to provide a basis for our audit opinion on the consolidated Ind AS financial statements.

Opinion

7. In our opinion and to the best of our information and according to the explanations given to us, the aforesaid consolidated Ind AS financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India of the consolidated state of affairs of the Group at March 31, 2018, and their consolidated total comprehensive income (comprising of consolidated loss and consolidated other comprehensive income), their consolidated cash flows and consolidated changes in equity for the year ended on that date.

Other Matter

8. We did not audit the financial statements of 4 subsidiaries, whose financial statements reflect total assets of Rs. 599.42 lakhs as at March 31, 2018 (March 31, 2017 – Rs. 722.93 lakhs, April 01, 2016 – Rs. 1129.52 lakhs) and net assets of Rs. 398.62 lakhs as at March 31, 2018 (March 31, 2017 – Rs. 470.98 lakhs, April 01, 2016 – Rs. 344.05 lakhs), total revenue of Rs. 12.47 lakhs (previous year – Rs. 371.83 lakhs), total comprehensive income (comprising of loss and other comprehensive income) of Rs. (72.18) lakhs (previous year – Rs. 153.36 lakhs) and net cash flows amounting to Rs. (16.80) lakhs (previous year – Rs. (8.74) lakhs) for the year ended on that date, as considered in the consolidated Ind AS financial statements. These financial statements have been audited by other auditors whose reports have been furnished to us by the Management, and our opinion on the consolidated Ind AS financial statements insofar as it relates to the amounts and disclosures included in respect of these subsidiaries and our report in terms of sub-section (3) of Section 143 of the Act insofar as it relates to the aforesaid subsidiaries, is based solely on the reports of the other auditors.



INDEPENDENT AUDITORS' REPORT

To the Members of Etechaces Marketing and Consulting Private Limited

Report on the Consolidated Ind AS Financial Statements

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9. We did not audit the financial statements of 1 subsidiary, located outside India (incorporated on March 8, 2018), whose financial statements reflect total assets of Rs. 115.24 lakhs and net assets of Rs. 73.02 lakhs as at March 31, 2018, total revenue of Rs. Nil, total comprehensive income (comprising of loss and other comprehensive income) of Rs. (15.67) lakhs and net cash flows amounting to Rs. 88.68 lakhs for the year ended on that date, as considered in the consolidated Ind AS financial statements. The financial statements for this subsidiary have been prepared in accordance with International financial reporting standards and have not been audited. The Company's management has converted the financial statements prepared in accordance with International financial reporting standards to the accounting principles generally accepted in India. These unaudited financial statements have been furnished to us by the Management, and our opinion on the consolidated Ind AS financial statements insofar as it relates to the amounts and disclosures included in respect of this subsidiary, and our report in terms of sub-section (3) of Section 143 of the Act insofar as it relates to the aforesaid subsidiary, is based solely on such unaudited financial statements. In our opinion and according to the information and explanations given to us by the Management, these financial statements are not material to the Group.

Our opinion on the consolidated Ind AS financial statements and our report on Other Legal and Regulatory Requirements below, is not modified in respect of the above matters with respect to our reliance on the work done and the reports of the other auditors and the financial statements certified by the Management.

10. The comparative financial information of the Group for the year ended March 31, 2017 and the transition date opening balance sheet as at April 1, 2016 included in these consolidated Ind AS financial statements, are based on the previously issued statutory consolidated financial statements for the years ended March 31, 2017 and March 31, 2016 prepared in accordance with the Companies (Accounting Standards) Rules, 2006 (as amended) which were audited by us, on which we expressed an unmodified opinion dated September 21, 2017, and September 29, 2016 respectively.

The adjustments to the standalone financial statements of the Holding company and its 2 subsidiaries, for the differences in accounting principles adopted by them on transition to the Ind AS have been audited by us. Further, the comparative financial information for the year ended 31 March 2017 and the transition date opening balance sheet as at 1 April 2016 in respect of 4 subsidiaries included in this consolidated Ind AS financial statements prepared in accordance with the Ind AS have been audited by other auditors and have been relied upon by us.

Our opinion is not qualified in respect of these matters.

Report on Other Legal and Regulatory Requirements

11. 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 Ind AS financial statements.
- (b) In our opinion, proper books of account as required by law maintained by the Holding Company, its subsidiaries included in the Group, including relevant records relating to preparation of the aforesaid consolidated Ind AS financial statements have been kept so far as it appears from our examination of those books and records of the Holding Company and the reports of the other auditors.



INDEPENDENT AUDITORS' REPORT

To the Members of Etechaces Marketing and Consulting Private Limited
Report on the Consolidated Ind AS Financial Statements
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- (c) The Consolidated Balance Sheet, the Consolidated Statement of Profit and Loss (including other comprehensive income), Consolidated Cash Flow Statement and the Consolidated Statement of Changes in Equity dealt with by this Report are in agreement with the relevant books of account maintained by the Holding Company, its subsidiaries included in the Group, including relevant records relating to the preparation of the consolidated Ind AS financial statements.
- (d) In our opinion, the aforesaid consolidated Ind AS financial statements comply with the Indian Accounting Standards specified under Section 133 of the Act.
- (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 companies, none of the directors of the Group companies, is disqualified as on March 31, 2018 from being appointed as a director in terms of Section 164 (2) of the Act.
- (f) With respect to the adequacy of the internal financial controls with reference to financial statements of the Holding Company, its subsidiary companies incorporated in India and the operating effectiveness of such controls, refer to our separate Report in Annexure A.
- (g) With respect to the other matters to be included in the Auditors' Report in accordance with Rule 11 of the Companies (Audit and Auditors) Rules, 2014, in our opinion and to the best of our information and according to the explanations given to us:
 - i. There were no pending litigations as at March 31, 2018 which would impact the consolidated financial position of the Group.
 - ii. The Group had long-term contracts as at March 31, 2018 for which there were no material foreseeable losses. The Group did not have any long-term derivative contracts as at March 31, 2018.
 - iii. There were no amounts which were required to be transferred to the Investor Education and Protection Fund by the Holding Company, and its subsidiary companies, during the year ended March 31, 2018.
 - iv. The reporting on disclosures relating to Specified Bank Notes is not applicable to the Group for the year ended March 31, 2018.

For Price Waterhouse Chartered Accountants LLP
Firm Registration Number: 012754N/N500016

Amitesh Dutta
Partner
Membership Number 058507

Place: Gurugram
Date: September 12, 2018

Annexure A to Independent Auditors' Report

Referred to in paragraph 11(f) of the Independent Auditors' Report of even date to the members of Etechaces Marketing and Consulting Private Limited on the consolidated financial statements for the year ended March 31, 2018

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Report on the Internal Financial Controls with reference to financial statements under Clause (i) of Sub-section 3 of Section 143 of the Act

1. In conjunction with our audit of the consolidated financial statements of the Company as of and for the year ended March 31, 2018, we have audited the internal financial controls over financial reporting of Etechaces Marketing and Consulting Private Limited (hereinafter referred to as "the Holding Company") as of that date. Reporting under clause (i) of sub section 3 of Section 143 of the Act in respect of the adequacy of the internal financial controls over financial reporting is not applicable to subsidiary companies incorporated in India, pursuant to MCA notification GSR 583(E) dated 13 June 2017.

Management's Responsibility for Internal Financial Controls

2. The Board of Directors of the Holding company which is a company incorporated in India are responsible for establishing and maintaining internal financial controls based on "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 the respective 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.

Auditor's Responsibility

3. 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 the ICAI and the Standards on Auditing deemed to be prescribed under section 143(10) of the Companies Act, 2013, to the extent applicable to an audit of internal financial controls, both applicable to an audit of internal financial controls and both issued by the ICAI. Those Standards and the Guidance Note require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether adequate internal financial controls over financial reporting was established and maintained and if such controls operated effectively in all material respects.
4. Our audit involves performing procedures to obtain audit evidence about the adequacy of the internal financial controls system over financial reporting and their operating effectiveness. Our audit of internal financial controls over financial reporting included obtaining an understanding of internal financial controls over financial reporting, assessing the risk that a material weakness exists, and testing and evaluating the design and operating effectiveness of internal control based on the assessed risk. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error.



Annexure A to Independent Auditors' Report

Referred to in paragraph 11(f) of the Independent Auditors' Report of even date to the members of Etechaces Marketing and Consulting Private Limited on the consolidated financial statements for the year ended March 31, 2018

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5. 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 with reference to financial statements

6. A company's internal financial controls with reference to financial statements 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 with reference to financial statements

7. Because of the inherent limitations of internal financial controls with reference to financial statements, including the possibility of collusion or improper management override of controls, material misstatements due to error or fraud may occur and not be detected. Also, projections of any evaluation of the internal financial controls over financial reporting to future periods are subject to the risk that the internal financial control over financial reporting may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

Opinion

8. In our opinion, the Holding Company, which is a company incorporated in India, have, in all material respects, an adequate internal financial controls system with reference to financial statements and such internal financial controls with reference to financial statements 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 Price Waterhouse Chartered Accountants LLP
Firm Registration Number: 012754N/N500016

Amitesh Dutta
Partner
Membership Number 058507

Place: Gurugram
Date: September 12, 2018

Etechaces Marketing and Consulting Private Limited
Consolidated Balance Sheet

Notes	As at March 31, 2018 (Rs. in Lakhs)	As at March 31, 2017 (Rs. in Lakhs)	As at April 1, 2016 (Rs. in Lakhs)
ASSETS			
Non-current assets			
Property, plant and equipment	4	975.91	367.16
Intangible assets	5	100.38	67.60
Financial assets			
(i) Loans	6(b)	713.33	446.05
Deferred tax assets (Net)	22	943.02	3,494.97
Current Tax Assets (Net)	7	4,099.29	1,381.12
Other non-current assets	8	136.47	134.10
Total non-current assets		6,968.40	5,891.00
Current assets			
Financial assets			
(i) Investments	6(a)	64,975.92	20,384.13
(ii) Trade receivables	6(c)	9,605.83	4,396.05
(iii) Cash and cash equivalents	6(d)	3,752.56	4,241.35
(iv) Bank balances other than (iii) above	6(e)	1,049.03	69.60
(v) Loans	6(b)	18.64	11.04
(vi) Other financial assets	6(f)	304.84	1,720.29
Other current assets	9	1,296.84	801.54
Total current assets		81,003.66	31,624.00
Total assets		87,972.06	37,515.00
EQUITY AND LIABILITIES			
Equity			
Equity Share capital	10 (a)	3.61	3.60
Instruments entirely equity in nature	10 (b)	83.87	64.17
Other Equity			
Reserves and surplus	10 (c)	78,692.39	32,106.91
Total equity		78,779.87	30,680.91
Liabilities			
Non-current liabilities			
Financial liabilities			
(i) Other financial liabilities	11 (b)	203.99	127.45
Employee benefit obligations	12	471.23	279.92
Total non-current liabilities		675.22	407.37
Current liabilities			
Financial Liabilities			
(i) Trade payables	11 (a)	4,679.83	2,470.76
(ii) Other financial liabilities	11(b)	1,452.56	1,164.85
Employee benefit obligations	12	432.40	195.53
Other current liabilities	13(a)	1,952.18	1,098.89
Current Tax Liabilities (Net)	13(b)	-	2.92
Total current liabilities		8,516.97	4,932.95
Total liabilities		9,192.19	5,340.32
Total equity and liabilities		87,972.06	37,515.00

The above balance sheet should be read in conjunction with the accompanying notes.

This is the Balance Sheet referred to in our report of even date.

For Price Waterhouse Chartered Accountants LLP
Firm Registration Number: 012754N/N500016

Amitesh Dutta
Partner
Membership No. 058507

For and on behalf of the Board of Directors

Yashish Dahiya
Director
DIN : 00706336

Alok Bansal
Director
DIN : 01653526

Place: Gurugram
Date: September 12, 2018

Place: Gurugram
Date: September 12, 2018



Etechaces Marketing and Consulting Private Limited
Consolidated Statement of Profit and Loss

	Notes	Year ended March 31, 2018 (Rs. in Lakhs)	Year ended March 31, 2017 (Rs. in Lakhs)
Revenue from operations	14	33,393.41	18,393.89
Other income	15	2,640.18	2,413.21
Total income		36,033.59	20,807.10
Expenses:			
Employee benefit expenses	16	17,819.30	11,025.03
Depreciation and amortisation expenses	17	741.21	339.06
Advertising and promotion expenses	18	14,221.38	7,486.10
Network, internet and other direct expenses	19	1,627.35	1,077.54
Administration and other expenses	20	4,978.50	2,672.61
Total expenses		39,387.74	22,600.34
Profit/(Loss) before tax		(3,354.15)	(1,793.24)
Income tax expense :			
Current Tax	21	13.15	-
Current Tax (MAT)	21	-	971.51
Deferred tax	21	2,551.55	(3,496.67)
Total tax expense		2,564.70	(2,525.16)
Profit/(Loss) for the year		(5,918.85)	731.92
Other comprehensive income			
Items that may be reclassified to profit or loss			
Exchange differences on translation of foreign operations		(0.85)	-
Income tax relating to these items		-	-
Items that will not be reclassified to profit or loss			
Remeasurement of post employment benefit obligations [Gain/(Loss)]	12	(23.23)	45.27
Income tax relating to these items		-	(1.83)
Other comprehensive income for the year, net of tax		(24.08)	43.44
Total comprehensive income for the year		(5,942.93)	775.36
Earnings per equity share: [Nominal value per share Rs.10/- (March 31, 2017: Rs.10/-)]			
Basic (in Rs.)	26	(0.16)	0.02
Diluted (in Rs.)	26	(0.16)	0.01

The above statement of profit and loss should be read in conjunction with the accompanying notes.

This is the Statement of Profit and Loss referred to in our report of even date.

For Price Waterhouse Chartered Accountants LLP
Firm Registration Number: 012754N/N500016


Amitesh Dutta
Partner
Membership No. 058507

For and on behalf of the Board of Directors


Yashish Dahya
Director
DIN : 00706336


Alok Bansal
Director
DIN : 01653526

Place: Gurugram
Date: September 12, 2018

Place: Gurugram
Date: September 12, 2018



Etechaces Marketing and Consulting Private Limited
Consolidated Statement of cash flows

Particulars	Notes	March 31, 2018 (Rs. in Lakhs)	March 31, 2017 (Rs. in Lakhs)
Cash flow from operating activities			
(Loss) before income tax		(3,354.15)	(1,793.24)
Adjustments for			
Depreciation and amortization expense	17	740.96	339.20
(Gain) on disposal of property, plant and equipment		-	(2.12)
(Gain) on sale of investments	15	(2,304.19)	(2,007.80)
Provisions for doubtful debts	6(c)	(56.47)	(64.04)
Liability no longer required written-off		(2.55)	-
Unwinding of discount on security deposits	15	(40.50)	(30.26)
Income accrued but not due	15	(13.05)	(0.52)
Interest income classified as investing cash flow	15	(115.91)	(102.26)
Interest income from tax refund	15	(0.71)	(53.49)
Provision written back		(0.14)	-
Changes in fair value of financial assets at fair value through profit or loss	15	(102.23)	(17.34)
Employee share-based payment expense	28	1,275.34	718.39
Change in operating assets and liabilities			
(Increase) in trade receivables	6(c)	(5,153.31)	(487.30)
Increase/(Decrease) in trade payables	11(a)	2,211.62	(369.75)
(Increase) in other non-current assets	8	(2.37)	(22.79)
Increase in other current financial liabilities	11(b)	287.71	552.70
(Increase) in other current assets	9	(495.30)	72.99
(Increase)/Decrease in loans-current	6(b)	(7.60)	1.17
Decrease/(Increase) in other financial assets	6(f)	1,415.46	(1,720.29)
Increase in employee benefit obligations	16	404.96	102.45
Increase in other current liabilities	13	853.29	719.94
Increase in current tax liabilities	13(b)	(16.16)	2.92
(Increase) in loans-non-current	6(b)	(226.78)	(90.34)
Increase in other non-current financial liabilities	11(b)	76.53	42.22
Decrease in other bank balances	6(e)	(979.42)	1,495.26
Cash outflow from operations		(5,604.97)	(2,714.27)
Income taxes paid	7	(2,717.46)	(726.11)
Net cash outflow from operating activities		(8,322.43)	(3,440.38)
Cash flows from investing activities			
Purchase of property, plant and equipment	4,5	(1,382.72)	(150.37)
Purchase of current investments		(64,873.69)	(20,366.79)
Proceeds from sale of current investment		22,688.32	26,225.54
Proceeds from sale of property, plant and equipment		-	2.12
Interest received		128.96	102.77
Net cash inflow/(outflow) from investing activities		(43,439.13)	5,813.27
Cash flows from financing activities			
Proceeds from issue of shares	10 (a)	51,272.78	-
Net cash inflow from financing activities		51,272.78	-
Net increase/(decrease) in cash and cash equivalents		(488.79)	2,372.89
Cash and cash equivalents at the beginning of the financial year	6(d)	4,241.35	1,868.46
Cash and cash equivalents at end of the year		3,752.56	4,241.35

Reconciliation of cash and cash equivalents as per cash flow statement
Cash and cash equivalents as per above comprise of the following

	March 31, 2018 (Rs. in Lakhs)	March 31, 2017 (Rs. in Lakhs)
Balances with Bank	3,749.31	3,950.79
Cash on hand	3.25	5.56
Balances in fixed deposit accounts with original maturity less than 3 months	-	285.00
Balances per statement of cash flows	3,752.56	4,241.35

Notes:

- The above Statement of Cash Flows has been prepared under the Indirect Method as set out in the Indian Accounting Standard [Ind AS -7 on "Statement of Cash Flows"].
- The above Statement of Cash Flows should be read in conjunction with the accompanying notes.
- Figures in brackets indicate cash outflow.

