

DIRECTOR'S REPORT For the financial year ended 31st March, 2020

Dear Member(s),

Your Company's Directors are pleased to present the 09th Annual Report of the Company, along with the Audited Annual Accounts for the financial year ended 31st March, 2020.

Paisabazaar Marketing and Consulting Private Limited is a company incorporated & registered under the Companies Act, 1956. It is an integrated marketing and consulting company.

The company started operations in 2011 and it is registered as a Tele Marketer with Telecom Regulatory Authority of India ("TRAI") and provides online aggregation services for financial products like loans & credit cards, broadband and cellular plans etc. operates call centre, and corporate agent, Investment advisory, Investment recommendation and consultancy services to venture capital fund & other funds etc. It operates through a portal www.paisabazaar.com.

1. FINANCIAL SUMMARY OF HIGHLIGHTS/PERFORMANCE OF THE COMPANY

(₹. in Lakhs)

| PARTICULARS | FOR THE YEAR ENDED 31.03.2020 | FOR THE YEAR ENDED 31.03.2019 |
|---|----------------------------------|----------------------------------|
| Revenue from Operation/Turnover | 22,619.23 | 15,465.31 |
| Other Income | 280.72 | 111.70 |
| Total Income | 22,899.95 | 15,577.01 |
| Less: Expenses during the year but excluding depreciation | 32,348.08 | 24,934.62 |
| (Loss)/ Profit before tax and depreciation | (9,448.13) | (9357.61) |
| Less: Depreciation | 672.40 | 357.34 |
| (Loss)/ Profit before tax | (10,120.53) | (9714.95) |
| Less: Provision of Income tax including deferred tax | - | (4.91) |
| (Loss)/ Profit after tax | (10,120.53) | (9710.04) |
| Other Comprehensive Income | (4.39) | (22.75) |
| Total Comprehensive Income for the year | (10,124.92) | (9732.79) |
| Amount Transferred to General Reserve | - | |

During the year under review, the company has made net loss after tax of Rs. 10,120.53 lakhs as against net loss after tax of Rs. 9,710.04 lakhs during the financial year 2018-19.

2. IMPACT OF COVID-19 PANDEMIC

In the last month of F.Y 2020, the COVID-19 pandemic developed rapidly into a global crisis, forcing governments to enforce lock-downs of all economic activity and there has been severe disruption to regular business operations due to lock-downs like disruptions in transportation, supply chain, travel bans, quarantines, social distancing and other emergency measures. In keeping with its employee-safety-first approach, the Company quickly instituted measures to trace all employees and be assured of their



well-being. Our teams reacted with speed and efficiency, and quickly leveraged technology to shift the workforce to an entirely new 'work-from-home' model.

The Company operates its website www.paisabazaar.com for providing marketing and distribution of loans, cards, and other financial products, IT Services, Call Center Services, mutual funds etc. Since the Financial Services sector largely comprising of Banks, RBI regulated financial market intermediaries, SEBI regulated Capital and Debt markets are covered in the essential services as per the MHA guidelines issued on 15th April, 2020. It was allowed to continue operations during this period The Company is in a position to provide continual services to its customers. The Company has taken all required steps to ensure that there is no disruption in its operations and is able to service its customers seamlessly by enabling work from home for its employees. The Company also plans to have approximately 30% to 40% manpower working from home post lockdown period also.

However, the extent to which the COVID-19 pandemic will impact the Company's operations will depend on future developments, which are highly uncertain, including among other things, any new information concerning the severity of the COVID-19 pandemic and any action to contain its spread or mitigate its impact whether Government mandated or elected by the Company. Thus, the impact assessment of COVID-19 is a continuing process given the uncertainties associated with its nature and duration. The Company will continue to monitor any material changes to future economic conditions.

