



Ref. No. : .....

Date : .....

**NOTICE**

SHORTER NOTICE IS HEREBY GIVEN THAT THE FIFTH ANNUAL GENERAL MEETING OF A K JAIN SALES & MARKETING PRIVATE LIMITED WILL BE HELD ON THURSDAY, 25TH DAY OF NOVEMBER, 2021 AT 10:00 A.M. AT THE REGISTERED OFFICE OF THE COMPANY SITUATED AT BOTHRA HOUSE, VINAYAK NAGAR GANGASHAHAR, BIKANER, RAJASTHAN, INDIA, 334401 TO TRANSACT THE FOLLOWING BUSINESS:

**ORDINARY BUSINESS:**

**ITEM NO. 1: ADOPTION OF THE AUDITED FINANCIAL STATEMENTS AS AT 31ST MARCH, 2021:**

**Adoption of Accounts and Reports of Broad of Directors:**

To consider and if thought fit, to pass, with or without modification(s), the following resolutions as Ordinary Resolutions:

“RESOLVED THAT the Audited Financial Statement of the Company for the Financial Year ended 31<sup>st</sup> March 2021 together with the reports of the Board of Directors and Auditors thereon, as circulated to the Members, be and are hereby considered and adopted.”

**ITEM NO. 2: TO APPOINT MR. KAMALCHNAD BOTHRA, DIRECTOR WHO RETIRES BY ROTATION AND BEING ELIGIBLE, OFFERS HIMSELF FOR RE - APPOINTMENT AS A DIRECTOR:**

To consider and if thought fit, to pass, with or without modification(s), the following resolutions as Ordinary Resolutions:

“RESOLVED THAT pursuant to the provisions of Section 152 of the Companies Act, 2013, Mr. Kamal Chand Bothra (DIN: 06705112), who retires by rotation at this meeting and being eligible has offered herself for re-appointment, be and is hereby re-appointed as a Director of the company, liable to retire by rotation.”

For A K JAIN SALES & MARKETING PRIVATE LIMITED

A K Jain Sales & Marketing Pvt. Ltd.

Director

ASHKARAN BOTHRA  
Director  
DIN: 06646553

A K Jain Sales & Marketing Pvt. Ltd.

Director

KAMAL CHAND BOTHRA  
Director  
DIN: 06705112

Place: Bikaner, Rajasthan  
Date: 15.11.2021

**NOTES:**

1. A member entitled to attend and vote at the Annual general Meeting (hereinafter known "the Meeting") is entitled to appoint a proxy to attend and vote on poll instead of himself / herself. The proxy need not be a member of the Company. A blank form of proxy is enclosed herewith and if intended to be used, it should be deposited duly filled-up at the registered office of the Company not less than forty-eight hours before the commencement of the Meeting. A person can act as a proxy on behalf of members not exceeding fifty and holding in the aggregate not more than ten percent of the total share capital of the company carrying voting rights. A member holding more than ten percent of the total share capital of the company carrying voting rights may appoint a single person as proxy and such person shall not act as a proxy for any other person or shareholder.

2. The Register of Directors and their shareholding, maintained u/s 170 of the Companies Act, 2013 and Register of Contracts or Arrangements in which Directors are interested maintained u/s 189 of the Companies Act, 2013 and all other documents referred to in the notice and explanatory statement, will be available for inspection by the members of the Company at Registered office of the Company during business hours 10:00 A.M. to 06:00 P.M. (except Saturday and Sunday) up to the date of Annual General Meeting and will also be available during the Annual General Meeting.

3. During the period beginning 24 hours before the time fixed for the commencement of the meeting and ending with the conclusion of the meeting, a member would be entitled to inspect the proxies lodged at any time during the business hours of the Company, provided that not less than three days of notice in writing is given to the Company.

4. A Route Map along with Prominent Landmark for easy location to reach the venue of Annual General Meeting is annexed with the notice of Annual General Meeting.

5. Members/proxies attending the meeting are requested to bring their duly filled admission/ attendance slips sent along with the notice of annual general meeting at the meeting.

6. Corporate members intending to send their authorized representatives to attend the meeting are advised to send a duly certified copy of the Board Resolution authorizing their representative to attend and vote at the meeting.

7. Explanatory Statement as required under Section 102(1) of the Companies Act, 2013, relating to the Special Business to be transacted at the Meeting is annexed hereto.

8. The Register of Members and Share Transfer Books of the Company will remain closed from **24<sup>th</sup> November, 2021 to 25<sup>th</sup> November, 2021 (both days inclusive)** for the purpose of Annual General Meeting (AGM).