The above cash flow statement should be read in conjunction with the accompanying notes.

This is the Cash Flow Statement referred to in our report of even date.

For Price Waterhouse Chartered Accountants LLP
Firm Registration Number: 012754N/NS00016

Amitesh Dutta
Partner
Membership No. 058507

For and on behalf of the Board of Directors

Yashish Dahiya
Director
DIN : 00706336

Alok Bansal
Director
DIN : 01653526

Place: Gurugram
Date: September 12, 2018

Place: Gurugram
Date: September 12, 2018



Etechaces Marketing and Consulting Private Limited
Consolidated Statement of changes in equity

I) Equity share capital

(Rs. in Lakhs)		
Particulars	Notes	Amount
As at April 1, 2016		3.60
Changes in equity share capital	10 (a)	-
As at March 31, 2017		3.60
Changes in equity share capital	10 (a)	0.01
As at March 31, 2018		3.61

II) Instruments entirely equity in nature (Compulsorily Convertible Preference Shares)

(Rs. in Lakhs)		
Particulars	Notes	Amount
As at April 1, 2016		64.17
Changes in preference share capital	10 (b)	-
As at March 31, 2017		64.17
Changes in preference share capital	10 (b)	19.70
As at March 31, 2018		83.87

III) Other equity

Reserves and surplus

(Rs. in Lakhs)						
Particulars	Notes	Securities premium reserve	Retained earnings	Equity settled share based payment reserve	General Reserve	Foreign currency translation reserve
Balance as at April 1, 2016		51,027.61	(23,338.78)	2,922.58	1.73	-
Profit/(Loss) for the year	10 (c)	-	731.92	-	-	-
Other comprehensive income	10 (c)	-	43.44	-	-	-
Employee share-based payment expense	16	-	-	718.39	-	-
Transfer to Securities Premium for exercise of options		-	-	(317.53)	-	-
Total comprehensive income for the year		-	775.36	-	-	-
Transactions with owners in their capacity as owners:						
Exercise of options- transferred from Equity settled share based payment reserve		317.53	-	-	-	-
Balance as at March 31, 2017		51,345.14	(22,563.42)	3,323.44	1.73	-
(Loss) for the year	10 (c)	-	(5,918.85)	-	-	-
Other comprehensive income	10 (c)	-	(23.23)	-	-	(0.85)
Employee share-based payment expense	16	-	-	1,275.34	-	-
Transfer to Securities Premium for exercise of options	16	-	-	(106.99)	-	-
Total comprehensive income for the year		-	(5,942.08)	-	-	(0.85)
Transactions with owners in their capacity as owners:						
Exercise of options- transferred from Equity settled share based payment reserve		106.99	-	-	-	-
Issue of equity shares	10 (a)	51,253.07	-	-	-	-
Balance as at March 31, 2018		102,705.20	(28,505.50)	4,491.79	1.73	(0.85)

The above statement of changes of equity should be read in conjunction with the accompanying notes.

This is the Statement of changes in equity referred to in our report of even date.

For Price Waterhouse Chartered Accountants LLP
Firm Registration Number: 012754N/N500016


Amitesh Dutta
Partner
Membership No. 058507

For and on behalf of the Board of Directors


Yashish Dahiya
Director
DIN : 00706336


Alok Bansal
Director
DIN : 01653526

Place: Gurugram
Date: September 12, 2018

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Etechaces Marketing and Consulting Private Limited

Notes forming part of the Consolidated Financial Statements for the year ended March 31, 2018

Note 1: General Information

Etechaces Marketing and Consulting Private Limited ("the Company" or "Etechaces") is a private limited Company incorporated on 4th June 2008 under the provisions of the Companies Act, 1956 having its registered office at Plot no.119, Sector 44, Gurugram, Haryana. These consolidated financial statements comprise the Company and its subsidiaries (referred to collectively as the 'Group').

The Group is primarily engaged in providing online marketing, consulting and support services through its online portal policybazaar.com and paisabazaar.com largely for the financial service industry, including insurance.

Note 2: Significant Accounting Policies

This note provides a list of the significant accounting policies adopted in the preparation of these consolidated financial statements. These policies have been consistently applied to all the years presented, unless otherwise stated.

2.1 Basis of preparation of consolidated financial statements

a. Compliance with IND AS

The consolidated financial statements comply in all material aspects with Indian Accounting Standards (Ind AS) notified under Section 133 of the Companies Act, 2013 (the Act) [Companies (Indian Accounting Standards) Rules, 2015] and other relevant provisions of the Act.

The consolidated financial statements up to year ended March 31, 2017 were prepared in accordance with the accounting standards notified under Companies (Accounting Standard) Rules, 2006 (as amended) and other relevant provisions of the Act.

These consolidated financial statements are the first consolidated financial statements of the Company under Ind AS. Refer note 35 for an explanation of how the transition from previous GAAP to Ind AS has affected the Company's financial position, financial performance and cash flows.

b. Historical Cost Convention

The consolidated financial statements have been prepared on the historical cost basis, except for the following items:

- Certain financial assets measured at fair value;
- Defined benefit plans - plan assets measured at fair value; and
- Share based payments

c. Principles of Consolidation – Subsidiaries

Subsidiaries are all entities over which the group has control. The group controls an entity when the group is exposed to, or has rights to, variable returns from its investment with the entity and has the ability to affect those returns through its power to direct the relevant activities of the entity. Subsidiaries are fully considered from the date on which control is transferred to the group. They are deconsolidated from the date that control ceases.



The group combines the financial statements of parent and its subsidiaries line by line adding together like items of assets, liabilities, equity, income and expenses. Intercompany transactions, balances and unrealised gains on transactions between group companies are eliminated. Unrealised losses are also eliminated unless the transaction provides evidence of an impairment of the transferred asset. Accounting policies of subsidiaries have been changed where necessary to ensure consistency with the policies adopted by the Group.

d. Current and non-current classification

All assets and liabilities have been classified as current or non-current as per Company's operating cycle and other criteria set out in the Schedule III, (Division II) to the Companies Act, 2013. Based on the nature of products and the time between acquisition of assets for processing and their realisation in cash and cash equivalent, the Company has ascertained its operating cycle as 12 months for the purpose of current or non-current classification of assets and liabilities.

e. Property, plant and equipment

All items of property, plant and equipment are carried at cost less accumulated depreciation / amortization and impairment losses, if any. Historical cost includes expenditure that is directly attributable to the acquisition of the items.

Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Company and the cost of the item can be measured reliably. The carrying amount of any component accounted for as a separate asset is derecognised when replaced. All other repairs and maintenance are charged to profit or loss during the reporting period in which they are incurred.

Transition to Ind AS

On transition to Ind AS, the Company has elected to continue with the carrying value of all of its property, plant and equipment recognised as at April 1, 2016 measured as per the previous GAAP and use that carrying value as the deemed cost of the property, plant and equipment.

Depreciation methods, estimated useful lives and residual value

Depreciation is recognised so as to write off the cost of assets less their residual values over the useful lives, using the straight line method. The useful lives have been determined based on technical evaluation done by the management's expert which in some cases are different as those specified by Schedule II to the Companies Act, 2013, in order to reflect the actual usage of the assets.

The residual values of the assets are assessed to be nil. The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at the end of each reporting period.

An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount.

Gains and losses on disposals are determined by comparing proceeds with carrying amount. These are included in the statement of profit or loss.



The useful lives of assets have been considered as follows:

Description	Useful life
Computers	3 years
Furniture & Fixtures*	7 years
Office Equipment*	3 years
Lease Hold Improvements	Period of Lease or 3 years whichever is earlier

* For these class of assets, based on internal assessment the management believes that the useful lives as given above best represents the period over which the management expects to use these assets. Hence, useful lives of these assets is different from the useful lives as prescribed under Part C of Schedule II of the Companies Act, 2013.

f. Intangible assets

Intangible assets are stated at acquisition cost, net of accumulated amortization and accumulated impairment losses, if any. Intangible assets are amortized on a straight line basis over their estimated useful lives. The amortization period and the amortization method are reviewed at least at each financial year end. If the expected useful life of the asset is significantly different from previous estimates, the amortization period is changed accordingly. Gains or losses arising from the retirement or disposal of an intangible asset are determined as the difference between the net disposal proceeds and the carrying amount of the asset and recognised as income or expense in the Statement of Profit and Loss.

The Company has software licenses under intangible assets which are amortized over a period of 3 years.

Transition to Ind AS

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

g. Impairment of assets

Intangible assets that have an indefinite useful life are not subject to amortization and are tested annually for impairment, or more frequently if events or changes in circumstances indicate that they might be impaired. Other assets are tested for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognized for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs of disposal and value in use. Non-financial assets that suffered an impairment are reviewed for possible reversal of the impairment at the end of each reporting period.



Yashpal Bahuguna



h. Revenue recognition

Revenue is measured at the fair value of the consideration received or receivable net of goods and service tax (GST).

Revenue from services: The Company recognizes revenue when the amount of revenue can be reliably measured, it is probable that future economic benefits will flow to the Company and specific criteria have been met for each of the Company's services as described below.

- Online marketing and consulting services
- Marketing support services
- Commission on web aggregation of financial products
- IT Support Services
- Sale of Leads
- Telemarketing services
- Outsourcing services
- Product listing
- Investment advisory fees

Timing of recognition: Revenue from above services is recognized in the accounting period in which the services are rendered.

Revenue in excess of billing of web aggregator services is included as unbilled revenue in other current financial assets.

i. Foreign currency transactions

Functional and presentation currency

Items included in the financial statements of the Company are measured using the currency of the primary economic environment in which the Company operates ('the functional currency') i.e. Indian rupee (INR), which is Etechaces Marketing and Consulting Private Limited's functional and presentation currency.

Transactions and balances

Initial recognition: On initial recognition, all foreign currency transactions are recorded by applying to the foreign currency amount the spot exchange rate between the functional currency and the foreign currency at the date of the transactions.

Subsequent recognition: As at the reporting date, foreign currency monetary items are translated using the closing rate and non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rate at the date of the transaction.

Exchange gains and losses arising on the settlement of monetary items or on translating monetary items at rates different from those at which they were translated on initial recognition during the year or in previous financial statements are recognised in profit or loss in the year in which they arise.

Translation of foreign operations: The financial statements of foreign operations are translated using the principles and procedures mentioned above, since these businesses are carried on as if it is an extension of the Company's operations.



Group Companies:

The results and financial position of foreign operations (none of which has the currency of a hyperinflationary economy) that have a functional currency different from the presentation currency are translated into the presentation currency as follows:

- assets and liabilities are translated at the closing rate at the date of that balance sheet
- income and expenses are translated at average exchange rates
- All resulting exchange differences are recognised in other comprehensive income

When a foreign operation is sold, the associated exchange differences are reclassified to profit or loss, as part of the gain or loss on sale. Goodwill and fair value adjustments arising on the acquisition of a foreign operation are treated as assets and liabilities of the foreign operation and translated at the closing rate.

j. Employee benefits

Employee benefits include Provident Fund, Employee State Insurance scheme, Gratuity, Compensated absences and Share based payments.

i) Defined contribution plans

The Company's contributions to Provident Fund and Employee State Insurance scheme are considered as contribution to defined contribution plan and charged as an expense based on the amount of contributions required to be made as and when services are rendered by the employees.

ii) Defined benefit plans

For defined benefit plans in the form of gratuity, the cost of providing benefits is determined using the Projected Unit Credit method, with actuarial valuations being carried out at each balance sheet date. Re-measurement, comprising actuarial gains and losses, the effect of the changes to the asset ceiling and the return on plan asset (excluding net interest), is reflected immediately in the balance sheet with a charge or credit recognized in other comprehensive income in the period in which they occur. Re-measurement recognized in other comprehensive income is reflected immediately in retained earnings and is not reclassified to profit or loss. Past service cost is recognized in 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 liability or asset.

iii) Short-term obligations

The undiscounted amount of short-term employee benefits expected to be paid in exchange for the services rendered by employees are recognised during the year when the employees render the services.

These benefits include performance incentive and compensated absences which are expected to occur within twelve months after the end of the period in which the employee renders the related service.

The cost of short-term compensated absences is accounted as under:

- (a) in case of accumulated compensated absences, when employees render the services that increase their entitlement of future compensated absences;
- (b) in case of non-accumulating compensated absences, when the absences occur.



iv) Other long-term employee benefit obligations

The liabilities for earned leave and sick leave are not expected to be settled wholly within 12 months after the end of the period in which the employees render the related service. They are therefore measured as the present value of expected future payments to be made in respect of services provided by employees up to the end of the reporting period using the projected unit credit method. The benefits are discounted using the market yields at the end of the reporting period that have terms approximating to the terms of the related obligation. Remeasurements as a result of experience adjustments and changes in actuarial assumptions are recognised in profit or loss.

The obligations in relation to compensated absences are presented as current liabilities in the balance sheet as the Company does not have an unconditional right to defer settlement for at least 12 months after the reporting period, regardless of when the actual settlement is expected to occur.

v) Share-based payments

The Group operates a number of equity settled, employee share based compensation plans, under which the Group receives services from employees as consideration for equity shares of the Company. The Group has granted stock options to its employees.

The fair value of the employees services received in exchange for the grant of the options is determined by reference to the fair value of the options as at the Grant Date and is recognised as an 'employee benefits expenses' with a corresponding increase in equity. The total expense is recognised over the vesting period which is the period over which the applicable vesting condition is to be satisfied. The total amount to be expensed is determined by reference to the fair value of the options granted:

1. including any market performance conditions (e.g., the entity's share price)
2. excluding the impact of any service and non-market performance vesting conditions, and
3. including the impact of any non-vesting conditions

At the end of each period, the entity revises its estimates of the number of options that are expected to vest based on the non-market vesting and service conditions. It recognises the impact of the revision to original estimates, if any, in profit or loss, with a corresponding adjustment to equity.

k. Treasury shares (Shares held by the ESOP Trust)

The Company has created an Employee Stock Option Plan Trust (ESOP Trust) for providing share-based payment to its employees. The Company uses Trust as a vehicle for transferring shares to employees under the employee remuneration schemes. The Company allots shares to ESOP Trust.

The Company treats ESOP trust as its extension and shares held by ESOP Trust are treated as treasury shares. Share options exercised during the reporting period are satisfied with treasury shares.

The consideration paid for treasury shares including any directly attributable incremental cost is presented as a deduction from total equity, until they are cancelled, sold or reissued. When treasury shares are sold or reissued subsequently, the amount received is recognized as an increase in equity, and the resulting surplus or deficit on the transaction is transferred to/ from retained earnings.



l. Leases

As a lessee

Leases in which a significant portion of the risks and rewards of ownership are not transferred to the Company as lessee are classified as operating leases. Payments made under operating leases (net of any incentives received from the lessor) are charged to profit or loss on a straight-line basis over the period of the lease unless the payments are structured to increase in line with expected general inflation to compensate for the lessor's expected inflationary cost increases.

m. Earnings per share (EPS)

Basic earnings per share are computed by dividing the profit after tax by the weighted average number of equity shares outstanding during the year. Diluted earnings per share is computed by dividing the profit after tax as adjusted for dividend, interest and other charges to expense or income relating to the dilutive potential equity shares, by the weighted average number of equity shares considered for deriving basic earnings per share and the weighted average number of equity shares which could have been issued on the conversion of all dilutive potential equity shares, except where results are anti-dilutive.

n. Cash and cash equivalents

For the purpose of presentation in the statement of cash flows, cash and cash equivalents includes cash on hand, other short term, highly liquid investments with original maturities of three months or less that are readily convertible to known amounts of cash and which are subject to an insignificant risk of change in value.

o. Income Taxes

The income tax expense or credit for the period is the tax payable on the current period's taxable income based on the applicable income tax rate adjusted by changes in deferred tax assets and liabilities attributable to temporary differences and to unused tax losses.

The current income tax charge is calculated on the basis of the tax laws enacted or substantively enacted at the end of the reporting period. Management periodically evaluates positions taken in tax returns with respect to situations in which applicable tax regulation is subject to interpretation. It establishes provisions where appropriate on the basis of amounts expected to be paid to the tax authorities.