3. SHARE CAPITAL

A) Authorised Share Capital

During the year under review the Authorised Capital of the Company was increased from Rs. 30,00,00,000/- (Rupees Thirty Crores Only) divided into 3,00,00,000 (Three Crore) equity Shares of Rs. 10/- (Rupees Ten Only) to Rs. 50,00,00,000/- (Rupees Fifty Crores Only) divided into 5,00,00,000 (Five Crore) Equity Shares of Rs. 10/- (Rupees Ten Only) each, by creation of additional 2,00,00,000 (Two Crore) Equity Shares of Rs. 10/- (Rupees Ten Only) each, pursuant to an Ordinary Resolution passed by the Shareholders of the Company on August 13, 2019.

B) Issued and Paid-up share capital

During the year under the review, the Board of Directors of the Company in its meetings duly held on June 13, 2019, September 27, 2019 and March 30, 2020 allotted equity shares as under to its holding company through Rights Issue. The allotment details are as under:

| S. No. | Date of Allotment | Name of Allottee | No. of Shares | Face Value (INR) | Premium (INR) |
|-----------|--------------------|---|------------------|------------------------|------------------|
| 1 | June 13, 2019 | Etechaces Marketing and Consulting Private Limited | 1637931 | 10/- | 222/- |
| 2 | September 27, 2019 | Etechaces Marketing and Consulting Private Limited | 1640625 | 10/- | 246/- |
| 3 | March 30, 2020 | Etechaces Marketing and Consulting Private Limited | 367647 | 10/- | 262/- |

Consequent to the aforesaid allotments, the Paid up share capital of the company increased from Rs. 26,87,04,130 (Rupees Twenty Six Crore Eighty Seven Lakhs Four Thousand One Hundred Thirty Only) divided into 2,68,70,413 (Two Crore Sixty Eight Lakh Seventy Thousand Four

Paisabazaar Marketing and Consulting Private Line

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Hundred and Thirteen Only) Equity shares of Rs. 10/- each to Rs. 30,51,66,160 (Rupees Thirty Crore Fifty One Lakhs Sixty Six Thousand One Hundred and Sixty Only) divided into 3,05,16,616 (Three Crore Five Lakh Sixteen Thousand Six Hundred and Sixteen Only) Equity shares of Rs. 10/- each as at March 31, 2020.

Further after the year under review, the Board of Directors of the Company in its meeting duly held on May 28, 2020, has allotted 1,83,823 (One Lakh Eighty Three Thousand Eight Hundred and Twenty Three) equity shares having a face value of Rs. 10/- (Rupees Ten Only) each, at a premium of Rs. 262/- (Rupees Two Sixty Two Only) per share on a Right Basis to Etechaces Marketing and Consulting Private Limited, ("Holding Company"). Consequent to said allotment, the paid up share capital of the Company was increased from Rs.30,51,66,160 (Rupees Thirty Crore Fifty One Lakhs Sixty Six Thousand One Hundred and Sixty Only) divided into 3,05,16,616 (Three Crore Five Lakh Sixteen Thousand Six Hundred and Sixteen Only) Equity shares of Rs. 10/- each share to Rs. 30,70,04,390 (Rupees Thirty Crore Seventy Lakh Four Thousand Three Hundred and Ninety Only) divided into 3,07,00,439 (Three Crore Seven Lakh Four Hundred Thirty Nine) Equity Shares of Rs. 10/- (Rupees Ten) each share.

4. ANNUAL RETURN:

The extracts of Annual Return pursuant to the provisions of Section 92 read with Rule 12 of the Companies (Management and Administration) Rules, 2014 is furnished in <u>Annexure-I</u> and is attached to this Report.

5. DIVIDEND

In view of the losses incurred by the Company during the year 2019-20, the Board does not recommend any dividend on Equity shares of the Company.

6. DEPOSITS:

During the year under review, your Company has not accepted any deposit within the meaning of Sections 73 and 74 of the Companies Act, 2013 read with the Companies (Acceptance of Deposits) Rules, 2014.

7. TRANSFER TO RESERVES

During the year under review no amount has been transferred to General Reserve.