For A K JAIN SALES & MARKETING PRIVATE LIMITED

A K Jain Sales & Marketing Pvt. Ltd. A K Jain Sales & Marketing Pvt. Ltd.

 Director

ASHKARAN BOTHRA  
Director  
DIN: 06646553

 Director

KAMAL CHAND BOTHRA  
Director  
DIN: 06705112

Place: Bikaner, Rajasthan  
Date: 15.11.2021

**ANNEXURE TO NOTICE**  
**EXPLANATORY STATEMENT U/S 102 OF THE COMPANIES ACT, 2013**

As required by Section 102 of The Companies Act, 2013; the following explanatory statements sets out all material facts relating to the businesses mentioned under Item No. 2. of the accompanying notice:

**Details of Directors Retiring by Rotation Seeking Reappointment at the Ensuing 5<sup>TH</sup> AGM**

Name	Kamal Chand Bothra
Din	06705112
Age	44 years
Qualifications	Business
Experience (including expertise in specific functional area)/Brief Resume	experience of more than two decades spanning across distribution, marketing, import business types. Started from scratch,
Terms and Conditions of Reappointment	He is liable to retire by rotation
Remuneration last drawn (including sitting fees, if any)	None
Remuneration proposed to be paid	None
Date of first appointment on the Board	25 <sup>th</sup> May 2016
Shareholding in the Company as on 31 <sup>st</sup> March 2021	50,000 Number of Equity Shares of Rs.10/- each
Relationship with other Directors/Key Managerial Personnel	Brother of Ashkaran Bothra (other director of the Company)
Number of meetings of the Board attended during the FY 2020-2021	15 (fifteen)
Directorships of other Boards as on 31 <sup>st</sup> March 2021	Pawansathi Apartment Private Limited
Membership / Chairmanship of Committees of other Boards as on 31 <sup>st</sup> March 2021	NIL

For A K JAIN SALES & MARKETING PRIVATE LIMITED

**A K Jain Sales & Marketing Pvt. Ltd. A K Jain Sales & Marketing Pvt. Ltd.**  
SD/-

 Director 

Director

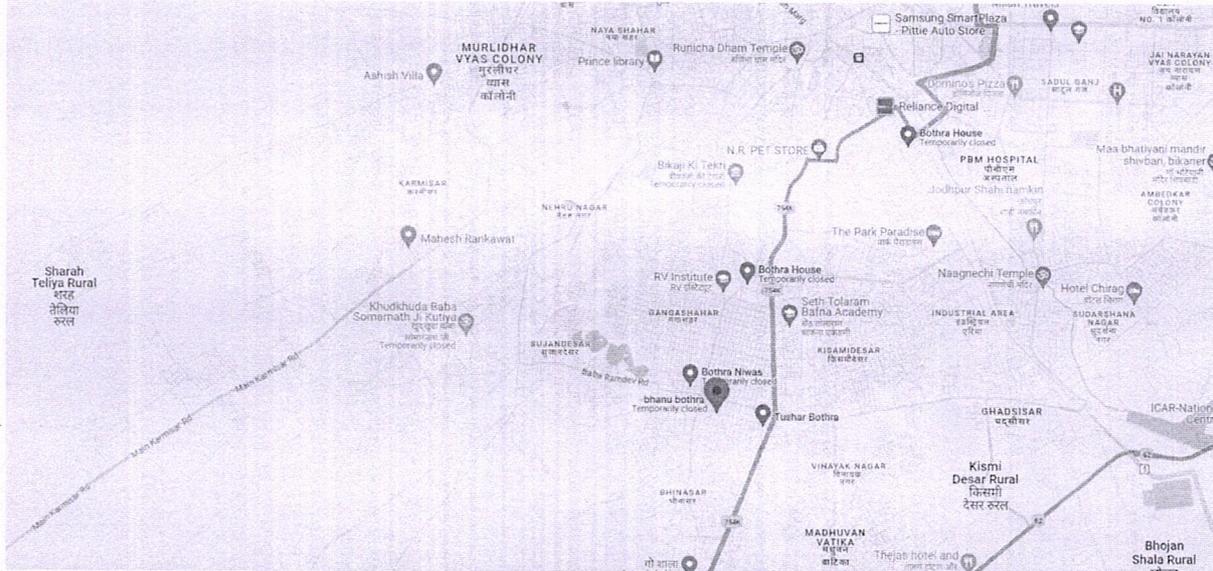
**ASHKARAN BOTHRA**  
Director  
DIN: 06646553