Deferred income tax is recognised on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the financial statements. Deferred tax liabilities are generally recognised for all taxable temporary differences. Deferred tax assets are generally recognised for all deductible temporary differences and unused tax losses to the extent that it is probable that tax profits will be available against which those deductible temporary differences can be utilized.

Deferred income tax is determined using tax rates (and laws) that have been enacted or substantially enacted by the end of the reporting period and are expected to apply when the related deferred income tax asset is realised or the deferred income tax liability is settled.

Deferred tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets and liabilities and when the deferred tax balances relate to the same taxation authority. Current tax assets and tax liabilities are offset where the entity has a legally enforceable right to offset and intends either to settle on a net basis, or to realise the asset and settle the liability simultaneously.



Current and deferred tax is recognised in profit or loss, except to the extent that it relates to items recognised in other comprehensive income or directly in equity. In this case, the tax is also recognised in other comprehensive income or directly in equity, respectively.

p. Provisions and contingencies

A provision is recognized when the Company has a present legal or constructive obligation as a result of past event and it is probable that an outflow of resources will be required to settle the obligation, in respect of which a reliable estimate can be made. Provisions are measured at the present value of management's best estimate of the expenditure required to settle the present obligation at the end of the reporting period. The discount rate used to determine the present value is a pre-tax rate that reflects current market assessments of the time value of money and the risks specific to the liability. The increase in the provision due to the passage of time is recognised as interest expense. These are reviewed at each balance sheet date and adjusted to reflect the current best estimates.

Contingent liabilities and contingent assets

Contingent liabilities are disclosed when there is a possible obligation arising from past events, the existence of which will be confirmed only by the occurrence or non-occurrence of one or more uncertain future events not wholly within the control of the Company or a present obligation that arises from past events where it is either not probable that an outflow of resources will be required to settle or a reliable estimate of the amount cannot be made. Contingent assets are not recognised in consolidated financial statements since this may result in the recognition of income that may never be realised. However, when the realisation of income is virtually certain, then the related asset is not a contingent asset and its recognition is appropriate. A contingent asset is disclosed, where an inflow of economic benefits is probable. However, contingent assets are assessed continually and if it is virtually certain that an inflow of economic benefits will arise, the asset and related income are recognised in the period in which the change occurs.

q. Financial Instruments

A financial instrument is any contract that gives rise to a financial asset of one entity and a financial liability or equity instrument of another entity.

Financial Assets

Classification:

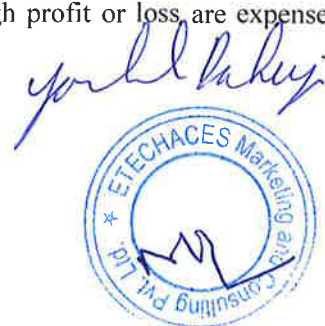
The Company classifies its financial assets in the following measurement categories

- those to be measured subsequently at fair value (either through other comprehensive income or through profit and loss), and
- those measured at amortized cost.

The classification depends on the Company's business model for managing the financial assets and the contractual terms of the cash flows.

Initial Recognition:

At initial recognition, the Company measures a financial asset at its fair value plus, in the case of a financial asset not at fair value through profit or loss, transaction costs that are directly attributable to the acquisition of the financial asset. Transaction costs of financial assets carried at fair value through profit or loss, are expensed in profit or loss.



Subsequent measurement:

After initial measurement, financial assets classified at amortised cost are subsequently measured at amortised cost using the effective interest rate (EIR) method. Amortised cost is calculated by taking into account any discount or premium on acquisition and fees or costs that are an integral part of the EIR. The EIR amortisation is included in finance income in the profit or loss.

Financial assets at fair value through other comprehensive income are carried at fair value at each reporting date. Fair value changes are recognized in the other comprehensive income (OCI). However, the company recognizes interest income, impairment losses and reversals and foreign exchange gain or loss in the statement of profit and loss. On derecognition of the financial asset other than equity instruments, cumulative gain or loss previously recognised in OCI is reclassified to statement of profit and loss.

Any financial asset that does not meet the criteria for classification as at amortized cost or as financial assets at fair value through other comprehensive income, is classified as financial assets at fair value through profit or loss. Financial assets at fair value through profit or loss are fair valued at each reporting date with all the changes recognized in the statement of profit and loss.

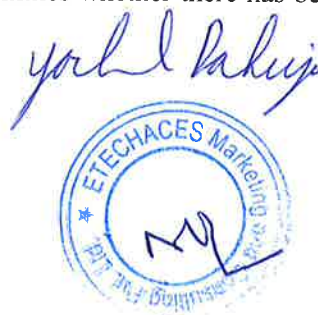
Debt instruments

Subsequent measurement of debt instruments depends on the Company's business model for managing the asset and the cash flow characteristics of the asset. There are three measurement categories into which the Company classifies its debt instruments:

- **Amortised cost:** Assets that are held for collection of contractual cash flows where those cash flows represent solely payments of principal and interest are measured at amortised cost. A gain or loss on a debt instruments that is subsequently measured at amortised cost and is not part of a hedging relationship is recognised in profit or loss when the asset is derecognised or impaired. Interest income from these financial assets is included in finance income using the effective interest rate method.
- **Fair value through other comprehensive income (FVOCI):** Assets that are held for collection of contractual cash flows and for selling the financial assets, where the assets' cash flows represent solely payments of principal and interest, are measured at fair value through other comprehensive income (FVOCI). Movements in the carrying amount are taken through OCI, except for the recognition of impairment gains or losses, interest revenue and foreign exchange gains and losses which are recognized in profit and loss. When the financial asset is derecognised, the cumulative gain or loss previously recognised in OCI is reclassified from equity to profit or loss and recognised in other income/ (expenses). Interest income from these financial assets is included in other income using the effective interest rate method.
- **Fair value through profit or loss:** Assets that do not meet the criteria for amortised cost or FVOCI are measured at fair value through profit or loss. A gain or loss on a debt instruments that is subsequently measured at fair value through profit or loss and is not part of a hedging relationship is recognised in profit or loss and presented net in the Statement of Profit and Loss within other income in the period in which it arises. Interest income from these financial assets is included in other income.

Impairment of financial assets

The Company assesses on a forward looking basis the expected credit losses associated with its assets carried at amortised cost and FVOCI debt instruments. The impairment methodology applied depends on whether there has been a significant increase in credit risk. Note 30 details how the Company determines whether there has been a significant increase in credit risk.



For trade receivables only, the group applies the simplified approach permitted by Ind AS 109 Financial Instruments, which requires expected lifetime losses to be recognised from initial recognition of the receivables.

Derecognition of financial assets

A financial asset is derecognized only when

- The Company has transferred the rights to receive cash flows from the financial asset or
- retains the contractual rights to receive the cash flows of the financial asset, but assumes a contractual obligation to pay the cash flows to one or more recipients.

Where the Company has transferred an asset, the Company evaluates whether it has transferred substantially all risks and rewards of ownership of the financial asset. In such cases, the financial asset is derecognised. Where the Company has not transferred substantially all risks and rewards of ownership of the financial asset, the financial asset is not derecognised.

Where the Company has neither transferred a financial asset nor retains substantially all risks and rewards of ownership of the financial asset, the financial asset is derecognised if the Company has not retained control of the financial asset. Where the Company retains control of the financial asset, the asset is continued to be recognised to the extent of continuing involvement in the financial asset.

Income recognition

Interest income

Interest income from fixed deposits is recognized using the effective interest rate method. The effective interest rate is the rate that exactly discounts estimated future cash receipts through the expected life of the financial asset to the gross carrying amount of a financial asset.

r. Financial liabilities and equity instruments

Initial recognition and measurement

Financial liabilities are recognised initially at fair value minus transaction costs that are directly attributable to the issue of financial liabilities. Financial liabilities are classified as subsequently measured at amortized cost. Any difference between the proceeds (net of transaction costs) and the redemption amount is recognised in the Statement of Profit and Loss over the period of the borrowings using the effective rate of interest.

Subsequent measurement

After initial recognition, financial liabilities are subsequently measured at amortised cost using the EIR method. Gains and losses are recognised in Statement of Profit or Loss when the liabilities are derecognised as well as through the EIR amortisation process.

Amortised cost is calculated by taking into account any discount or premium on acquisition and fees or costs that are an integral part of the EIR. The EIR amortisation is included as finance costs in the statement of profit and loss.



Yash Malik



De-recognition of financial liabilities

A financial liability is derecognised when the obligation under the liability is discharged or cancelled or expires. When an existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification is treated as the derecognition of the original liability and the recognition of a new liability. The difference in the respective carrying amounts is recognised in the statement of profit and loss.

Equity instruments

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

s. Offsetting Financial Instruments

Financial assets and financial liabilities are offset and the net amount is reported in the balance sheet where there is a legally enforceable right to offset the recognised amounts and there is an intention to settle on a net basis or realize the asset and settle the liability simultaneously. The legally enforceable right must not be contingent on future events and must be enforceable in the normal course of business and in the event of default, insolvency.

t. Segment Information

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision maker. Refer Note 29.

u. Rounding of amounts

All amounts disclosed in the consolidated financial statements and notes have been rounded off to the nearest lakhs as per the requirement of Schedule III (Division II), unless otherwise stated.

Note 3: Critical estimates and Judgements

The preparation of consolidated financial statements requires the use of accounting estimates which, by definition, will seldom equal the actual results. Management also needs to exercise judgement in applying the Company's accounting policies.

This note provides an overview of the areas that involved a higher degree of judgement or complexity, and of items which are more likely to be materially adjusted due to estimates and assumptions turning out to be different than those originally assessed. Detailed information about each of these estimates and judgements is included in relevant notes together with information about the basis of calculation for each affected line item in the consolidated financial statements.



Yashdeep Singh



Critical estimates and judgements

The areas involving critical estimates or judgements are:

- Estimation of defined benefit obligation – Note 12
- Recognition of deferred tax assets for carried forward tax losses – Note 22

Estimates and judgements are continually evaluated. They are based on historical experience and other factors, including expectations of future events that may have a financial impact on the Company and that are believed to be reasonable under the circumstances.



Yash Bahuguna



Note 4 : Property, plant and equipment

	(Rs. in Lakhs)				
Particulars	Computers	Office Equipment	Furniture & Fixtures	Leasehold Improvements	Total
Year ended March 31, 2017					
Gross carrying amount					
Deemed cost as at April 1, 2016	404.14	69.52	32.01	8.94	514.61
Additions	69.30	50.98	12.15	-	132.43
Disposals	(13.34)	(0.24)	-	-	(13.58)
Closing gross carrying amount	460.10	120.26	44.16	8.94	633.46
Accumulated Depreciation					
Depreciation charge during the year	216.15	50.02	10.50	2.98	279.65
Disposals	(13.34)	(0.00)	-	-	(13.35)
Closing accumulated depreciation	202.81	50.02	10.50	2.98	266.30
Net carrying amount	257.29	70.24	33.66	5.96	367.16
Year ended March 31, 2018					
Gross carrying amount					
Opening gross carrying amount	460.10	120.26	44.16	8.94	633.46
Additions	767.64	139.32	100.49	240.68	1,248.13
Disposals	-	-	-	-	-
Closing gross carrying amount	1,227.74	259.58	144.65	249.62	1,881.59
Accumulated Depreciation					
Opening accumulated depreciation	202.81	50.02	10.50	2.98	266.31
Depreciation charge during the year	387.02	94.76	89.43	68.16	639.37
Disposals	-	-	-	-	-
Closing accumulated depreciation	589.83	144.78	99.93	71.14	905.68
Net carrying amount	637.91	114.80	44.72	178.48	975.91



Yashpal Bahuguna



Note 5 : Intangible assets

(Rs. in Lakhs)		
Particulars	Computer Software	Total
Year ended March 31, 2017		
Gross carrying amount		
Deemed cost as at April 1, 2016	109.08	109.08
Additions	17.93	17.93
Disposals	-	-
Closing gross carrying amount	127.01	127.01
Accumulated amortisation		
Amortisation charge during the year	59.41	59.41
Disposals	-	-
Closing accumulated amortisation	59.41	59.41
Closing net carrying amount	67.60	67.61
Year ended March 31, 2018		
Gross carrying amount		
Opening gross carrying amount	127.01	127.01
Additions	134.59	134.59
Disposals	-	-
Closing gross carrying amount	261.60	261.60
Accumulated amortisation		
Opening accumulated amortisation	59.41	59.41
Amortisation charge during the year	101.81	101.81
Disposals	-	-
Closing accumulated amortisation	161.22	161.22
Closing net carrying amount	100.38	100.38



Note 6 : Financial assets

Note 6(a) : Current Investments

Particulars	As at March 31, 2018		As at March 31, 2017		As at April 1, 2016	
	No. of Units	(Rs. in Lakhs)	No. of Units	(Rs. in Lakhs)	No. of Units	(Rs. in Lakhs)
Investment in mutual funds						
Quoted						
L & T Liquid Fund Direct Plan- Growth	5,370.08	127.96	7,574	168.89	-	-
Invesco India Short Term Fund Direct Plan Growth	10,540.27	257.81	-	-	-	-
Aditya Birla Sun Life Saving Fund- Growth- Direct Plan	349,586	1,202.31	-	-	-	-
Aditya Birla Sun Life Short Term Fund- Growth -Direct Plan	1,798,448	1,201.73	-	-	-	-
Axis Short Term Fund - Direct Plan - Growth	6,113,902	1,200.87	-	-	-	-
Axis Treasury Advantage Fund - Direct Growth	212,361	4,206.57	-	-	-	-
DHFL Pramerica Ultra Short Term Fund - Direct Plan - Growth	5,637,005	1,202.52	-	-	-	-
DSP BlackRock Short Term Fund - Regular Plan - Growth	13,568,383	4,004.11	-	-	-	-
Edelweiss Liquid Fund - Regular Plan Growth	135,268	3,005.16	-	-	-	-
Franklin India Low Duration Fund - Growth	25,053,113	5,004.51	-	-	-	-
HDFC Floating Rate Income Fund - Short Term Plan- DP- WS-Growth	3,959,494	1,202.99	-	-	-	-
Option						
HDFC Short Term Opportunities Fund - Growth	26,097,395	5,004.10	-	-	-	-
ICICI Prudential Flexible Income - Regular Plan - Growth	1,503,112	5,010.13	-	-	-	-
IDFC Corporate Bond Fund Regular Plan- Gr	33,685,913	4,004.65	-	-	-	-
IDFC Ultra Short Term Fund- Gr-Regular Plan	4,067,802	1,001.71	-	-	-	-
Indiabulls Liquid Fund - Existing Plan - Growth	59,262	1,001.32	-	-	-	-
Indiabulls Ultra Short Term Fund - Existing Plan - Gr Reg	59,395	1,001.01	-	-	-	-
Invesco India Credit Opportunities Fund	50,504	1,001.23	-	-	-	-
Invesco India Medium Term Bond Fund - Direct Plan Growth	110,104	2,003.27	-	-	-	-
JM Money Manager Fund - Super Plus Plan - Gr Reg Pl	10,118,713	2,504.57	-	-	-	-
Kotak Banking & PSU Debt Fund -Growth (Regular Plan)	5,101,572	2,003.60	-	-	-	-
Kotak Flexi Debit Direct Plan Growth	5,225,434	1,202.64	-	-	-	-
Reliance Low Duration Fund - Dir- Gr- Plan-Option	49,308	1,202.46	-	-	-	-
Reliance Short Term Fund - Growth Option	12,266,364	4,005.29	-	-	-	-
UTI- Short Term Income Fund- Institutional Option - Growth -Regular Plan	18,950,879	4,002.86	-	-	-	-
UTI- Treasury Advantage Fund- Institutional Plan-Gr	125,403	3,003.54	-	-	-	-
ICICI Prudential Flexible Income-Direct Plan- Growth	358,854	1,202.45	320,173	1,000.78	-	-
ICICI Prudential Ultra Short Term Plan - Dir - Growth	6,570,554	1,201.98	8,769,161	1,500.61	-	-
Reliance Banking & PSU Debt Fund - Growth Plan	15,973,038	2,002.57	4,233,198	500.87	-	-
Axis Liquid Fund- Direct Plan- Growth Option	-	-	55,471	1,000.28	-	-
HDFC Liquid Fund - Direct Plan-Growth Option	-	-	31,173	1,000.31	6,698	200.28
L & T Short Term Opportunities Fund - Direct - Growth	-	-	6,279,593	1,000.75	3,665,004	536.49
DSP BlackRock Short Term Fund - Direct Plan Growth	-	-	3,492,181	1,000.00	4,099,551	1,075.77
Reliance Short Term Fund - Direct Growth Plan - Growth Option	-	-	2,377,247	751.23	8,769,553	2,527.74
Axis Short Term Fund - Direct - Growth	-	-	8,158,559	1,501.28	-	-
Birla Sun Life Savings Fund - Direct - Growth	-	-	390,730	1,250.77	-	-
Birla Sun Life Short Term Fund - Direct - Growth	-	-	2,399,689	1,500.84	-	-
HDFC F R I F - STF - WP - Direct - Growth	-	-	35,261,555	1,000.00	-	-
HDFC Medium Term Opportunities Fund - Direct - Growth	-	-	4,127,660	750.31	-	-
IDFC Ultra Short Term Fund - Direct - Growth	-	-	4,321,783	1,000.61	-	-
Invesco India Ultra Short Term Fund - Direct - Growth	-	-	32,818	750.40	-	-
Reliance Liquid Fund - Treasury Plan - Growth Plan - Direct Option	-	-	25,223	1,000.68	-	-
Reliance Money Manger Fund - Direct Plan Growth	-	-	43,927	1,000.00	-	-
Sundaram Ultra Short Term Fund Direct Plan Growth	-	-	3,101,329	704.40	-	-
UTI Short Term Income Fund - Direct - Growth	-	-	4,923,150	1,000.53	-	-
UTI Treasury Advantage Fund - Direct - Growth	-	-	44,364	1,000.59	-	-
Birla Sun Life Cash Plus - Growth - Direct Plan	-	-	-	-	39,817	96.88
Birla Sun Life Dyanmic Bond Fund - Retail - Direct	-	-	-	-	4,008,868	1,073.76
Birla Sun Life Savings Fund - Growth - Regular Plan	-	-	-	-	525,908	1,540.19
Birla Sun Life Short Term Fund - Growth - Regular	-	-	-	-	879,081	500.00
HDFC Medium Term Opportunities Fund - Growth	-	-	-	-	13,087,635	2,157.77
HDFC Short Term Opportunities Fund - Growth	-	-	-	-	16,755,438	2,767.98
ICICI Prudential Regular Savings Fund - Regular Plan - Growth	-	-	-	-	20,351,815	3,213.51
IDFC Money Manager Fund - Investment Plan - Direct Plan	-	-	-	-	4,558,996	1,076.16
JP Morgan India Government Securities Fund	-	-	-	-	879,763	110.82
Reliance Dynamic Bond Fund - Growth Plan - Growth Option	-	-	-	-	10,553,811	2,117.50
SBI Premier Liquid Plan - Direct Plan - Growth	-	-	-	-	67,963	1,618.18
Sundaram Select Debt Short Term Asset Plan - Direct Plan-Growth	-	-	-	-	4,018,754	1,068.19
UTI-Short Term Income Fund - Institutional Option - Direct Plan Growth	-	-	-	-	5,836,610	1,072.77
Reliance Liquid Fund - Treasury Plan - Direct Growth Plan	-	-	-	-	15,149	559.76
HDFC Liquid Fund - Direct Plan - Growth Option	-	-	-	-	21,831	652.79
HDFC Liquid Fund - Direct Plan - Growth	-	-	-	-	8,401	251.20
Total current investments		64,975.92		20,384.13		24,217.74
Aggregate amount of quoted investments and market value thereof		64,975.92		20,384.13		24,217.74
Aggregate amount of unquoted investments						
Aggregate amount of impairment in the value of investments						