8. CHANGES IN NATURE OF BUSINESS

There has been no change in the business of the Company during the financial year 2019-20.

9. MATERIAL CHANGES AND COMMITMENT IF ANY AFFECTING THE FINANCIAL POSITION OF THE COMPANY OCCURRED BETWEEN THE END OF THE FINANCIAL YEAR TO WHICH THIS FINANCIAL STATEMENTS RELATE AND THE DATE OF THE REPORT:

Except for the overall impact of Covid 19 pandemic on the business of the Company as stated above, there is no material changes and commitments affecting the financial position of the Company that has occurred between the end of the financial year to which the financial statements relate and as on the date of this report.

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10.DETAILS OF SIGNIFICANT AND MATERIAL ORDERS PASSED BY THE REGULATORS /COURTS/ TRIBUNALS

During the year under review, there has been no significant and material orders have been passed by the regulators or courts or tribunals impacting the going concern status and Company's operations in the future.

11. DETAILS OF SUBSIDIARIES/JOINT VENTURES/ASSOCIATE COMPANIES

The Company is a wholly owned subsidiary of Etechaces Marketing Consulting Private Limited. The Company does not have any Subsidiary, Joint venture or Associate Company.

12. DIRECTORS AND KEY MANAGERIAL PERSONNEL:

During the financial year under review, no changes in the structure of the Board of Directors.

Company is not required to appoint any Key Managerial Personnel pursuant to provisions of section 203 of the Act.

STRUCTURE OF THE BOARD OF DIRECTORS:

| S.No. | Directors | DIN | Designation |
|-------|--------------------|----------|---------------------|
| 1. | Mr. Alok Bansal | 01653526 | Chairman & Director |
| 2. | Mr. Yashish Dahiya | 00706336 | Director |
| 3. | Mr. Naveen Kukreja | 07363819 | Whole Time Director |
| 4. | Mr. Manoj Sharma | 02745526 | Director |

13. NUMBER OF MEETINGS OF THE BOARD OF DIRECTORS AND ITS COMMITTEES:

Meetings of the Board were held Sixteen (16) times during the financial year 2019-20. For further details of the number and dates of meetings of the Board thereof held during the financial year 2019-20 indicating the number of Meetings attended by each Director, please refer to the <u>Annexure II</u>, which forms part of this Report.

14. INTERNAL FINANCIAL CONTROLS WITH REFERENCE TO FINANCIAL STATEMENTS:

The Company is committed to ensure that its operations are carried out within a well-defined internal control framework, good governance, robust systems and processes, a vigilant finance function and an independent Internal Audit function are the foundations of the internal control systems.

The Internal Financial Controls with reference to financial statements as designed and implemented by the Company are adequate. Through our internal audit processes at all levels, both the adequacy and effectiveness of internal controls across various businesses and compliance with laid-down systems and policies are being regularly monitored. A trained internal audit team is periodically validating the major IT-enabled business applications for their integration, control and quality of functionality.

During the year under review, no material or serious observation has been received from the Statutory Auditors and the Internal Auditors of the Company on the inefficiency or inadequacy of such controls.

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15. DETAILS OF POLICY DEVELOPED AND IMPLEMENTED BY THE COMPANY ON ITS CORPORATE SOCIAL RESPONSIBILITY INITIATIVES

The Company has not developed and implemented any Corporate Social Responsibility initiatives, as the said provisions are not applicable to the Company.

16. PREVENTION OF SEXUAL HARASSMENT AT WORKPLACE

As per the requirement of the Sexual Harassment of Women at Workplace (Prevention, Prohibition & Redressal) Act, 2013 read with rules made thereunder, your Company has Internal Complaints Committee which is responsible for redressal of complaints related to sexual harassment cases at workplace and the process to ensures complete anonymity and confidentiality of information. Adequate workshops and awareness programmes against sexual harassment are conducted across the organization. A total of 15 (Fifteen) complaints of sexual harassment were raised during the year, of which 8 (Eight) cases were disposed and appropriate actions were taken in all cases within the statutory timelines.