**KAMAL CHAND BOTHRA**  
Director  
DIN: 06705112

Place: Bikaner, Rajasthan  
Date: 15.11.2021

**ROUTE MAP TO THE VENUE OF FIFTH ANNUAL GENERAL MEETING**

**A K JAIN SALES & MARKETING PRIVATE LIMITED, REGISTERED OFFICE SITUATED AT BOTHRA HOUSE, VINAYAK NAGAR GANGASHAHAR, BIKANER, RAJASTHAN, INDIA, 334401**



**ATTENDANCE SLIP**

(To be handed over at the Registration Counter)

Folio No.	
DP ID	
Client ID	
No. of shares	

I certify that I am a member /proxy/ authorized representative of the member of the Company. I/We hereby record my/our presence of **A K JAIN SALES & MARKETING PRIVATE LIMITED**, Fifth Annual General Meeting of the Company being held on Thursday, the **25<sup>th</sup> November 2021** at 10:00 a.m. at , **Bothra House, Vinayak Nagar Gangashahar, BikanER,Rajasthan, India, 334401.**

1. Name(s) of the Member: 1. Mr. /Ms. \_\_\_\_\_  
and Joint Holder(s) 2. Mr. /Ms. \_\_\_\_\_  
(In block letters) 3. Mr. /Ms. \_\_\_\_\_

1. Address: \_\_\_\_\_  
\_\_\_\_\_

3. Father's/Husband's Name (of the Member): Mr. \_\_\_\_\_

4. Name of Proxy : Mr. /Ms. \_\_\_\_\_  
1.  
2.  
3.

\_\_\_\_\_  
Signature of the Proxy

\_\_\_\_\_  
Signature(s) of Member and Joint Holder(s)

Notes:

1. Please complete the Attendance slip and hand it over at the Registration Counter at the venue.

**Form No. MGT-11 Proxy form**

[Pursuant to section 105(6) of the Companies Act, 2013 and rule 19(3) of the Companies (Management and Administration) Rules, 2014]

Name of the member (s): \_\_\_\_\_

Registered address: \_\_\_\_\_

E-mail Id: \_\_\_\_\_

Folio No/ Client Id: \_\_\_\_\_

DP ID: \_\_\_\_\_

I / We, being the member(s) of \_\_\_\_\_ Equity Shares of **A K JAIN SALES & MARKETING PRIVATE LIMITED**, hereby appoint

1. Name: \_\_\_\_\_

Address: \_\_\_\_\_

E-mail Id: \_\_\_\_\_

Signature: \_\_\_\_\_, or failing him / her

2. Name: \_\_\_\_\_

Address: \_\_\_\_\_

E-mail Id: \_\_\_\_\_

Signature: \_\_\_\_\_, or failing him / her

3. Name: \_\_\_\_\_

Address: \_\_\_\_\_

E-mail Id: \_\_\_\_\_

Signature: \_\_\_\_\_, or failing him / her as my/our proxy to attend and vote (on a poll) for me/us and on my/our behalf at the Fifth Annual General Meeting (AGM) of the company, to be held on Thursday, the 25<sup>th</sup> November, 2021 at 10:00 p.m. at **Bothra House, Vinayak Nagar Gangashahar, Bikaner, Rajasthan, India, 334401** at the Registered Office of the Company and at any adjournment thereof in respect of such resolutions as are indicated below:

Resolution No. & Nature of Resolution	Description	Vote	
		For	Against
Ordinary Resolution	1: Adoption of the audited financial statements as at 31st march, 2021		
Ordinary Resolution	2: To appoint Mr. Kamalchnad Bothra, director who retires by rotation and being eligible, offers himself for re - appointment as a director		

Signed this ..... day of ..... 2021

Affix  
Revenue  
Stamp of  
not less  
than Re.1

Signature of Shareholder..... Signature of Proxy Holder(s).....

Notes:

(1) The form of proxy in order to be effective should be duly completed and deposited at the Corporate Office of the Company, not less than 48 hours before the Commencement of the meeting.

(2) A proxy need not be a Member of the Company.



Ref. No. : .....

Date : .....

**Director's Report**

To,

The Members,

Your Directors have pleasure in presenting their 05<sup>th</sup> Annual Report on the business and operations of the Company and the accounts for the financial year ended March 31, 2021.