Note 6 (b) : Loans

Non-current

Unsecured, considered good

Security deposits

Total loans-non-current

Current

Unsecured, considered good

Loan to employees

Security deposits

Total loans- current

As at March 31, 2018 (Rs. in Lakhs)	As at March 31, 2017 (Rs. in Lakhs)	As at April 1, 2016 (Rs. in Lakhs)
713.33	446.05	325.45
713.33	446.05	325.45
16.89	9.43	11.73
1.75	1.61	0.48
18.64	11.04	12.21

Note 6(c) : Trade receivables

Trade receivables

Less: Allowance for doubtful debts

Total receivables

Current portion

Non- Current portion

As at March 31, 2018 (Rs. in Lakhs)	As at March 31, 2017 (Rs. in Lakhs)	As at April 1, 2016 (Rs. in Lakhs)
9,693.48	4,481.71	3,918.96
(87.65)	(85.66)	(74.24)
9,605.83	4,396.05	3,844.72
9,605.83	4,396.05	3,844.72

Break-up of security details

Unsecured, considered good

Doubtful

Total

Allowance for doubtful debts

Total trade receivables

As at March 31, 2018 (Rs. in Lakhs)	As at March 31, 2017 (Rs. in Lakhs)	As at April 1, 2016 (Rs. in Lakhs)
9,605.83	4,396.05	3,844.72
87.65	85.66	74.24
9,693.48	4,481.71	3,918.96
(87.65)	(85.66)	(74.24)
9,605.83	4,396.05	3,844.72

Note 6(d) : Cash and cash equivalents

Balances with bank

Bank Balances

-in current accounts

Balances in fixed deposit accounts with original maturity less than 3 months

Cash on hand

Total Cash and cash equivalents

As at March 31, 2018 (Rs. in Lakhs)	As at March 31, 2017 (Rs. in Lakhs)	As at April 1, 2016 (Rs. in Lakhs)
3,749.31	3,950.79	1,205.49
-	285.00	660.00
3.25	5.56	2.97
3,752.56	4,241.35	1,868.46

Note 6(e) : Other Bank Balances

Balances in fixed deposit accounts with original maturity with more than 3 months but less than 12 months

Total Other Bank Balances

As at March 31, 2018 (Rs. in Lakhs)	As at March 31, 2017 (Rs. in Lakhs)	As at April 1, 2016 (Rs. in Lakhs)
1,049.03	69.60	1,564.86
1,049.03	69.60	1,564.86

Note 6(f) : Other financial assets

Current

Unbilled revenue

Interest accrued but not due

Total other financial assets

As at March 31, 2018 (Rs. in Lakhs)	As at March 31, 2017 (Rs. in Lakhs)	As at April 1, 2016 (Rs. in Lakhs)
293.59	1,720.29	-
11.25	-	-
304.84	1,720.29	-



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Note 7 : Current tax assets (Net)

Advance income tax (net of provision Rs. Nil , March 31, 2017: 707.26 Lakhs, April 1, 2016 : Rs.840.94 Lakhs)

Total

As at March 31, 2018 (Rs. in Lakhs)	As at March 31, 2017 (Rs. in Lakhs)	As at April 1, 2016 (Rs. in Lakhs)
4,099.29	1,381.12	1,573.03
4,099.29	1,381.12	1,573.03

Note 8 : Other non-current assets

Advances other than capital advances

Prepaid rent

Total

As at March 31, 2018 (Rs. in Lakhs)	As at March 31, 2017 (Rs. in Lakhs)	As at April 1, 2016 (Rs. in Lakhs)
136.47	134.10	111.31
136.47	134.10	111.31

Note 9 : Other current assets

Advance to vendors

Balance with Government Authorities

Prepaid

- Rent

- Other Expense

Others

Total

As at March 31, 2018 (Rs. in Lakhs)	As at March 31, 2017 (Rs. in Lakhs)	As at April 1, 2016 (Rs. in Lakhs)
91.56	310.59	120.72
1,034.89	291.63	627.51
86.05	40.28	51.09
61.43	116.35	39.37
22.91	42.69	35.84
1,296.84	801.54	874.53



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Equity

Note 10 (a): Equity share capital

Authorised equity share capital	Number of shares	Amount (Rs.)
As at April 01, 2016		
- 100,000 (March 31, 2016 : 1,00,000) equity shares of Rs. 10/- each	100,000	1,000,000
Increase during the year	-	-
As at March 31, 2017	100,000	1,000,000
Increase during the year	-	-
As at March 31, 2018	100,000	1,000,000

(i) Movements in equity share capital

	Number of shares	Amount (Rs.)
As at April 01, 2016	36,018	360,180
Add: Shares issued during the year	-	-
As at March 31, 2017	36,018	360,180
As at April 01, 2017	36,018	360,180
Add: Shares issued during the year	55	550
As at March 31, 2018	36,073	360,730

(ii) Rights, preferences and restrictions attached to shares

Equity Shares: The Company has only one class of equity shares having a par value of Rs 10 per share. Each shareholder is eligible for one vote per share held. Any dividend proposed by the Board of Directors is subject to the approval of the shareholders in the ensuing Annual General Meeting, except in case of interim dividend. 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 shareholding.

(iii) Details of shareholders holding more than 5% shares in the company

	March 31, 2018		March 31, 2017		April 1, 2016	
	Number of shares	% holding	Number of shares	% holding	Number of shares	% holding
Equity Shares:						
Makesense Technologies Limited	11,950	33.13%	11,950	33.18%	11,950	33.18%
Yashish Dahiya	4,843	13.43%	4,850	13.47%	4,850	13.47%
Etechaces Employees Stock Option Plan Trust	12,470	34.57%	12,665	35.16%	13,308	36.95%
Tiger Global Eight Holdings	3,041	8.43%	1,880	5.22%	1,880	5.22%
	32,304	89.55%	31,345	87.03%	31,988	88.82%

(iv) There are no bonus shares issued, shares issued for consideration other than cash and shares bought back during the period of five years immediately preceding the reporting date.



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Equity

Note 10 (b) Instruments entirely equity in nature (compulsorily convertible preference shares)

Authorised preference share capital

	Number of shares	Amount (Rs.)
As at April 01, 2016		
- 80,000 (March 31, 2016 : 80,000) preference shares of Rs.100/- each	80,000	8,000,000
Increase during the year	-	-
As at March 31, 2017	80,000	8,000,000
Increase during the year	110,000	11,000,000
As at March 31, 2018	190,000	19,000,000

(i) Movements in preference share capital

	Number of shares	Amount (Rs.)
As at April 01, 2016	64,168	6,416,800
Add: Shares issued during the year	-	-
As at March 31, 2017	64,168	6,416,800
As at April 01, 2017	64,168	6,416,800
Add: Shares issued during the year	19,702	1,970,200
As at March 31, 2018	83,870	8,387,000

(ii) Rights, preferences and restrictions attached to shares

The Company has issued 83,870 0.1% cumulative compulsorily convertible preference shares ('CCCPs'), Series A, Series B, Series C, Series D, and Series E, of INR 100 per share. These shares being mandatorily convertible along with other terms and conditions qualify as entirely equity in nature in accordance with Ind AS 32. Following are the terms and conditions of the instrument:

a) Voting right of compulsorily convertible preference shareholders are the same as that of equity shareholders and each holder of compulsorily convertible preference shares is entitled to one vote per share.

b) In addition to and after payment of the Preferential Dividend, each Series A, Series B, Series C, Series D and Series E Preference Share would be entitled to participate pari passu in any dividends paid to the holders of shares of any other class (including Equity Shares) or series on a pro rata, as-if-converted basis.

c) The preferential dividend is payable at the rate of 0.1% per annum.

d) The Preferential Dividend @ 0.1% per annum is cumulative and shall accrue from year to year whether or not paid, and accrued dividends shall be paid in full (together with dividends accrued from prior years) prior and in preference to any dividend or distribution payable upon Shares of any other class or series in the same Fiscal Year.

(iii) Details of shareholders holding more than 5% shares in the company

Preference Shares:

Inventus Capital Partners Fund II, Limited	5,145	6.13%	4,649	7.25%	4,649	7.25%
Claymore Investment (Mauritius) Pt. Ltd	10,290	12.27%	7,890	12.30%	7,890	12.30%
Internet Fund III Pte. Ltd	12,336	14.71%	11,213	17.47%	11,213	17.47%
Tiger Global Eight Holdings	15,166	18.08%	13,510	21.05%	13,510	21.05%
Ribbit Capital*	4,015	4.79%	4,015	6.26%	4,015	6.26%
PI Opportunities Fund – I	5,355	6.38%	5,355	8.35%	5,355	8.35%
PI Opportunities Fund – II	6,200	7.39%	3,700	5.77%	3,700	5.77%
Makesense Technologies Limited	7,740	9.23%	7,740	12.06%	7,740	12.06%
	66,247	78.99%	58,072	90.51%	58,072	90.51%

* Shareholding % of Ribbit Capital has reduced to less than 5% in FY 2017-18

(iv) Terms of conversion for compulsorily convertible preference shares

(a) The Company has issued 83,870 compulsorily convertible preference shares upto March 31, 2018, which are convertible into 83,870 equity shares of Rs. 10 each at any time at the option of the holder of the preference shares.

(b) The preference shares can be convertible automatically on (i) the expiry of 20 (twenty) years from the date of issue such Preference Share; or (ii) upon the completion of a Qualified Public Offering and listing of all equity shares of the Company on the relevant stock exchange after such completion in accordance with the terms of the issue, whichever is earlier.



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Other Equity

Note 10 (c): Reserve and surplus

	(Rs. in Lakhs)		
Particulars	March 31, 2018	March 31, 2017	April 1, 2016
Securities premium reserve	102,705.20	51,345.14	51,027.61
Retained earnings	(28,505.48)	(22,563.40)	(23,338.78)
Equity settled share based payment reserve	4,491.79	3,323.44	2,922.58
General Reserve	1.73	1.73	1.73
Foreign currency translation reserve	(0.85)	-	-
Total reserves and surplus	78,692.39	32,106.91	30,613.14

i) Securities premium reserve (Rs. in Lakhs)		
Particulars	March 31, 2018	March 31, 2017
Opening balance	51,345.14	51,027.61
Additions during the year	51,253.07	-
Exercise of options transfer from Equity settled share based payment reserve	106.99	317.53
Closing balance	102,705.20	51,345.14

ii) Retained earnings (Rs. in Lakhs)		
Particulars	March 31, 2018	March 31, 2017
Opening balance	(22,563.40)	(23,338.78)
Net (Loss) for the period	(5,918.85)	731.92

Items of other comprehensive income recognised directly in retained earnings

- Remeasurements of post-employment benefit obligation, net of tax	(23.23)	43.46
Closing balance	(28,505.48)	(22,563.40)

iii) Equity settled share based payment reserve (Rs. in Lakhs)		
Particulars	March 31, 2018	March 31, 2017
Opening balance	3,323.44	2,922.58
Transfer during the year	1,275.34	718.39
Transfer to Securities Premium Reserve for exercise of options	(106.99)	(317.53)
Closing balance	4,491.79	3,323.44

iv) General Reserve (Rs. in Lakhs)		
Particulars	March 31, 2018	March 31, 2017
Balance as at the beginning of the year	1.73	1.73
Add : Transfer during the year from Equity settled share based payment reserve	-	-
Closing balance	1.73	1.73

v) Foreign currency translation reserve (Rs. in Lakhs)		
Particulars	March 31, 2018	March 31, 2017
Balance as at the beginning of the year	-	-
Add: Currency translation adjustments relating to subsidiary	(0.85)	-
Closing balance	(0.85)	-

Nature and purpose of other reserves:

a) Securities premium reserve

Securities premium reserve is used to record the premium on issue of shares. The reserve is utilised in accordance with the provisions of the Companies Act, 2013.

b) Equity settled share based payment reserve

Equity settled share based payment reserve is used to recognise the fair grant date value of options issued to the employees of the Company and its subsidiaries under ESOP scheme.

c) Foreign currency translation reserve

Exchange differences arising on translation of the foreign operations are recognised in other comprehensive income as described in accounting policy and accumulated in a separate reserve within equity. The cumulative amount is reclassified to profit or loss when the net investment is disposed-off.

d) General Reserve

General Reserve created on forfeiture of ESOPs in earlier years.



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Note 11 : Financial liabilities**Note 11(a) : Trade payables**

	As at March 31, 2018 (Rs. in Lakhs)	As at March 31, 2017 (Rs. in Lakhs)	As at April 1, 2016 (Rs. in Lakhs)
Current			
Trade Payables (Refer note 23)	4,679.83	2,470.76	2,840.51
Total trade payables	4,679.83	2,470.76	2,840.51

Note 11(b) : Other financial liabilities

	As at March 31, 2018 (Rs. in Lakhs)	As at March 31, 2017 (Rs. in Lakhs)	As at April 1, 2016 (Rs. in Lakhs)
Current			
Employee related payables	1,427.49	1,149.99	609.01
Other payables	1.81	7.95	3.14
Lease equalisation reserve	23.26	6.91	-
Total	1,452.56	1,164.85	612.15
Non-Current			
Lease equalisation reserve	203.99	127.45	85.23
Total	203.99	127.45	85.23



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Note 12 : Employee benefit obligations

	March 31, 2018			March 31, 2017			April 1, 2016		
	Current	Non-current	Total	Current	Non-current	Total	Current	Non-current	Total
Gratuity	27.08	471.23	498.31	16.02	279.92	295.94	10.51	268.36	278.87
Compensated absences	405.32	-	405.32	179.51	-	179.51	139.38	-	139.38
Total employee benefit obligations	432.40	471.23	903.63	195.53	279.92	475.45	149.89	268.36	418.25

(i) Compensated absences

The leave obligations cover the Company's liability for sick and earned leaves. The Company's liability is actuarially determined (using the Projected Unit Credit method) at the end of each year. Actuarial losses/ gains are recognised in the Statement of Profit and Loss in the year in which they arise.