17. AUDITORS AND AUDITORS REPORT:

M/s. Price Waterhouse Chartered Accountants LLP having Firm Registration No: 012754N/ N500016, who are Statutory Auditors of the Company, hold office, in accordance with the provisions of the Act upto the conclusion of the ensuing Annual General Meeting and are eligible for re-appointment. The Board has proposed, subject to approval of the Members in the ensuing Annual General Meeting, the appointment of Price Waterhouse Chartered Accountants LLP (Registration No. 012754N/N500016) as Statutory Auditors of the Company to hold office for a period of five years i.e. from the conclusion of this Meeting till the conclusion of 14th Annual General Meeting of the Company to be held in the year 2025.

AUDITOR'S REPORT:

The auditor's report does not contain any qualifications, reservations, or adverse remarks.

The Auditors, Price Waterhouse Chartered Accountants, LLP, Chartered Accountants have conducted the Statutory audit in fair and transparent manner for the financial year 2019-20 and given their report to the Board in the Board Meeting held on June 19, 2020.

SECRETARIAL AUDITORS

The provisions relating to submission of Secretarial Audit Report are not applicable to the Company for the financial year ended 31st March, 2019.

18. EXPLANATION OR COMMENTS ON QUALIFICATIONS, RESERVATIONS OR ADVERSE REMARKS OR DISCLAIMERS MADE BY STATUTORYAUDITORS

There was no qualifications, reservations or adverse remark or disclaimers made by the Statutory Auditors in their report and the said Auditor's Report & notes to accounts are self- explanatory.

19. STATEMENT OF RISK MANAGEMENT:

Risk management forms an integral part of the business planning and review cycle. The Company's risk management initiatives are designed to overview the main risks known to your Company, which could hinder it in achieving its strategic and financial business objectives. The objectives are met by integrating management control into the daily operations, by ensuring compliance with legal

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requirements and by safeguarding the integrity of the Company's financial reporting and its related disclosures like businesses, objectives, revenues, income, assets, liquidity or capital resources. Your Company's risk management approach is embedded in the areas of corporate governance, Business Control Framework and General Business Principles.

20. PARTICULARS OF THE EMPLOYEES

The Company had no employee covered under Rule 5(2) of the Companies (Appointment and Remuneration of the Managerial Personnel) Rules, 2014 framed under Companies Act, 2013.

21. PARTICULARS OF LOANS, GUARANTEES OR INVESTMENTS:

The particulars of loans given, investments made, guarantees given and securities provided, if any, covered under section 186 of the Companies Act, 2013 form part of the notes to the financial statements, which form part of the Company's Annual Report.

22. PARTICULARS OF CONTRACTS OR ARRANGEMENTS WITH RELATED PARTIES

Information on transactions with related parties pursuant to Section 134(3)(h) of the Act with rule 8(2) of the Companies (Accounts) Rules, 2014 are given in Annexure-III in Form-AOC-2 and the same forms part of this Report.

All related party transactions that were entered into during the financial year were on an arm's length basis and were in the ordinary course of business. There are no materially significant related party transactions made by the Company with Promoters, Directors, Key Managerial Personnel or other designated persons which may have a potential conflict with the interest of the Company at large.

All Related Party Transactions are placed before the Board of Directors for approval. Prior omnibus approval of the Board Approval is obtained on annual basis for the transactions, which are of a foreseen and repetitive nature. The Company has developed Standard Operating Procedures for the purpose of identification and monitoring of such transactions.

None of the Directors has any pecuniary relationships or transactions vis-à-vis the Company.

23. CONSERVATION OF ENERGY, TECHNOLOGY ABSORPTION, FOREIGN EXCHANGE EARNINGS AND OUTGO

The particulars as prescribed under Sub-section (3)(m) of Section 134 of the Companies Act, 2013, read with the Companies (Accounts) Rules, 2014 regarding the details of conservation of energy, technology absorption, foreign exchange earnings and outgo to the Company.