**1. Financial summary or Performance of the Company**

The Company's Financial Summary for the year, along with previous year figures is given hereunder:

Particulars	2020-21	2019-20
Revenue from operations	278,50,39,418.00	2,42,59,59,372.00
Other Income	2,09,38,997.00	69,97,221.00
Total Income	280,59,78,415.00	2,43,29,56,593.00
Expenses	277,78,76,486.00	2,41,59,26,670.00
Profit/(Loss) before taxation	2,81,01,929.00	1,70,29,923.00
Less: Provision for taxation		
Current Tax	74,11,211.00	43,88,186.00
Deferred Tax	(3,38,516)	(92,158.00)
Net Profit/(Loss) after Tax	2,10,29,234.00	1,27,38,895.00
Earnings per share (Basic/Diluted)	13.93	1273.89

**2. Brief description of the Company's working during the year/State of Company's affair**

The Company has reported total income of Rs. 278,50,39,418.00 as compared to the previous year income of Rs. 2,42,59,59,372.00 and has earned a net profit of Rs. 2,10,29,234.00 as compared to the net profit of Rs. 1,27,38,895.00. The board express its satisfaction over the business of the Company

**3. Change in the nature of business**

There was no change in the nature of the business of the Company during the year.

**4. Dividend**

To strengthen the position of the company, your Directors do not recommend any dividend for the current year.

## 5. Reserves

The Company has not transferred any amount to reserves.

## 6. Directors and Key Managerial Personnel

There are no change in the management of the Company during the year.

## 7. Meetings

The Board of Directors met 9 times during the financial year ended as at 31<sup>st</sup> March, 2021 in accordance with the provisions of Companies Act, 2013 and rules made there under. All the Directors actively participated in the meetings and contributed valuable inputs on the matter brought before the Board of Directors from time to time.

During the financial year ended 31<sup>st</sup> March, 2021, the Board of Directors met 9 times viz. on 10<sup>th</sup> April, 2020; 30<sup>th</sup> June, 2020; 03<sup>rd</sup> September, 2020; 21<sup>st</sup> September, 2020; 11<sup>th</sup> November, 2020; 03<sup>rd</sup> December, 2020; 31<sup>st</sup> December, 2020; 21<sup>st</sup> January, 2021 and 30<sup>th</sup> March, 2021.

Composition of Directors/Attendance at Meeting/Directorship

Sr. No.	Name of the Director	Category of Directors	Attendance	
			No. of Board Meeting held during the year	No. of Board Meeting attended
1	Mr. Ashkaran Bothra	Director	9	9
2	Mr. Kamal Chand Bothra	Director	9	9

## Members Meeting

Type of Meeting	Date of Meeting	Attendance	
		No. of members entitled to attend meeting	No. of Members attended
AGM	30/09/2020	2	2
EGM	15/12/2020	2	2

## 8. Details of Subsidiary/Joint Ventures/Associate Companies

As on March 31, 2021, the Company does not have any subsidiary/Joint Ventures/Associate Company.

## 9. Auditors.

M/s Chhalani & Co., Chartered Accountants, Bikaner (Firm Registration No.019691C), from whom a certificate has been received to the effect that their re-appointment as Statutory Auditors of the Company, if made, would be within the limits prescribed under Section 139 of the Companies Act, 2013.

It is proposed to ratify the appointment of M/s Chhalani & Co., Chartered Accountants, Bikaner (Firm Registration No.019691C) as the Statutory Auditors of the Company from the conclusion of the ensuing Annual General meeting until the conclusion of the next Annual General Meeting

#### **10. Auditors' Report**

The Auditors' Report does not contain any qualification. Notes to Accounts and Auditors remarks in their report are self-explanatory and do not call for any further explanations.

#### **11. Details of fraud reported by Auditors**

There is no fraud in the Company during the financial year ended 31<sup>st</sup> March, 2021. This is also being supported by the report of the auditors of the Company as no fraud has been reported in their audit report for the financial year ended 31<sup>st</sup> March, 2021.

#### **12. Share Capital**

The Company has increased its authorized share capital from Rs.10.00 Lacs to Rs.5.00 Crore and paid capital from Rs.1,00,000.00 to Rs.1,51,00,000.00

#### **13. Particulars of Employees pursuant to Rule 5(2) of Companies (Appointment & Remuneration of Managerial Personnel) Rules, 2014**

No person was employed throughout the year as part thereof, in respect of which particulars under Rule 5(2) of Companies (Appointment & Remuneration of Managerial Personnel) Rules, 2014, are required to be furnished.

#### **14. Declaration by Independent Directors**

The Company was not required to appoint Independent Directors under Section 149(4) and Rule 4 of the Companies (Appointment and Qualification of Directors) Rules, 2014 hence no declaration has been obtained.

#### **15. Risk management policy**

The Company has developed and implemented a risk management policy which identifies major risks which may threaten the existence of the Company. The same has also been adopted by your Board and is also subject to its review from time to time. Risk mitigation process and measures have been also formulated and clearly spelled out in the said policy.