The amount of the provision of Rs. 405.32 lakhs (March 31, 2017 – Rs. 179.5 lakhs, April 1, 2016 – Rs. 139.38 lakhs) is presented as current, since the Company does not have an unconditional right to defer settlement for any of these obligations. However, based on past experience, the Company does not expect all employees to take the full amount of accrued leave or require payment within the next 12 months. The following amounts reflect leave that is not expected to be taken or paid within the next 12 months.

	March 31, 2018 (Rs. in Lakhs)	March 31, 2017 (Rs. in Lakhs)	April 1, 2016 (Rs. in Lakhs)
Leave obligations not expected to be settled within the next 12 months	322.71	143.44	35.06

(ii) Defined contribution plans

a) Provident Fund

The Company has a defined contribution plan in respect of provident fund. Contributions are made to provident fund for employees at the rate of 12% of basic salary as per regulations. The contributions are made to registered provident fund administered by the Government. The obligation of the Company is limited to the amount contributed and it has no further contractual nor any constructive obligation. The expense recognised during the year ended March 31, 2018 towards defined contribution plan is Rs. 683.53 Lakhs (March 31, 2017- Rs. 399.37 Lakhs) Refer Note 16

b) Employee State Insurance

The Company has a defined contribution plan in respect of employee state insurance. The expense recognised during the year ended March 31, 2018 towards defined contribution plan is Rs. 264.87 Lakhs (March 31, 2017- Rs. 0.05 Lakhs) Refer Note 16

(iii) Post employment benefit plan obligations- Gratuity

The Company provides for gratuity for employees as per the Payment of Gratuity Act, 1972. Employees who are in continuous service for a period of 5 years are eligible for gratuity. The amount of gratuity payable on retirement/termination is the employees last drawn basic salary per month computed proportionately for 15 days salary multiplied for the number of years of service. The gratuity plan is a funded plan and the Company makes contribution to recognised funds in India. The Company does not fully fund the liability and maintains a target level of funding to be maintained over a period of time based on estimations of expected gratuity payments.

a) The amounts recognized in the balance sheet and the movements in the net defined benefit obligation over the year are as follows:

	Present value of obligation (Rs. in Lakhs)	Fair value of plan assets (Rs. in Lakhs)	Net amount (Rs. in Lakhs)
April 1, 2016	307.57	28.70	278.87
Current service cost	116.05	-	116.05
Interest Cost	23.07	-	23.07
Expected return on plan assets	-	2.15	(2.15)
Total amount recognised in profit or loss	139.12	2.15	136.97
Remeasurements			
Return on plan assets, excluding amounts included in interest expense/(income)	-	(0.82)	(0.82)
(Gain)/loss from change in demographic assumptions	-	-	-
(Gain)/loss from change in financial assumptions	(45.24)	-	(45.24)
Experience (gains)/losses	0.79	-	0.79
Total amount recognised in other comprehensive income	(44.45)	(0.82)	(45.27)
Employer contributions	-	74.61	(74.61)
Benefit payments	(27.27)	(27.27)	-
March 31, 2017	374.97	79.01	295.96



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	Present value of obligation	Fair value of plan assets	Net amount
April 1, 2017	374.97	79.01	295.95
Current service cost	173.49	-	173.49
Past Service Cost	32.68	-	32.68
Interest expense/(income)	28.97	-	28.97
Expected return on plan assets	-	6.11	(6.11)
Total amount recognised in profit or loss	235.14	6.11	229.03
Remeasurements			
Return on plan assets, excluding amounts included in interest expense/(income)	-	1.45	1.45
(Gain)/loss from change in demographic assumptions	-	-	-
(Gain)/loss from change in financial assumptions	(47.96)	-	(47.96)
Experience (gains)/losses	69.73	-	69.73
Total amount recognised in other comprehensive income	21.77	1.45	23.22
Employer contributions	-	49.87	(49.87)
Benefit payments	(11.98)	(11.98)	-
March 31, 2018	619.90	121.57	498.33

b) The net liability disclosed above relates to funded plans are as follows:

	March 31, 2018 (Rs. in Lakhs)	March 31, 2017 (Rs. in Lakhs)	April 1, 2016 (Rs. in Lakhs)
Present value of funded obligations	619.90	374.97	307.57
Fair value of plan assets	121.57	79.01	28.70
Deficit of funded plan	498.33	295.96	278.87
Unfunded plans	-	-	-
Deficit of gratuity plan	498.33	295.96	278.87

c) The significant actuarial assumptions were as follows:

	Employees Gratuity Fund			Compensated absences		
	March 31, 2018	March 31, 2017	April 1, 2016	March 31, 2018	March 31, 2017	April 1, 2016
Discount Rate (per annum)	7.5%	7.5%	8.0%	7.5%	7.5%	8.0%
Rate of Increase in Compensation levels (p.a.)	12.0%	12.0%	12.0%	12.0%	12.0%	12.0%
Attrition Rate	0-15%	0-15%	0-15%	0-15%	0-15%	0-15%
Expected average remaining working lives of employees (years)	28.10	23.40	23.70	28.10	23.40	23.70

Assumptions regarding future mortality for pension are set based on actuarial advice in accordance with published statistics and experience. The discount rate assumed is determined by reference to market yield at the balance sheet date on government bonds. The estimates of future salary increase, considered in actuarial valuation, takes account of inflation, seniority, promotion and other relevant factors such as demand and supply in the employment market.

d) Sensitivity analysis:

The sensitivity of the defined benefit obligation to changes in the weighted principal assumptions is:

Impact on defined benefit obligation

	Change in assumption		Impact on defined benefit obligation			
	March 31, 2018	March 31, 2017	Increase in assumption		Decrease in assumption	
	March 31, 2018	March 31, 2017	March 31, 2018	March 31, 2017	March 31, 2018	March 31, 2017
Discount rate	1%	1%	-7%	-10%	8%	13%
Salary growth rate	1%	1%	7%	11%	-6%	-9%

The above sensitivity analyses are based on a change in an assumption while holding all other assumptions constant. In practice, this is unlikely to occur, and changes in some of the assumptions may be correlated. When calculating the sensitivity of the defined benefit obligation to significant actuarial assumptions the same method (present value of the defined benefit obligation calculated with the projected unit credit method at the end of the reporting period) has been applied as when calculating the defined benefit liability recognised in the balance sheet. Assumptions other than discount rate and salary growth rate are not material for the Company.

e) The major categories of plans assets are as follows:

Funds Managed by Insurer* - 100%

*The Funds are managed by Life Insurance Corporation and Kotak Mahindra Life Insurance Company Limited. They do not provide breakup of plan assets by investment type.

f) Risk exposure

Through its defined benefit plans, the Company is exposed to a number of risks, the most significant of which are detailed below:

Asset volatility:

The plan liabilities are calculated using a discount rate set with reference to bond yields; if plan assets underperform this yield, this will create a deficit. The gratuity fund is administered through Life Insurance Corporation of India and (insurer) Kotak Mahindra Life Insurance Company Limited under its group gratuity scheme. Accordingly almost the entire plan asset investments is maintained by the insurer. These are subject to interest rate risk which is managed by the insurer.

Changes in bond yields: A decrease in bond yields will increase plan liabilities, although this will be partially offset by an increase in the value of the plans' assets maintained by the insurer. The gratuity fund is administered through Life Insurance Corporation (LIC) of India & Kotak Mahindra Life Insurance Company Limited under its Group Gratuity Scheme.



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g) Defined benefit liability and employer contributions

The weighted average duration of the defined benefit obligation is 18 years (2017 - 20 years, 2016 - 20 years).
The expected maturity analysis of undiscounted post employment benefit plan (gratuity) is as follows :

	Less than a year (Rs. in Lakhs)	Between 1 - 2 years (Rs. in Lakhs)	Between 2 - 5 years (Rs. in Lakhs)	Over 5 years (Rs. in Lakhs)	Total (Rs. in Lakhs)
March 31, 2018					
Defined benefit obligation (Gratuity)	33.25	54.28	329.87	284.37	701.77
Total	33.25	54.28	329.87	284.37	701.77
March 31, 2017					
Defined benefit obligation (Gratuity)	23.63	29.68	203.55	171.85	428.71
Total	23.63	29.68	203.55	171.85	428.71
April 1, 2016					
Defined benefit obligation (Gratuity)	17.95	25.91	145.39	115.43	304.68
Total	17.95	25.91	145.39	115.43	304.68



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Note 13(a) : Other current liabilities

Statutory dues including provident fund and tax deducted at source
Advance from customers
Total

As at March 31, 2018 (Rs. in Lakhs)	As at March 31, 2017 (Rs. in Lakhs)	As at April 1, 2016 (Rs. in Lakhs)
1,952.18	1,098.89	326.39
-	-	52.56
1,952.18	1,098.89	378.95

Note 13(b) : Current Tax Liabilities (Net)

Current tax payable for the year

As at March 31, 2018 (Rs. in Lakhs)	As at March 31, 2017 (Rs. in Lakhs)	As at April 1, 2016 (Rs. in Lakhs)
-	2.92	-
-	2.92	-



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Note 14 : Revenue from operations

Sale of Services (net of applicable taxes):

Revenue - Emailers

Telemarketing services

Commission on web aggregation of financial products

Investment advisory fees

Sale of Leads

Online marketing and consulting

Outsourcing services

Product listing services

Rewards

IT support services

Marketing support

Total revenue from operations

Year ended March 31, 2018 (Rs. in Lakhs)	Year ended March 31, 2017 (Rs. in Lakhs)
-	94.00
6,481.02	2,232.91
4,873.26	2,226.03
5.20	5.40
3,124.82	1,170.47
7,756.38	6,479.79
8,190.74	2,871.34
3.50	-
1,156.01	-
549.03	1,865.51
1,253.45	1,448.44
33,393.41	18,393.89

Note 15 : Other income

Net gain on sale of investments

Interest Income from financial assets at amortised cost

Income Accrued But Not Due - Income

Interest On Income Tax Refund

Liability no longer required written-off

Bad Debt - Recovered

Gain on Sale of Assets

Refund received from vendor for earlier year

Foreign Exchange Fluctuations (Gain)

Net gain on financial assets carried at fair value through profit or loss

Provision written back

Unwinding of discount on security deposits

Year ended March 31, 2018 (Rs. in Lakhs)	Year ended March 31, 2017 (Rs. in Lakhs)
2,304.19	2,007.80
115.91	102.26
13.05	0.52
0.71	53.49
2.55	-
60.73	-
-	2.12
-	199.37
0.17	0.05
102.23	17.34
0.14	-
40.50	30.26
2,640.18	2,413.21

Note 16 : Employee benefit expense

Salaries, Wages and Bonus (net)

Contributions to Provident and Other funds (Refer note 12)

Compensated absences

Gratuity (Refer note 12)

Staff welfare expenses

Employee share-based payment expense [Refer note 25(b)]

Year ended March 31, 2018 (Rs. in Lakhs)	Year ended March 31, 2017 (Rs. in Lakhs)
14,801.20	9,389.25
948.40	484.16
305.23	95.85
229.03	136.96
260.10	200.42
1,275.34	718.39
17,819.30	11,025.03



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Note 17 : Depreciation and amortisation expense

Depreciation of property, plant and equipment
Amortisation of intangible asset
Total

Year ended March 31, 2018 (Rs. in Lakhs)	Year ended March 31, 2017 (Rs. in Lakhs)
639.40	279.65
101.81	59.41
741.21	339.06

Note 18 : Advertising and promotion expenses

Advertisement expenses:
Offline
Online
Business promotion expenses

Year ended March 31, 2018 (Rs. in Lakhs)	Year ended March 31, 2017 (Rs. in Lakhs)
6,727.50	3,575.27
7,427.88	3,798.78
66.00	112.05
14,221.38	7,486.10

Note 19 : Network, internet and other direct expenses

Internet and server charges
Computer and equipment rental
IT consultancy charges
Communication expenses

Year ended March 31, 2018 (Rs. in Lakhs)	Year ended March 31, 2017 (Rs. in Lakhs)
881.28	514.90
1.65	22.41
16.35	69.68
728.07	470.55
1,627.35	1,077.54

Note 20 : Administration and other expenses

Electricity and water expenses
Legal and professional charges
Rent [Refer note 24 (b)]
Repair and maintenance - others
Security and housekeeping expenses
Office expense
Travel and conveyance
Recruitment expenses
Rates and taxes
Insurance
Printing and stationery
Postage and courier expense
Payment to auditors
As Auditor:
Audit fee
Tax audit fee
Certification Fees
Reimbursement of Expenses
In other capacities:
Other services
Collection charges
Bank charges
Training and seminar
Provision for doubtful debts
Brokerage Charges Expense
Miscellaneous expenses
Total

Year ended March 31, 2018 (Rs. in Lakhs)	Year ended March 31, 2017 (Rs. in Lakhs)
344.29	254.90
705.63	98.22
1,484.59	1,154.45
320.18	130.12
259.86	181.45
62.99	38.15
352.94	185.56
180.25	101.86
182.16	160.23
54.60	24.03
47.26	37.33
40.63	29.90
48.37	40.12
1.75	1.65
1.02	-
3.26	2.46
11.00	-
699.87	119.88
7.51	2.01
77.29	27.76
56.47	64.04
7.55	3.43
29.03	15.06
4,978.50	2,672.61



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Note : 21 Income tax expense

	Year ended March 31, 2018 (Rs. in Lakhs)	Year ended March 31, 2017 (Rs. in Lakhs)
(a) Income tax expense		
Current tax		
Current tax on profits for the year	13.15	971.52
Total current tax expense	13.15	971.52
Deferred tax		
Decrease (increase) in deferred tax assets	2,551.55	(3,494.84)
Total deferred tax expense/(benefit)	2,551.55	(3,494.84)
Income tax expense	2,564.70	(2,523.32)

(b) Reconciliation of tax expense and the accounting profit multiplied by India's tax rate:

Profit / (Loss) before tax	(3,354.15)	(1,793.24)
Tax at the Indian tax rate of 30.9% (2016-2017 – 34.61%)	(1,036.43)	(620.64)
Tax effect of amounts which are not deductible (taxable) for the purpose of taxable income	-	6.19
Previously unrecognised tax expense now recouped to reduce current tax expense	-	(1,759.23)
Previously unrecognised tax losses used to reduce deferred tax expense	-	(2,484.82)
Reversal of previously recognised deferred tax asset	2,551.55	-
Capital gain tax on sale of current investments	13.15	-
Tax losses and temporary differences for which no deferred income tax was recognised	1,036.43	2,470.80
Change in tax rate	-	(23.04)
Others	-	(112.58)
Income Tax Expense	2,564.70	(2,523.32)



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Note : 22 Deferred Tax Assets

(a) Deferred Tax Assets (Net)

	As at March 31, 2018 (Rs. in Lakhs)	As at March 31, 2017 (Rs. in Lakhs)	As at April 1, 2016 (Rs. in Lakhs)
Particulars			
Deferred Tax Liability	-	(11.79)	(25.17)
Deferred Tax Assets	943.02	3,506.76	25.17
Net Deferred Tax Asset / (Liability)	943.02	3,494.97	-

(b) Components of Deferred Tax Liability

	As at March 31, 2018 (Rs. in Lakhs)	As at March 31, 2017 (Rs. in Lakhs)	As at April 1, 2016 (Rs. in Lakhs)
Particulars			
Property, plant and equipment & Intangibles	(66.67)	11.79	25.17
Total	(66.67)	11.79	25.17

(c) Components of Deferred Tax Assets

	As at March 31, 2018 (Rs. in Lakhs)	As at March 31, 2017 (Rs. in Lakhs)	As at April 1, 2016 (Rs. in Lakhs)
Particulars			
Defined Benefit Obligations	292.28	43.26	25.17
Lease Equalisation Reserve	59.08	39.66	-
Provision for doubtful debts	21.87	18.48	-
Tax Losses	5,290.74	2,806.07	-
MAT Credit	943.02	943.43	-
Others	3.73	2.90	-
Total	6,610.73	3,853.80	25.17

(d) Movement in deferred tax assets/liabilities

	Tax Losses	Defined Benefit Obligations	Provisions	Property, plant and equipment & Intangibles	Others	MAT Credit	Total
At 1 April 2016	-	25.17	-	(25.17)	-	-	-
(Charged)/credited:							
- to profit or loss	2,806.07	16.39	58.14	13.38	2.90	943.43	3,840.32
- to other comprehensive income	-	1.70	-	-	-	-	1.70
At March 31, 2017	2,806.07	43.26	58.14	(11.79)	2.90	943.43	3,842.01
(Charged)/credited:							
- to profit or loss	(2,806.07)	(43.26)	(58.14)	11.79	(2.90)	(0.41)	(2,898.99)
- to other comprehensive income	-	-	-	-	-	-	-
At March 31, 2018	-	-	-	-	-	943.02	943.02

(e) Unused tax losses and unrecognised temporary differences:

	As at March 31, 2018 (Rs. in Lakhs)	As at March 31, 2017 (Rs. in Lakhs)
Particulars		
Unused tax losses for which no deferred tax asset has been recognised	19,208.97	4,248.72
Other tax credits #	2,083.06	23.35
Deductible temporary differences	1,706.29	313.87
Total	22,998.31	4,585.95
(a) Potential tax benefit (Other than MAT Credit) @ 26% / 30-90% (March 31, 2017@30-90%)	5,734.38	1,247.38
	943.02	-
Total Potential tax benefit (a+b)	6,677.40	1,247.38
Expiry dates for unused tax losses		
- March 31, 2023	3,515.26	18.23
- March 31, 2024	9,499.92	4,230.49
- March 31, 2025	6,193.79	-

It includes MAT Credit and unabsorbed depreciation. MAT Credit can be carried forward for 15 years and Unabsorbed Depreciation can be carried forward indefinitely and have no expiry date.