- i. Part A and B of the Rules pertaining to conservation of energy and technology absorption are not applicable to the Company.
- Foreign Exchange earnings and outgo: The Foreign Exchange outgo during the year under review in terms of actual outflow was Rs.72,96,733.

24. DIRECTORS' RESPONSIBILITY STATEMENT

To the best of their knowledge and belief and according to the information and explanations obtained by them, your Directors make the following statements in terms of Section 134(3)(c) of the Companies Act, 2013: eting and Con

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- (a) that in the preparation of the annual accounts, the applicable accounting standards had been followed along with proper explanation relating to material departures, wherever applicable;
- (b) that the directors have selected such accounting policies and applied them consistently and made judgments and estimates that are reasonable and prudent so as to give a true and fair view of the state of affairs of the company as at March 31, 2020 and of the profit and loss of the company for that period;
- (c) that the directors have taken proper and sufficient care for the maintenance of adequate accounting records in accordance with the provisions of the Companies Act, 2013 for safeguarding the assets of the company and for preventing and detecting fraud and other irregularities;
- (d) that the annual accounts of the Company have been prepared on a going concern basis; and
- (e) that the directors have laid down internal financial controls to be followed by the Company and that such internal financial controls are adequate and operating effectively; and
- (f) that the directors had devised proper systems to ensure compliance with the provisions of all applicable laws and that such systems were adequate and operating effectively.

25. ACKNOWLEDGEMENTS

Your Directors place on record their deep appreciation of the assistance and guidance provided by the all stakeholders. Your Directors also appreciate the contribution made by the employees of your Company at all levels.

Your Directors acknowledge the support received from you as shareholders of the Company.

For and on behalf of Board of Directors of PAISABAZAAR MARKETING AND CONSULTING PRIVATE LIMITED

(ALOK BANSAL)
DIRECTOR

DIN-01653526

Add- Plot No. 135P, Sector-44, Gurugram-122001, Haryana

Date: June 19, 2020 Place: Gurugram



ANNEXURE-I Form No. MGT-9

EXTRACT OF ANNUAL RETURN

As on the financial year ended on 31st March, 2020

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

1. REGISTRATION AND OTHER DETAILS:

| CIN | U74900HR2011PTC044581 | | |
|--|--|--|--|
| Registration Date | 15.12.2011 | | |
| Name of the Company | Paisabazaar Marketing And Consulting Private Limited | | |
| Category / Sub-Category of the Company | Company Limited by shares | | |
| Address of the Registered office and | Plot No. 135P, Sector-44, Gurugram-122001, Haryana | | |
| contact details | Tele No.: 0124-6473700 | | |
| | E-mail: enquiry@paisabazaar.com | | |
| | Website: www.paisabazaar.com | | |
| Whether listed company | No | | |
| Name, Address and Contact details of | NA | | |
| Registrar and Transfer Agent, if any | | | |

2. PRINCIPAL BUSINESS ACTIVITIES OF THE COMPANY

All the business activities contributing 10% or more of the total turnover of the company shall be stated:-

| S. No. | Name and Description of main products / services | NIC Code of the Product / service | % to total turnover of the company |
|-----------|--|-----------------------------------|------------------------------------|
| 1. | Marketing and consulting | 99831140 | 98.77% |
| | (other Professional, Technical and | | |
| | Business Services) | | |

3. PARTICULARS OF HOLDING, SUBSIDIARY AND ASSOCIATE COMPANIES

| S. No. | Name and Address of the Company | CIN/GLN | Subsidiary/ Associate/Join t Venture | % Of Shares Held | Applica ble Section |
|--------|--|-----------------------|--|------------------------|---------------------------|
| 1 | Etechaces Marketing and Consulting Private Limited Add: Plot No. 119, Sector-44, Gurugram-122001, Haryana | U51909HR2008PTC037998 | Holding Company | 100% | 2(46) |

Note- One (1) share is being held by Mr. Alok Bansal (as a nominee of Etechaces Marketing and Consulting Private Limited).