Note: The Group has accumulated business losses of Rs. 20,349.01 lakhs (Previous year - Rs. 16,535.32 lakhs) [including accumulated unabsorbed depreciation of Rs. 1,140.04 lakhs (Previous Year - Rs. 669.03 lakhs)] and MAT credit of Rs. 943.02 lakhs as on 31 March, 2018 as per the provisions of the Income Tax Act, 1961. The unabsorbed business losses amounting to Rs. 19,208.97 lakhs (Previous Year Rs. 15,866.29 lakhs) are available for offset for maximum period of eight years from the incurrence of loss and unused tax (MAT) credit will be available for offset within maximum period of fifteen years from the year in which MAT credit becomes allowable.

The Board of Directors of the Group have reviewed the Group's business activities, financial position, historical trend of revenue and net profits/taxable profits, current year loss and considering management future business strategies and projected future taxable profits, concluded that the Group will not be able to earn sufficient future taxable profits (from sale of services) to adjust the accumulated business losses/unabsorbed depreciation. Accordingly, the Group has derecognised the deferred tax asset of Rs. 2,551.55 lakhs on accumulated business losses, unabsorbed depreciation and temporary differences recognised in earlier years.

However, the Group will be able to earn future taxable profits from other income i.e. interest income and profit from sale of investments. Considering the fact that MAT credit can be adjusted against tax payable on income from any source including tax payable on interest income and profit on sale of investments and will be available for offset for a longer period of 15 years, deferred tax asset on MAT credit has been recognised.



Note : 23 Dues to micro, small and medium enterprises

Based on information available with the Company, there are no dues to micro, small and medium enterprises, as defined in Micro, Small and Medium Enterprises Development Act, 2006 as on March 31, 2018.

Note 24 : Commitments**(a) Capital commitments**

Capital expenditure contracted for at the end of the reporting period but not recognised as liabilities is as follows:

	As at March 31, 2018 (Rs. in Lakhs)	As at March 31, 2017 (Rs. in Lakhs)	As at April 1, 2016 (Rs. in Lakhs)
Property, plant and equipment	355.16	-	-

(b) Non-cancellable operating leases

The Company leases various offices under non-cancellable operating leases expiring within one to three years. The leases have varying terms, escalation clauses and renewal rights. On renewal, the terms of leases are re-negotiated.

Commitments for minimum lease payments in relation to non-cancellable operating leases are payable as follows:

	As at March 31, 2018 (Rs. in Lakhs)	As at March 31, 2017 (Rs. in Lakhs)	As at April 1, 2016 (Rs. in Lakhs)
Within one year	1,510.42	1,083.89	830.10
Later than one year but not later than five years	2,945.36	1,991.44	2,302.96
Later than five years	87.70	-	-

Rental expense relating to operating leases

Total rental expense relating to operating leases (Refer note 20)

	As at March 31, 2018 (Rs. in Lakhs)	As at March 31, 2017 (Rs. in Lakhs)	As at April 1, 2016 (Rs. in Lakhs)
Total rental expense relating to operating leases (Refer note 20)	1,484.59	1,154.45	-




Note 25 : Share based payments

(a) Employee option plan

The Company has set up a trust to administer the ESOP scheme under which options have been granted to certain employees of the Company and its subsidiaries. Under this ESOP scheme, the employees can purchase equity shares by exercising the options as vested at the price specified in the grant. The options granted till March 31, 2018 have a vesting period of maximum 5 years from the date of grant.

i) Summary of options granted under plan

	March 31, 2018		March 31, 2017	
	Average exercise price per share option (Rs.)	Number of options	Average exercise price per share option (Rs.)	Number of options
Opening Balance	10	8,018	10	8,089
Granted during the year	10	3,587	10	1,244
Exercised during the year*	10	(195)	10	(643)
Forfeited/lapsed during the year	10	(125)	10	(672)
Closing Balance		11,285		8,018
Vested and exercisable		4966		3,465

*The weighted average share price at the date of exercise of options exercised during the year ended March 31, 2018 was Rs. 10 (March 31, 2017 - Rs. 10)

No options expired during the periods covered in the above tables.

ii) Share options outstanding at the end of year have following expiry date and exercise prices

Grant	Grant date	Expiry date	Exercise price	Share options March 31, 2018	Share options March 31, 2017	Share options April 1, 2016
Grant 1	May 01, 2010	March 31, 2030	10	172	172	172
Grant 2	March 17, 2014	March 31, 2030	10	2,785	2,785	2,785
Grant 3	April 01, 2014	March 31, 2030	10	2,698	2,777	3,653
Grant 4	April 01, 2015	March 31, 2030	10	979	1,103	1,479
Grant 5	April 01, 2016	March 31, 2030	10	1,078	1,181	-
Grant 6	April 01, 2017	March 31, 2030	10	1,636	-	-
Grant 7	December 01, 2017	March 31, 2030	10	1,937	-	-
Total				11,285	8,018	8,089
Weighted average remaining contractual life of options outstanding at end of period				12 Years	13 Years	14 Years

iii) Fair value of options granted

The fair value at grant date of options granted during the year ended March 31, 2018 was Rs. 69,873 per option for Grant 6 and Rs. 116,783 per option for Grant 7 (March 31, 2017 - Rs. 59,593). The fair value at grant date is determined using the Black Scholes Model which takes into account the exercise price, the term of the option, the share price at grant date and expected price volatility of the underlying share, the expected dividend yield and the risk free interest rate for the term of the option.

The model inputs for options granted during the year ended March 31, 2018 included:

- a) options are granted at face value and vest upon completion of service for a period not exceeding five years. Vested options are exercisable till March 31, 2030.
- b) exercise price: Rs. 10 (March 31, 2017 - Rs. 10)
- c) grant date: April 1, 2017 and December 1, 2017 (March 31, 2017 - April 1, 2016)
- d) expiry date: March 31, 2030 (March 31, 2017 - March 31, 2030)
- e) expected price volatility of the company's shares: 48.63% for Grant-6 and 58.63% for Grant 7 (March 31, 2017- 37%)
- f) expected dividend yield: 0% (March 31, 2017 - 0%)
- g) risk-free interest rate: 6.7% for Grant 6 and 7.1% for Grant 7 (March 31, 2017 -8.6%)

The expected price volatility is based on the historic volatility (based on the remaining life of the options), adjusted for any expected changes to future volatility due to publicly available information.

(b) Expense arising from share based payment transaction

Total expenses arising from share-based payment transactions recognised in profit or loss as part of employee benefit expense were as follows:

	March 31, 2018	March 31, 2017
Employee option plan	1,275.34	718.39
Total employee share based payment expense	1,275.34	718.39



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Note 26: Earnings/(Loss) per share

Particulars		Year ended	Year ended
		March 31, 2018	March 31, 2017
		(Rs. in Lakhs)	(Rs. in Lakhs)
a) Basic earnings per share			
Profit/(Loss) attributable to Equity Shareholders (Rs. In lakhs)	A	(5,918.85)	731.92
Weighted average number of equity shares outstanding during the year	B	36,044.00	36,018.00
Basic Earnings/(Loss) per share	A/B	(0.16)	0.02
a) Diluted earnings per share			
Profit/(Loss) attributable to Equity Shareholders (Rs. in lakhs)	A	(5,918.85)	731.92
Weighted average number of equity shares outstanding during the year	B	36,044.00	36,018.00
Add: Weighted average number of potential equity shares outstanding during the year			
Shares on account of employee stock options	C	6,858.00	4,903.00
Shares on account of compulsorily convertible preference shares	D	73,285.00	64,168.00
Weighted Average number of shares outstanding for Diluted EPS	E (B+C+D)	116,187.00	105,089.00
Dilutive Earnings/(Loss) per share*		(0.16)	0.01

c) Information concerning the classification of securities

i) **Options:** Options granted to employees under the Etechaces Employee stock option plan are considered to be potential equity shares. Details relating to options are set out in Note 24.

ii) **Instruments entirely equity in nature:** The Company has issued 83,870 0.1% cumulative compulsorily convertible preference shares ('CCCPs'), Series A, Series B, Series C, Series D, and Series E of INR 100 per share. These shares being mandatorily convertible along with other terms and conditions qualify as entirely equity in nature in accordance with Ind AS 32.

*Since the above mentioned potential equity shares (Options & Compulsorily convertible preference shares) would decrease loss per share from continuing operations, these are anti-dilutive in nature & thus the effects of anti-dilutive potential equity shares are ignored in calculating the diluted earning/(loss) for the year ended March 31, 2018.



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Note 27: Interests in other entities

The Group's subsidiaries at 31 March 2018 are set out below. Unless otherwise stated, they have share capital consisting solely of equity shares that are held directly by the Group, and the proportion of ownership interests held equals the voting rights held by the Group. The Country of incorporation or registration is also their principal place of business.

Name of Entity	Place of Business/country of Incorporation	Ownership Interest held by the group			Principal Activities
		March 31, 2018	March 31, 2017	April 1, 2016	
		%	%	%	
Policybazaar Insurance Web Aggregator Private Limited	India	100	100	100	Licensed insurance web aggregator, engaged in providing insurance web aggregator services
Paisabazaar Marketing and Consulting Private Limited	India	100	100	100	Online comparison and sales of financial products
Icall Support Services Private Limited	India	100	100	100	Call centre operations
Policybazaar Insurance Broking Private Limited	India	100	100	100	Online, offline and direct marketing of insurance products
Docprime Technologies Private Limited	India	100	100	100	Engaged in healthcare related services
(Erstwhile, Panacea Techno Services Private Limited)					
Accurex Marketing and Consulting Private Limited	India	100	100	100	Online marketing support services
PB Fintech FZ-LLC	UAE	100	-	-	Online, offline and direct marketing of insurance products



Note 28: Related Party Disclosures:

Disclosures in accordance with the requirements of IND AS - 24 on Related Party Disclosures, as identified and certified by the management are set out as below:

(a) Names of Related Parties and nature of relationship:**i) Subsidiaries:**

Policybazaar Insurance Web Aggregator Private Limited
 Paisabazaar Marketing and Consulting Private Limited
 Icall Support Services Private Limited
 Accurex Marketing and Consulting Private Limited
 Policybazaar Insurance Broking Private Limited
 Docprime Technologies Private Limited (Erstwhile, Panacea Techno Services Private Limited)
 PB Fintech FZ-LLC (w.e.f. March 8, 2018)

Interests in other entities are set out in Note 27

ii) Key Management Personnel:

Mr. Yashish Dahiya, Whole Time Director & CEO
 Mr. Alok Bansal, Whole Time Director (w.e.f. October 20, 2017) & CFO
 Ms. Kitty Agarwal, Director (w.e.f. February 7, 2018)
 Mr. Parag Dhol, Director
 Mr. Atul Gupta, Director

Key management personnel compensation

	March 31, 2018	March 31, 2017
	(Rs. in Lakhs)	(Rs. in Lakhs)
Short-term employee benefits	280.47	262.09
Post-employment benefits	50.43	8.54
Other Long-term employee benefits	-	-
Termination benefits	-	-
Employee share based payments	398.58	185.44
Total compensation	729.48	456.07



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Note 29: Segment Reporting

The Group is primarily engaged in the business of providing online marketing, consulting and support services through its online portal policybazaar.com and paisabazaar.com largely for the financial service industry. The Group earns entire revenue within India only.

Operating segments are reported in a manner consistent with the internal reporting provided to the Chief Operating Decision Maker (CODM). All operating segments' results are reviewed regularly by the Company's Chief Executive Officer and Chief Financial Officer, who have been identified as the CODM, to assess the financial performance and position of the Company and makes strategic decisions.

Based on nature of services rendered, the risk and returns, internal organization and management structure, nature of the regulatory environment and the internal performance reporting systems, the management considers that the Group is organized into two reportable segments:

a) Insurance Web aggregator services (regulated services): This Segment consists of Insurance web aggregator services provided by the Group. These services are regulated by the Insurance Regulatory Development authority (Web Aggregator) Regulations, 2013.

b) Other services: This Segment consists of online marketing, consulting and support services provided largely to the financial service industry.

Particulars	31-Mar-18 (Rs. in Lakhs)	31-Mar-17 (Rs. in Lakhs)
1 Segment Revenue:		
Insurance Web Aggregator Services	15,831.27	4,874.25
Other Services	17,562.14	13,519.64
Total Revenue	33,393.41	18,393.89
2 Interest Income		
Insurance Web Aggregator Services	6.29	2.57
Other Services	122.67	100.20
3 Depreciation & amortization		
Insurance Web Aggregator Services	149.88	39.20
Other Services	591.33	299.86
4 Income Tax Expense		
Insurance Web Aggregator Services	-	-
Other Services	2,564.70	(2,525.16)
5 Segment Assets		
Insurance Web Aggregator Services	8,016.95	4,166.39
Other Services	79,955.11	33,348.61
Total Assets	87,972.06	37,515.00
6 Additions to non-current assets		
Insurance Web Aggregator Services	2,115.01	666.78
Other Services	2,354.72	65.35
7 Deferred Tax Assets		
Insurance Web Aggregator Services	-	-
Other Services	943.02	3,494.97

Note:-

- 1 Segment revenue is measured in the same way as in the Statment of Profit and Loss. There are no inter-segment sales.
- 2 Segment assets includes fixed assets, trade receivables, cash and bank balances and other current assets and are measured in the same way as in the financial statements. These assets are allocated based on the operations of the segment of the assets. Intragroup receivables and payables have been eliminated.
- 3 Segment liabilities includes trade payable, other current liabilities and provisions. Segment liabilities are measured in the same way as in the financial statements. These liabilities are allocated based on the operations of the segment. Intragroup receivables and payables have been eliminated.
- 4 The revenues of Rs. 6,296.96 Lakhs (March 31, 2017 - 5,564.16 Lakhs) are derived from a single external customer. These revenues are attributable to the "Other Services" segment.