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

Paisabazaar Marketing and Consulting Private Limited Registered & Corporate Office Address: Plot No. 135P, Sector-44, Gurugram -122001 (Haryana)

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i. Category-wise Share Holding

| Category of | No. of Shares held at the beginning of | | | | No. of Shares held at the end of the | | | | % Change |
|----------------------|--|----------|--|-------------------------|--------------------------------------|----------|-------------------|-------------------------|--------------------|
| Shareholders | | the ye | The state of the s | | year | | | | during the year |
| | Demat | Physical | Total | % of Total Shares | Demat | Physical | Total | % of Total Shares | |
| A. Promoter | | | | | | | | | |
| 1) Indian | | | | | | | | | |
| a) Individual/HUF | - | | - | - | - | • | *** | - | |
| b) Central Govt | - | | - | - | - | - | - | - | - |
| c) State Govt(s) | - | - | - | - | - | - | | - | - |
| d) Bodies Corp | - | 26870413 | 26870413 | 100 | - | 30516616 | 30516616 | 100 | |
| e) Banks / FI | - | - | - | - |) | - | - | - | - |
| f) Any Other | - | - | - | - | - | - | - | - | - |
| Sub-total(A)(1):- | | | | | | | | | |
| 2) Foreign | | | | | | | - N | | |
| g) NRIs-Individuals | - | | - | - | - | - | - | - | - |
| h) Other-Individuals | - | | - | _ | - | - | | - | - |
| i) Bodies Corp. | - | | _ | _ | - | - | : | - | - |
| j) Banks / FI | - | _ | _ | - | - | _ | - | - | - |
| k) Any Other | - | | | - | - | _ | - | - | - |
| Sub-total (A)(2):- | - | 26870413 | 26870413 | 100 | _ | 30516616 | 30516616 | 100 | |
| B. Public | | | | | | | | | |
| Shareholding | | | | | | | Ta | | |
| 1. Institutions | | | | | | | | | |
| a)Mutual Funds | - | - | - | - | - | - | - | - | - |
| b) Banks / FI | | _ | _ | _ | - | _ | - 7 | - | - |
| c) Central Govt | - | - | _ | - | _ | _ | - | - | - |
| d) State Govt(s) | - | | _ | _ | - | | - | - | _ |
| e) Venture Capital | - | _ | | _ | - | _ | - | _ | - |
| Funds | | | | | | | | | |
| f) Insurance | - | _ | - | - | - | - | -> | - | - |
| Companies | | | | | | | | | |
| g) FIIs | - | - | - | - | - | - | -2 | | - |
| h) Foreign Venture | - | = | - | - | - | - | _ | - | - |
| Capital Funds | | | | | | | | | |
| i) Others (specify) | - | - | - | - | - | - | - | - | - |
| Sub-total (B)(1) | - | • | - | - | - | - | 8 | | - |
| 2. Non Institutions | | | | | | | | | |
| a) Bodies Corp. | - | - | _ | - | 1 | - | , m li | - | - |
| (i) Indian | | | | | | | | | |
| (ii) Overseas | | | | | | | | | |
| b) Individuals | — | - | - | - | 7-1 | - | | - | - |
| | | | | | | | | 2 | |

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| Grand Total (A+B+C) | - | 26870413 | 26870413 | 100 | - | 30516616 | 30516616 | 100 | |
|--|---|----------|----------|-----|---|----------|----------|-----|--|
| C. Shares held by Custodian for GDRs & ADRs | - | - | - | - | • | - | - | - | |
| Total Public Shareholding (B)=(B)(1)+ (B)(2) | - | | - ,, | | | - | - | - | |
| Sub-total (B)(2) | - | - | - | - | | - | 1- | - | |
| (i) Individual shareholders holding nominal share capital upto Rs. 1 lakh (ii) Individual shareholders holding nominal share capital in excess of Rs 1 lakh c) Others(Specify) | · | - | - | - | | - | - | - | |

5. SHAREHOLDING OF PROMOTERS

| Sr. No | Shareholder's Name | Shareholdi | Shareholding at the beginning of the year | | | Shareholding at the end of the year | | |
|--------|--|------------------|---|--|------------------|---|---|----------------------------|
| | | No. of Shares | % of total Shares of the company | %of Shares Pledged / encumbe red to total shares | No. of Shares | % of total Shares of the company | %of Shares Pledged / encumbered to total shares | ding during the year |
| 1. | Etechaces Marketing and Consulting Private Limited | 26870412 | 99.999 | - | 30516615 | 99.999 | - | |
| 2. | Mr. Alok Bansal (as a nominee of Etechaces Marketing and Consulting Private Limited) | 1 | 0.0000 | - | 1 | 0.0000 | - | · · |
| | Total | 26870413 | 100 | - | 30516616 | 100 | - | |

6. CHANGE IN PROMOTERS' SHAREHOLDING (please specify, if there is no change)

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| S.No | Particulars | | ding at the of the year | Cumulative Shareholding during the year | | |
|------|---|---------------|----------------------------------|---|----------------------------------|--|
| | | No. of shares | % of total shares of the company | No. of shares | % of total shares of the company | |
| 1. | At the beginning of the year | 26870413 | 100% | 30516616* | 100% | |
| 2. | Date wise Increase / Decrease in Promoters Shareholding during the year specifying the reasons for increase / decrease (e.g. allotment / transfer / bonus/ sweat equity etc): | | | | | |
| | At the End of the year | 26870413 | 100% | 30516616* | 100% | |

*Datewise Increase / Decrease in Promoters Shareholding during the year

| Date of Allotment | No. of Equity Shares | Face Value per Equity Shares (Rs.) | Reason for Increase | Entity to whom equity shares Allotted |
|----------------------|----------------------------|---|------------------------|---|
| 13.06.2019 | 1637931 | 10/- | Allotment | Etechaces Marketing and Consulting Private Limited |
| 27.09.2019 | 1640625 | 10/- | Allotment | Etechaces Marketing and Consulting Private Limited |
| 30.03.2020 | 367647 | 10/- | Allotment | Etechaces Marketing and Consulting Private Limited |

7. REMUNERATION TO DIRECTORS AND KEY MANAGERIAL PERSONNEL

a. Remuneration of Managing Director, Whole-time Directors and / or Manager:-

| S. No. | Particulars of Remuneration | Mr. Naveen Kukreja * |
|--------|--|----------------------|
| 1. | Gross salary | |
| | (a) Salary as per provisions contained in section 17(1) of | 1,31,66,092 |
| | the Income-tax Act, 1961 | |
| | (b) Value of perquisites u/s 17(2) Income tax Act, 1961 | 28,800 |
| | (c) Profits in lieu of salary under section 17(3) Income-tax | |
| | Act, 1961 | |
| 2. | Stock Option | 2,946,927 |
| 3. | Sweat Equity | - |
| 4. | Commission | - |
| | - as % of profit | |
| | - others, specify | |
| 5. | Others, please specify | - |
| | Total (A) | 16,141,819 |

Paisabazaar Marketing and Consulting Private Limited

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Notes:

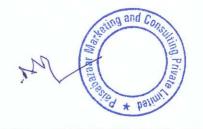
The detail of the remuneration furnished above is for the period from April 01, 2019 to March 31, 2020.

- b. Remuneration to other Director- NIL
- c. Remuneration to Key Managerial Personnel (KMP) of the Company- NIL
- d. Penalties / Punishment/ Compounding of Offences:

There were no penalties, punishment or compounding of offences during the year ended 31st March, 2020.