Note 30 : Fair value measurements

a) Financial instruments by category

	March 31, 2018 (Rs. in Lakhs)			March 31, 2017 (Rs. in Lakhs)			April 1, 2016 (Rs. in Lakhs)		
	FVTPL	FVOCI	Amortised cost	FVTPL	FVOCI	Amortised cost	FVTPL	FVOCI	Amortised cost
Financial assets									
Investments									
- Mutual funds	64,975.92	-	-	20,384.13	-	-	24,217.74	-	-
Trade receivables	-	-	9,605.83	-	-	4,396.05	-	-	3,844.72
Cash and cash equivalents	-	-	3,752.56	-	-	4,241.35	-	-	1,868.46
Other bank balances	-	-	1,049.03	-	-	69.60	-	-	1,564.86
Loans- Security deposits	-	-	715.08	-	-	447.66	-	-	325.93
Employee Loans	-	-	16.89	-	-	9.43	-	-	11.73
Unbilled revenue	-	-	293.59	-	-	1,720.29	-	-	-
Total financial assets	64,975.92	-	15,432.98	20,384.13	-	10,884.38	24,217.74	-	7,615.70
Financial liabilities									
Trade payables	-	-	4,679.83	-	-	2,470.76	-	-	2,840.51
Employee related payables	-	-	1,427.49	-	-	1,149.99	-	-	609.01
Other payables	-	-	1.81	-	-	7.95	-	-	3.14
Lease equalisation reserve	-	-	227.25	-	-	134.36	-	-	85.23
Total financial liabilities	-	-	6,336.38	-	-	3,763.06	-	-	3,537.89

Fair value hierarchy

This section explains the judgements and estimates made in determining the fair values of the financial instruments that are (a) recognised and measured at fair value and (b) measured at amortised cost and for which fair values are disclosed in the financial statements. To provide an indication about the reliability of the inputs used in determining fair value, the company has classified its financial instruments into the three levels prescribed under the accounting standard. An explanation of each level follows underneath the table.

b) Fair value hierarchy

Financial assets measured at fair value :

As at March 31, 2018	Notes	Level 1	Level 2	Level 3	(Rs. in Lakhs) Total
Financial assets					
<i>Financial Investments at FVTPL:</i>					
Investments in Mutual funds	6(b)	64,975.92	-	-	64,975.92
Total financial assets		64,975.92	-	-	64,975.92

Assets and liabilities which are measured at amortised cost for which fair values are disclosed

As at March 31, 2018	Notes	Level 1	Level 2	Level 3	(Rs. in Lakhs) Total
Financial assets					
<i>Loans</i>					
Loans to employees	6(a)	-	-	16.89	16.89
Security deposits	6(a)	-	-	715.08	715.08
Total financial assets		-	-	731.97	731.97

Financial assets measured at fair value :

As at March 31, 2017	Notes	Level 1	Level 2	Level 3	(Rs. in Lakhs) Total
Financial assets					
<i>Financial Investments at FVTPL:</i>					
Investments in Mutual funds	6(b)	20,384.13	-	-	20,384.13
Total financial assets		20,384.13	-	-	20,384.13

Assets and liabilities which are measured at amortised cost for which fair values are disclosed

As at March 31, 2017	Notes	Level 1	Level 2	Level 3	(Rs. in Lakhs) Total
Financial assets					
<i>Loans</i>					
Loans to employees	6(a)	-	-	9.43	9.43
Security deposits	6(a)	-	-	447.66	447.66
Total financial assets		-	-	457.09	457.09

Financial assets measured at fair value :

As at April 1, 2016	Notes	Level 1	Level 2	Level 3	(Rs. in Lakhs) Total
Financial assets					
<i>Financial Investments at FVTPL:</i>					
Investments in Mutual funds	6(b)	24,217.74	-	-	24,217.74
Total financial assets		24,217.74	-	-	24,217.74



Assets and liabilities which are measured at amortised cost for which fair values are disclosed

As at April 1, 2016	Notes	Level 1	Level 2	Level 3	(Rs. in Lakhs) Total
Financial assets					
<i>Loans</i>					
Loans to employees	6(a)	-	-	11.73	11.73
Security deposits	6(a)	-	-	325.93	325.93
Total financial assets		-	-	337.66	337.66

The Company uses the following hierarchy for determining and disclosing the fair value of financial instruments:

Level 1: Level 1 hierarchy includes financial instruments measured using quoted prices, for example listed equity instruments, traded bonds and mutual funds that have quoted prices.

Level 2: The fair value of financial instruments that are not traded in an active market (for example, over-the-counter derivatives) is determined using valuation techniques which maximise the use of observable market data and rely as little as possible on entity-specific estimates. If all significant inputs required to fair value an instrument are observable, the instrument is included in level 2.

Level 3: If one or more of the significant inputs is not based on observable market data, the instrument is included in level 3. For example, unlisted equity securities, etc.

There are no transfers between levels 1 and 2 during the year.

The company's policy is to recognise transfers into and transfers out of fair value hierarchy levels as at the end of the reporting period.

c) Valuation technique used to determine fair value

Specific valuation techniques used to value financial instruments include:

- the use of quoted market prices or mutual fund houses quotes (NAV) for such instruments. This is included in Level 1.
- the fair value of the remaining financial instrument is determined using discounted cash flow analysis. This is included in Level 3.

d) Fair value of financial assets and liabilities measured at amortised cost

	March 31, 2018 (Rs. In Lakhs)		March 31, 2017 (Rs. In Lakhs)		April 1, 2016 (Rs. In Lakhs)	
	Carrying amount	Fair value	Carrying amount	Fair value	Carrying amount	Fair value
Financial assets						
<i>Loans</i>						
Loans to employees	16.89	16.89	9.43	9.43	11.73	11.73
Security deposits	715.08	715.08	447.66	447.66	325.93	325.93
Total financial assets	731.97	731.97	457.09	457.09	337.66	337.66

The carrying amounts of loans, trade receivables, cash and cash equivalents, other bank balances, other financial assets, trade payables and other financial liabilities are considered to be the same as their fair values due to their short term nature.

For financial assets and liabilities that are measured at fair value, the carrying amounts are equal to the fair values.



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Note 31: Financial risk and Capital management

A) Financial risk management framework

The company's activities expose it to market risk, liquidity risk and credit risk. This note explains the sources of risk which the entity is exposed to and how the entity manages the risk.

Risk	Exposure arising from	Measurement	Management
Credit risk	Cash and cash equivalents, trade receivables, other financial assets measured at amortised cost.	Aging analysis	Diversification of bank deposits, credit limits and letters of credit
Liquidity risk	Other financial liabilities	Rolling cash flow forecasts	Availability of surplus cash and support from parent company
Price Risk	Investments in mutual funds	Credit rating	Portfolio diversification and regular monitoring

(a) Credit risk

Credit risk is the risk of financial loss to the Company if a customer or counterparty to a financial instrument fails to meet its contractual obligations, and arises principally from the Company's receivables from customers.

Trade receivables related credit risk

The Company's exposure to credit risk is influenced mainly by the individual characteristics of each customer. However, management also considers the factors that may influence the credit risk of its customer base, including the default risk of the industry. A default on a financial asset is when the counterparty fails to make contractual payments within 90 days of when they fall due. This definition of default is determined by considering the business environment in which Company operates and other macro-economic factors.

Credit quality of a customer is assessed based on its credit worthiness and historical dealings with the Company, market intelligence and goodwill. Outstanding customer receivables are regularly monitored.

The Company has established an allowance for impairment that represents its expected credit losses in respect of trade and other receivables. The management uses a simplified approach for the purpose of computation of expected credit loss for trade receivables and 12-month expected credit loss for other receivables. An impairment analysis is performed at each reporting date on an individual basis for major parties. The calculation is based on historical data of actual losses. The Company evaluates the concentration of risk with respect to trade receivables as low.

Trade receivables are written off when there is no reasonable expectation of recovery.

Provision for expected credit losses

The Company provides for expected credit loss based on the following:

Category	Description of category	Basis for recognition of expected credit loss provision		
		Security deposits	Loans to employees	Trade receivables
High quality assets, negligible credit risk	Assets where the counter-party has strong capacity to meet the obligations and where the risk of default is negligible or nil	12-month expected credit loss	12-month expected credit loss	Lifetime expected credit losses
Quality assets, low credit risk	Assets where there is low risk of default and where the counter-party has sufficient capacity to meet the obligations and where there has been low frequency of defaults in the past			

Year ended March 31, 2018:

(a) Expected credit loss for security deposits & loans to employees:

(Amount in Rs. Lakhs)

Particulars	Category	Description of category	Asset group	Estimated gross carrying amount at default	Expected probability of default	Expected credit losses	Carrying amount net of impairment provision
Loss allowance measured at 12 month expected credit losses	High quality assets, negligible credit risk	Assets where the counterparty has strong capacity to meet the obligations and where the risk of default is negligible or nil	Security deposits	715.08	0.00%	-	715.08
			Loans to employees	16.89	0.00%	-	16.89

(b) Lifetime expected credit loss for trade receivables under simplified approach:

(Amount in Rs. Lakhs)

Particulars/Ageing	0-90 days	91-180 days	181-365 days	More than 365 days	Total
Gross carrying amount	8,207.47	809.17	522.18	154.66	9,693.48
Expected loss rate	0.14%	0.66%	4.43%	30.75%	
Expected credit losses (Loss allowance provision)	11.60	5.36	23.13	47.56	87.65
Carrying amount of trade receivables (net of impairment)	8,195.87	803.81	499.05	107.10	9,605.83



Year ended March 31, 2017:

(a) Expected credit loss for security deposits & loans to employees:

(Amount in Rs. Lakhs)

Particulars	Category	Description of category	Asset group	Estimated gross carrying amount at default	Expected probability of default	Expected credit losses	Carrying amount net of impairment provision
Loss allowance measured at 12 month expected credit losses	High quality assets, negligible credit risk	Assets where the counterparty has strong capacity to meet the obligations and where the risk of default is negligible or nil	Security deposits	447.66	0.00%	-	447.66
			Loans to employees	9.43	0.00%	-	9.43

(b) Lifetime expected credit loss for trade receivables under simplified approach:

(Amount in Rs. Lakhs)

Particulars/Ageing	0-90 days	91-180 days	181-365 days	More than 365 days	Total
Gross carrying amount	4,228.07	35.80	12.72	205.12	4,481.73
Expected loss rate	0.25%	15.05%	15.44%	33.07%	
Expected credit losses (Loss allowance provision)	10.48	5.39	1.96	67.84	85.66
Carrying amount of trade receivables (net of impairment)	4,217.60	30.42	10.75	137.29	4,396.06

As at April 1, 2016:

(a) Expected credit loss for security deposits & loans to employees:

(Amount in Rs. Lakhs)

Particulars	Category	Description of category	Asset group	Estimated gross carrying amount at default	Expected probability of default	Expected credit losses	Carrying amount net of impairment provision
Loss allowance measured at 12 month expected credit losses	High quality assets, negligible credit risk	Assets where the counterparty has strong capacity to meet the obligations and where the risk of default is negligible or nil	Security deposits	325.93	0.00%	-	325.93
			Loans to employees	11.73	0.00%	-	11.73

(b) Lifetime expected credit loss for trade receivables under simplified approach:

(Amount in Rs. Lakhs)

Particulars/Ageing	0-90 days	91-180 days	181-365 days	More than 365 days	Total
Gross carrying amount	3,689.17	97.68	62.10	70.00	3,918.96
Expected loss rate	0.36%	2.09%	75.15%	17.40%	
Expected credit losses (Loss allowance provision)	13.35	2.04	46.67	12.18	74.23
Carrying amount of trade receivables (net of impairment)	3,675.82	95.64	15.43	57.82	3,844.73

The following table summarizes the change in loss allowance measured using the life time expected credit loss model:

	Rs. in Lakhs
Loss allowance on April 1, 2016	74.23
Changes in loss allowance	11.43
Loss allowance on March 31, 2017	85.66
Changes in loss allowance	1.98
Loss allowance on March 31, 2018	87.65



Treasury related credit risk

Credit risk on cash and cash equivalents and other deposits with banks is limited as the Company generally invest in deposits with banks with high credit ratings assigned by external credit rating agencies, accordingly the Company considers that the related credit risk is low. Impairment on these items are measured on the 12-month expected credit loss basis.

(b) Liquidity risk

Liquidity risk is the risk that the Company will encounter difficulty in meeting the obligations associated with its financial liabilities that are settled by delivering cash or another financial asset. The Company's approach to managing liquidity is to ensure, as far as possible, that it will have sufficient liquidity to meet its liabilities when they are due, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the Company's reputation.

The company's treasury maintains flexibility in funding by maintaining liquidity through investments in liquid funds. Management monitors rolling forecasts of the company's liquidity position and cash and cash equivalents on the basis of expected cash flows.

Maturities of financial liabilities

The amounts disclosed in the table are the contractual undiscounted cash flows. Balances due within 12 months equal their carrying balances as the impact of discounting is not significant.

Contractual maturities of financial liabilities:

	0 to 1 year	More than 1 year	(Rs. in Lakhs) Total
March 31, 2018			
Non-derivatives			
Trade payables	4,679.83	-	4,679.83
Other financial liabilities	1,452.56	203.99	1,656.55
Total non-derivative liabilities	6,132.39	203.99	6,336.38
March 31, 2017			
Non-derivatives			
Trade payables	2,470.76	-	2,470.76
Other financial liabilities	1,164.85	127.45	1,292.30
Total non-derivative liabilities	3,635.61	127.45	3,763.06
April 1, 2016			
Non-derivatives			
Trade payables	2,840.51	-	2,840.51
Other financial liabilities	612.15	85.23	697.38
Total non-derivative liabilities	3,452.66	85.23	3,537.89

(c) Market risk

Market risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in market prices.

The Company's exposure to securities price risk arises from investments held in mutual funds and classified in the balance sheet at fair value through profit or loss. To manage its price risk arising from such investments, the Company diversifies its portfolio. Further these are all debt base securities for which the exposure is primarily on account of interest rate risk. Quotes (NAV) of these investments are available from the mutual fund houses.

Profits/losses for the year would increase/decrease as a result of gains/losses on these securities classified as at fair value through profit or loss.

B) Capital management

The Company's objectives when managing capital is to safeguard its ability to continue as a going concern, so that they can continue to provide returns for shareholders and benefits for other stakeholders. The capital of the Company consist of equity capital and accumulated profits/losses.



Note 32: Additional Information required by Schedule III (Division II) :

Name of the entity in the Group	Net Assets i.e. total assets minus total liabilities		Share in Profit or loss		Share in other comprehensive income		Share in total comprehensive income	
	As % of consolidated net Assets	Amount (Rs. in Lakhs)	As % of consolidated profit / (loss)	Amount (Rs. in Lakhs)	As % of consolidated other comprehensive income	Amount (Rs. in Lakhs)	As % of consolidated total comprehensive income	Amount (Rs. in Lakhs)
Parent Company:								
Etchaces Marketing and Consulting Private Limited								
March 31, 2018	86.66%	68,268.94	78.96%	(4,673.35)	16.35%	(3.94)	78.70%	(4,677.28)
March 31, 2017	71.97%	23,158.08	1058.21%	7,745.64	7.38%	3.21	999.31%	7,748.85
Subsidiaries:								
Indian Subsidiaries								
Policybazaar Insurance Web Aggregator Private Limited								
March 31, 2018	6.20%	4,882.40	15.91%	(941.62)	98.66%	(23.75)	16.24%	(965.38)
March 31, 2017	17.04%	5,483.05	(599.85%)	(4,390.64)	81.34%	35.35	(561.67%)	(4,355.29)
Paisabazaar Marketing and Consulting Private Limited								
March 31, 2018	6.55%	5,156.94	3.65%	(216.06)	(19.27%)	4.64	3.56%	(211.42)
March 31, 2017	9.52%	3,063.83	(375.48%)	(2,748.32)	9.77%	4.25	(353.88%)	(2,744.08)
Icall Support Services Private Limited								
March 31, 2018	0.45%	356.75	0.99%	(58.63)	0.73%	(0.18)	0.99%	(58.81)
March 31, 2017	1.29%	415.56	4.98%	36.44	1.50%	0.65	4.78%	37.09
Policybazaar Insurance Broker Private Limited								
March 31, 2018	0.06%	47.23	0.02%	(0.92)	0.00%	-	0.02%	(0.92)
March 31, 2017	0.15%	48.15	6.92%	50.65	0.00%	-	6.53%	50.65
Docprime Technologies Private Limited (Formerly, Panacea Techno Services Private Limited)								
March 31, 2018	0.00%	0.14	0.01%	(0.43)	0.00%	-	0.01%	(0.43)
March 31, 2017	0.00%	0.57	(0.06%)	(0.43)	0.00%	-	(0.05%)	(0.43)
Accurex Marketing and Consulting Private Limited								
March 31, 2018	(0.01%)	(5.50)	0.21%	(12.20)	0.00%	-	0.21%	(12.20)
March 31, 2017	0.02%	6.70	5.28%	38.62	0.00%	-	4.98%	38.62
Total	99.91%	78,706.93	99.74%	(5,904)	100.00%	(23.23)	99.74%	(5,927.22)
Foreign Subsidiaries								
PB Fintech FZ-LLC								
March 31, 2018	0.09%	73.02	0.26%	(15.63)	3.53%	(0.85)	0.28%	(16.48)
March 31, 2017	-	-	-	-	-	-	-	-
Total	100%	78,779.87	100%	(5,918.85)	100%	(24.08)	100%	(5,942.93)
March 31, 2018	100%	32,174.68	100%	731.92	100%	43.44	100%	775.36



Note 33: New and amended IND AS standards

The Ministry of Corporate Affairs (MCA) has notified the Companies (Indian Accounting Standards) Amendment Rules, 2018 on March 28, 2018 which includes Ind AS 115 'Revenue from Contracts with Customers' and Amendments to Ind AS 12 Income taxes regarding recognition of deferred tax assets on unrealised losses. The new standard and amendment will come into effect for the annual reporting periods beginning on or after April 1, 2018. The Company is currently assessing the impact of the application of Ind AS 115 and amendments to Ind AS 12 on the financial statements of the Company. The Company will adopt the new standard and amendments to Ind AS 12 for the periods beginning April 1, 2018. Ind AS 115 – Revenue from contracts with Customers outlines a single comprehensive model for entities to use in accounting for revenue arising from contracts with customers. The standard replaces most current revenue recognition guidance. The core principle of the new standard is for companies to recognize revenue to depict the transfer of goods or services to customers in amounts that reflect the consideration to which the Group expects to be entitled in exchange for those goods or services. The new standard also will result in enhanced disclosures about revenue, provide guidance for transactions that were not previously addressed comprehensively including service revenues and contract modifications and improve guidance for multiple-element arrangements.

Note 34: Specified Bank Notes (SBNs) held and transacted during the period from 8 November 2016 to 30 December 2016:

Particulars	SBNs*	Other denomination notes (Rs.)	Total (Rs.)
Closing cash in hand as on 8 November 2016	96,000.00	45	96,045
(+) Permitted receipts	-	200,000	200,000
(-) Permitted payments	-	1,145	1,145
(-) Amount deposited in Banks	96,000.00	-	96,000
Closing cash in hand as on 30 December 2016	-	198,900	198,900

* Specified Bank Notes (SBNs) mean the bank notes of denominations of the existing series of the value of five hundred rupees and one thousand rupees as defined under the notification of the Government of India, in the Ministry of Finance, Department of Economic Affairs no. S.O. 3407(E), dated the 8th November, 2016.



Note 35 A: First- time adoption of Ind AS

Transition to Ind AS

These are the group's first financial statements prepared in accordance with Ind AS.

The accounting policies set out in note 2 have been applied in preparing the financial statements for the year ended March 31, 2018, the comparative information presented in these financial statements for the year ended March 31, 2017 and in the preparation of an opening Ind AS balance sheet at April 1, 2016 (The Group's date of transition). In preparing its opening Ind AS balance sheet, the Company has adjusted the amounts reported previously in financial statements prepared in accordance with the accounting standards notified under Companies (Accounting Standards) Rules, 2006 (as amended) and other relevant provisions of the Act (previous GAAP).

An explanation of how the transition from previous GAAP to Ind AS has affected the Company's financial position, financial performance and cash flows is set out in the following tables and notes.

A. Exemptions and exceptions availed

Set out below are the applicable Ind AS 101 optional exemptions and mandatory exceptions applied in the transition from previous GAAP to Ind AS.

A.1 Ind AS optional exemptions

A.1.1 Deemed cost

Ind AS 101 permits a first-time adopter to elect to continue with the carrying value for all of its property, plant and equipment as recognised in the financial statements as at the date of transition to Ind AS, measured as per the previous GAAP and use that as its deemed cost as at the date of transition after making necessary adjustments for de-commissioning liabilities. This exemption can also be used for intangible assets covered by Ind AS 38 Intangible Assets.

Accordingly, the group has elected to measure all of its property, plant and equipment and intangible assets at their previous GAAP carrying value.

A.1.2 Share based payment

Ind AS 101 provides the option to apply Ind AS 102 only on ESOP that are unvested on the transition date. Accordingly, the Company has elected to apply IND AS 102 only on unvested options as on the transition date.

A.1.3 Investment in subsidiaries

A first time adopter has an option to measure investment in subsidiaries at:

1. cost determined in accordance with Ind AS
2. fair value at entity's date of transition to Ind AS
3. previous GAAP carrying amount at that date

The Company has chosen to measure its investment in subsidiaries as on the transition date at previous GAAP carrying amount.



A.1.4 Business Combinations

Ind AS 101 provides the option to apply Ind AS 103 prospectively from the transition date or from a specific date prior to the transition date. This provides relief from full retrospective application that would require restatement of all business combinations prior to the transition date.

The Company elected to apply Ind AS 103 prospectively to business combinations occurring after its transition date. Business combinations occurring prior to the transition date have not been restated.

A.2 IND AS mandatory exceptions

A.2.1 Estimates

An entity's estimates in accordance with Ind ASs at the date of transition to Ind AS shall be consistent with estimates made for the same date in accordance with previous GAAP (after adjustments to reflect any difference in accounting policies), unless there is objective evidence that those estimates were in error.

Ind AS estimates as at 1 April 2016 are consistent with the estimates as at the same date made in conformity with previous GAAP. The Company made estimates for following items in accordance with Ind AS at the date of transition as these were not required under previous GAAP:

- Investment in debt instruments carried at FVPL; and
- Impairment of financial assets based on expected credit loss model.

A.2.2 Classification and measurement of financial assets

Ind AS 101 requires an entity to assess classification and measurement of financial assets (investment in debt instruments) on the basis of the facts and circumstances that exist at the date of transition to Ind AS.



Reconciliations between previous GAAP and Ind AS

Note 35 B:

Ind AS 101 requires an entity to reconcile equity, total comprehensive income and cash flows for prior periods. The following tables represent the reconciliations from previous GAAP to Ind AS.

Reconciliation of equity as at date of transition (April 1, 2016)				(Rs. in Lakhs)
Particulars	Notes to first-time adoption	As per previous GAAP	Adjustments	As per Ind AS
ASSETS				
Non-current assets				
Property, plant and equipment		514.61	-	514.61
Intangible assets		109.08	-	109.08
Financial assets				
-Loans		472.42	(146.97)	325.45
Current Tax Assets (Net)		1,573.03	-	1,573.03
Other non-current assets		-	111.31	111.31
Total non-current assets		2,669.14	(35.66)	2,633.48
Current assets				
Financial assets				
-Investments	C.4	23,690.36	527.39	24,217.74
-Trade receivables		3,844.72	-	3,844.72
-Cash and cash equivalents		1,868.45	-	1,868.46
-Bank balances other than above		1,564.86	-	1,564.86
-Loans		12.21	-	12.21
Other current assets		848.48	26.05	874.53
Total current assets		31,829.08	553.44	32,382.52
Total Assets		34,498.22	517.78	35,016.00

* The previous GAAP figures have been reclassified to conform to Ind AS presentation requirements for the purposes of this note.

Reconciliation of equity as at date of transition (1 April 2016)

Equity and liabilities

Equity				
Equity share capital		3.60	-	3.60
Instruments entirely equity in nature		64.17	-	64.17
Other equity				
Reserves and surplus	C.6	30,095.37	517.78	30,613.14
Total equity		30,163.14	517.78	30,680.91
Liabilities				
Non-current liabilities				
Financial liabilities				
-Other financial liabilities		85.23	-	85.23
Employee benefit obligations		268.36	-	268.36
Total non-current liabilities		353.59	-	353.59
Current liabilities				
Financial liabilities				
-Trade Payable		2,840.51	-	2,840.51
-Other financial liabilities		612.16	-	612.15
Employee benefit obligations		149.89	-	149.89
Other current liabilities		378.94	-	378.95
Total current liabilities		3,981.50	-	3,981.50
Total liabilities		4,335.09	-	4,335.09
Total equity and liabilities		34,498.22	517.78	35,016.00

* The previous GAAP figures have been reclassified to conform to Ind AS presentation requirements for the purposes of this note.



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Reconciliation of equity as at March 31, 2017

				(Rs. in Lakhs)
Particulars	Notes to first-time adoption	As per previous GAAP	Adjustments	As per Ind AS
ASSETS				
Non-current assets				
Property, plant and equipment		367.16	-	367.16
Intangible assets		67.60	-	67.60
Financial assets				
-Loans	C.3	634.17	(188.12)	446.05
Deferred tax assets (net)		3,494.97	-	3,494.97
Current Tax Assets (Net)		1,381.12	-	1,381.12
Other non-current assets	C.3	-	134.10	134.10
Total non-current assets		5,945.02	(54.02)	5,891.00
Current assets				
Inventories				
Financial assets				
-Investments	C.4	20,366.79	17.34	20,384.13
-Trade receivables		4,396.05	-	4,396.05
-Cash and cash equivalents		4,241.36	-	4,241.36
-Bank balances other than above		69.60	-	69.60
-Loans		11.04	-	11.04
-Other financial assets		1,720.29	-	1,720.29
Other current assets	C.3	761.26	40.28	801.54
Total current assets		31,566.39	57.62	31,624.00
Total Assets		37,511.40	3.60	37,515.00

* The previous GAAP figures have been reclassified to conform to Ind AS presentation requirements for the purposes of this note.

Reconciliation of equity as at 31 March 2017
Equity and liabilities

Equity				
Equity share capital		3.60	-	3.60
Instruments entirely equity in nature		64.17	-	64.17
Other equity				
Reserves and surplus	C.6	32,103.31	3.60	32,106.91
Total equity		32,171.08	3.60	32,174.68
Liabilities				
Non-current liabilities				
(i) Other financial liabilities		127.45	-	127.45
Employee benefit obligations		279.92	-	279.92
Total non-current liabilities		407.37	-	407.37
Current liabilities				
Financial liabilities				
-Trade Payable		2,470.76	-	2,470.76
-Other financial liabilities		1,164.85	-	1,164.85
Employee benefit obligations		195.53	-	195.53
Other current liabilities		1,098.89	-	1,098.89
Current Tax Liabilities (Net)		2.92	-	2.92
Total current liabilities		4,932.95	-	4,932.95
Total liabilities		5,340.32	-	5,340.32
Total equity and liabilities		37,511.40	3.60	37,515.00

* The previous GAAP figures have been reclassified to conform to Ind AS presentation requirements for the purposes of this note.



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Reconciliation of total comprehensive income for the year ended March 31, 2017

(Rs. in Lakhs)				
Particulars	Notes to first-time adoption	As per previous GAAP	Adjustments	As per Ind AS
Income :				
Revenue from operations		18,393.89	-	18,393.89
Other income	C.3	2,893.14	(479.94)	2,413.21
Total income		21,287.05	(479.94)	20,807.10
Expenses:				
Employee benefit expense	C.7	10,979.78	45.24	11,025.03
Depreciation and amortisation expense	C.9	339.06	-	339.06
Advertising and Promotion expense		7,486.10	-	7,486.10
Network, Internet and Other direct expense		1,077.33	-	1,077.54
Administration and other expense	C.3	2,638.52	34.09	2,672.61
Total expenses		22,520.79	79.33	22,600.34
Profit/(Loss) before tax		(1,233.74)	(559.28)	(1,793.24)
Income tax Expense :				
Current Tax (MAT)		971.51	-	971.51
Deferred tax		(3,494.84)	(1.83)	(3,496.67)
Total tax expense		(2,523.33)	(1.83)	(2,525.16)
Profit/(Loss) for the year		1,289.59	(559.14)	731.92
Other comprehensive income				
Items that will not be reclassified to profit or loss				
Remeasurement of defined benefit obligations Gain/(Loss)	C.7	-	45.27	45.27
Income tax relating to these items		-	(1.83)	(1.83)
Other comprehensive income for the year, net of income tax		-	43.44	43.44
Total comprehensive income for the year		1,289.59	(515.70)	775.36




Reconciliation of total equity as at March 31, 2017 and April 1, 2016

Particulars	Notes to first-time adoption	(Rs. in Lakhs)	
		March 31, 2017	April 1, 2016
Total equity (shareholder's funds) as per previous GAAP		32,170.30	30,163.14
Adjustments:			
Fair valuation of investments	C.4	17.34	527.39
Fair valuation of security deposits	C.3	(13.74)	(9.61)
Amortisation of goodwill written back	C.9	0.24	-
Tax effects of adjustments		-	-
Total adjustments		3.84	517.78
Total equity as per Ind AS		32,174.68	30,680.91

Reconciliation of total comprehensive income for the year ended March 31, 2017

		(Rs. in Lakhs)	
Profit after tax as per previous GAAP		1,289.59	
Adjustments:			
Fair valuation of investments	C.4	17.34	
Interest income-unwinding of security deposits	C.3	30.26	
Measurement of financial assets at amortised cost	C.3	(34.40)	
Reversal of portion of profit booked on mutual funds sold in 2016-17, to the extent fair valued in 2015-16	C.4	(527.39)	
Others		0.41	
Remeasurement of defined benefit obligation	C.5	45.29	
Tax effects of adjustments		-	
Total adjustments		(468.49)	
Profit after tax as per Ind AS		820.64	
Other comprehensive income	C.7	(45.29)	
Total comprehensive income as per Ind AS		775.36	




Note 35 C: Notes to first-time adoption:

C.1: Trade receivables

As per Ind AS 109, The Company is required to apply expected credit loss model for recognising the allowance for doubtful debts. There is no impact on the allowance for doubtful debts, on account of application of expected credit loss method.

C.2: Remeasurements of post-employment benefit obligations

Under Ind AS, remeasurements i.e. actuarial gains and losses and the return on plan assets, excluding amounts included in the net interest expense on the net defined benefit liability are recognised in other comprehensive income instead of profit or loss. Under the previous GAAP, these remeasurements were forming part of the profit or loss for the year. As a result of this change, the profit for the year ended March 31, 2017 has increased by Rs. 43.45 Lakhs (net of deferred tax amounting to Rs. 1.83 Lakhs) and other comprehensive income has been recorded at Rs. 43.45 lakhs (net of deferred tax of Rs. 1.83). There is no impact on the total equity as at 31 March 2017.

C.3: Security deposits

Under the previous GAAP, interest free lease security deposits (that are refundable in cash on completion of the lease term) are recorded at their transaction value. Under Ind AS, all financial assets are required to be recognised at fair value. Accordingly, The company has fair valued these security deposits under Ind AS. Difference between the fair value and transaction value of the security deposit has been recognised as prepaid rent. Consequent to this change, the amount of security deposits increased by Rs. 121.73 lakhs as at 31 March 2017 (1 April 2016 – INR 325.93). The prepaid rent increased by Rs. 11.97 lakhs as at 31 March 2017 (1 April 2016 – INR 162.40). The profit for the year and total equity as at 31 March 2017 decreased by Rs.4.14 lakhs due to amortisation of the prepaid rent of Rs.34.40 lakhs which is partially off-set by the notional interest income of INR 30.26 lakhs recognised on security deposits.

C.4: Fair valuation of investments

Under the previous GAAP, investments in mutual funds were classified as current investments based on the intended holding period and realisability. Current investments were carried at lower of cost and fair value. Under Ind AS, these investments are required to be measured at fair value. The resulting fair value changes of these investments have been recognised in retained earnings as at the date of transition and subsequently in the profit or loss for the year ended 31 March 2017. This increased the retained earnings by Rs. 17.34 lakhs as at 31 March 2017 (Increase in: 1 April 2016 - INR 527.39 lakhs).

C.5: Deferred tax

Under previous GAAP, tax expense in the consolidated financial statements was computed by performing line by line addition of tax expense of the parent and its subsidiaries. No adjustments to tax expenses was made on consolidation. Also, deferred tax have been recognised on the adjustments made on transition to Ind AS.

C.6: Employee stock option expense

Under the previous GAAP, The cost of equity-settled employee share-based plan was recognised using the intrinsic value method. Under Ind AS equity-settled employee share-based plan is recognised based on fair value of option as on the grant date. However, this does not have material impact on the financial statements of the Company.

Under the previous GAAP, the cost of equity-settled employee share-based plan that were issue by the parent for the employees of the subsidiary, were only accounted for in the books of the parent company and no accounting was done in the financial statements of the other group companies. However, under Ind AS, the respective cost for the employees of the subsidiary has been expensed in the profit and loss account of the subsidiary and a corresponding investment in the equity of the subsidiary is accounted for.

Consequent to the above, the total equity as at 31 March 2017 increased by Rs 400.86 Lakhs (1 April 2016 – Rs 2,922.58 Lakhs) and profit for the year ended 31 March 2017 decreased by Rs 1,020 Lakhs (1 April 2016 – Rs 1,056.20 Lakhs.)



C.7: Retained earnings

Retained earnings as at April 1, 2016 has been adjusted consequent to the above Ind AS transition adjustments.

C.8: Other comprehensive income

Under Ind AS, all items of income and expense recognised in a period should be included in profit or loss for the period, unless a standard requires or permits otherwise. Items of income and expense that are not recognised in profit or loss but are shown in the statement of profit and loss as 'other comprehensive income' includes re measurements of defined benefit plans. The concept of other comprehensive income did not exist under previous GAAP. In March 31, 2017, Other comprehensive income booked for re measurements of defined benefit plans (i.e. for Gratuity) was Rs 43.45 lakhs.

C.9: Statement of cash flows

The transition from Indian GAAP to Ind AS has not had a material impact on the statement of cash flows.

Note 36: Events occurring after the reporting period

- (a) Approval of financial statements- The financial statements were authorised for issue by the Board of Directors on September 12, 2018.
- (b) Issue of Shares- Subsequent to the year ended March 31, 2018, pursuant to the approval of shareholders of the Company in their extra-ordinary general meeting held on 11th June, 2018, the Company has proposed to offer and issue 30,349 fully and compulsorily convertible cumulative preference shares carrying a preferential dividend rate of 0.1% per annum and having a face value of Rs. 100/- each, at a premium of Rs. 4,46,496/- per share (the "Series F CCPS") to existing equity shareholders of the Company, on a rights issue basis under Section 62(1)(a) of the Companies Act, 2013 (the "Act").

Further, the Company has also proposed to offer and issue 10 equity shares having a face value of Rs. 10/- each, at a premium of Rs. 4,46,586/- per share to the existing equity shareholders, on a rights issue basis under Section 62(1)(a) of the Act.

For Price Waterhouse Chartered Accountants LLP
Firm Registration Number: 012754N/N500016


Amitesh Dutta
Partner
Membership No. 058507

For and on behalf of the Board of Directors


Yashish Dahiya
Director
DIN : 00706336


Alok Bansal
Director
DIN : 01653526



Place: Gurugram
Date: September 12, 2018

Place: Gurugram
Date: September 12, 2018