8. <u>INDEBTEDNESS OF THE COMPANY INCLUDING INTEREST OUTSTANDING / ACCRUED BUT NOT DUE</u> <u>FOR PAYMENT</u>

| Particulars | Secured Loans excluding deposits | Unsecured Loans | Deposits | Total Indebtedness |
|---|----------------------------------|-----------------|----------|-----------------------|
| Indebtedness at the beginning of the financial year | | | | |
| i) Principal Amount | - | - | - | - |
| ii) Interest due but not paid | - | - | - | - |
| iii) Interest accrued but not due | - | - | - | - |
| Total (i+ii+iii) | - | - | - | - |
| Change in Indebtedness during the financial year | | | | |
| Addition | - | - | - | - |
| Reduction | - | - | - | - |
| Net Change | - | - | • | - |
| Indebtedness at the end of the financial year | | | | |
| i) Principal Amount | - | - | - | - |
| ii) Interest due but not paid | - | - | - | (2) |
| iii) Interest accrued but not due | - | - | - | - , |
| Total (i+ii+iii) | - | - | - | - |





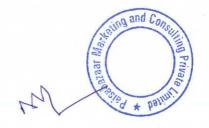
ANNEXURE - II

Number and dates of Meetings of the Board and Committees held during the financial year 2019-20 indicating the number of Meetings attended by each Director

BOARD OF DIRECTORS:-

During the financial year 2019-20, 16 (Sixteen) meetings of the Board of Directors were held on 02nd April, 2019, 03rd May, 2019, 10th June, 2019, 13th June, 2019, 08th July, 2019, 29th July, 2019, 12th August, 2019, 14th August, 2019, 04th September, 2019, 23rd September, 2019, 27th September, 2019, 23rd October, 2019, 08th November, 2019, 07th February, 2020, 30th March, 2020(09:25 A.M. to 09:45 A.M.) and 30th March, 2020 (12:25 P.M. to 12:45 P.M.).

| Name of Directors | Attendance at the Box | Attendance at No. of Meetings which last AGM | |
|--------------------|--|--|-----|
| | No. of Meetings which last AGM Director was entitled to Attend | No. of Meetings attended | |
| Mr. Yashish Dahiya | 16 | 14 | Yes |
| Mr. Alok Bansal | 16 | 16 | Yes |
| Mr. Naveen Kukreja | 16 | 14 | Yes |
| Mr. Manoj Sharma | 16 | 16 | Yes |





ANNEXURE-III Form No. AOC-2

(Pursuant to clause (h) of sub-section (3) of section 134 of the Act and Rule 8(2) of the Companies (Accounts) Rules, 2014)

Form for disclosure of particulars of contracts/arrangements entered into by the company with related parties referred to in sub-section (1) of section 188 of the Companies Act, 2013 including certain arm's length transactions under third proviso thereto.

| S.No. | Particulars | Details of contracts or arrangements or transactions not at arm's length basis | |
|-------|---|--|--|
| a) | Name(s) of the related party and nature of relationship | NIL | |
| b) | Nature of contracts/arrangements/transactions | NIL | |
| c) | Duration of the contracts / arrangements/transactions | NIL | |
| d) | Salient terms of the contracts or arrangements or transactions including the value, if any | NIL | |
| e) | Justification for entering into such contracts or arrangements or transactions | NIL | |
| f) | date(s) of approval by the Board | NIL | |
| g) | Amount paid as advances, if any: | NIL | |
| h) | Date on which the special resolution was passed in general meeting as required under first proviso to section 188 | | |

| S. No. | Particulars | Details of material contracts or arrangement or transactions at arm's length basis |
|--------|---|--|
| a) | Name(s) of the related party and nature of relationship | NIL |
| b) | Nature of contracts/arrangements/transactions | NIL |
| c) | Duration of the contracts / arrangements/transactions | NIL |
| d) | Salient terms of the contracts or arrangements or transactions including the value, if any: | NIL |
| e) | Date(s) of approval by the Board, if any: | NIL |
| f) | Amount paid as advances, if any: | NIL |