## **16. Corporate Social Responsibility**

The Company is not required to constitute a Corporate Social Responsibility Committee as it does not fall within purview of Section 135(1) of the Companies Act, 2013 and hence it is not required to formulate policy on corporate social responsibility.

## **17. Extract of Annual Return**

As required pursuant to section 92(3) of the Companies Act, 2013 and rule 12(1) of the Companies (Management and Administration) Rules, 2014, an extract of annual return in **MGT 9** as a part of this Annual Report is attached as **ANNEXURE I**.

## **18. Material Changes between the date of the Board report and end of financial year**

There have been no material changes and commitments affecting the financial position of the Company which have occurred between the end of the financial year on 31<sup>st</sup> March, 2021 to the date of this report.

## **19. Details of significant and material orders passed by the regulators or courts or tribunals impacting the going concern status and company's operations in future**

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

## **20. Deposits**

The Company has not invited/ accepted any deposits from the public during the financial year ended March 31, 2021.

## **21. Particulars of loans, guarantees or investments under section 186 of the Companies Act, 2013**

The Company has made loans, guarantee and investment under section 186 of the Companies Act, 2013- As mentioned in Note No.10,12 and 16 of the balance sheet.

## **22. Particulars of contracts or arrangements with related parties**

The Company has entered contract or arrangements with related parties referred to in sub-section (1) of section 188 of the Companies Act, 2013 during the year. As per Note 29 of the balance sheet- Form AOC-2 is enclosed as Annexure- II.

## **23. Obligation of Company under The Sexual Harassment of Women at Workplace (Prevention, Prohibition and Redressal) Act, 2013**

As per the requirement of new Companies Act, 2013 the Company has adopted a policy for prevention of Sexual Harassment of Women at workplace and during the year Company has not received any complaint of harassment.

## **24. Conservation of energy, technology absorption and foreign exchange earnings and outgo**

The details of conservation of energy, technology absorption, foreign exchange earnings and outgo are as follows:

a) Conservation of energy

(i)	the steps taken or impact on conservation of energy	NIL
(ii)	the steps taken by the company for utilizing alternate sources of energy	NIL
(iii)	the capital investment on energy conservation equipment's	NIL

(b) Technology absorption

(i)	the efforts made towards technology absorption	NIL
(ii)	the benefits derived like product improvement, cost reduction, product development or import substitution	NIL
(iii)	in case of imported technology (imported during the last three years reckoned from the beginning of the financial year)-	NIL
	(a) the details of technology imported	
	(b) the year of import;	
	(c) whether the technology been fully absorbed	
	(d) if not fully absorbed, areas where absorption has not taken place, and the reasons thereof	
(iv)	the expenditure incurred on Research and Development	NIL

(c) Foreign exchange earnings and Outgo

	<b>31.03.2021</b>	<b>31.03.2020</b>
Foreign Exchange earnings -	Rs.10,11,693.00	Rs.23,12,254.00
Foreign Exchange Outgo -	Rs.87,67,55,637.00	Rs.111,56,89,007.00

**25. Directors' Responsibility Statement**

The Directors' Responsibility Statement referred to in clause (c) of sub-section (3) of Section 134 of the Companies Act, 2013, shall state that—

- (a) in the preparation of the annual accounts, the applicable accounting standards had been followed along with proper explanation relating to material departures;
- (b) the directors had 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 at the end of the financial year and of the profit and loss of the company for that period;

- (c) the directors had taken proper and sufficient care for the maintenance of adequate accounting records in accordance with the provisions of this Act for safeguarding the assets of the company and for preventing and detecting fraud and other irregularities;
- (d) the directors had prepared the annual accounts on a going concern basis; and
- (e) 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.

## 26. Acknowledgements

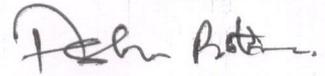
The Directors have placed their appreciation towards the shareholders, bankers, employees, government agencies etc. for their valuable support.

**For and on behalf of the Board of Directors  
For A K Jain Sales & Marketing Private Limited**

A.K. Jain Sales & Marketing Pvt. Ltd.

  
Director

A.K. Jain Sales & Marketing Pvt. Ltd.

  
Director

Place: Bikaner  
Date: 15<sup>th</sup> November, 2021

**Kamal Chand Bothra  
(Director)  
DIN-06705112**

**Ashkaran Bothra  
(Director)  
DIN:06646553**



**INDEPENDENT AUDITOR'S REPORT**

To the Members of **A K JAIN SALES & MARKETING PRIVATE LIMITED**

**Report on the Financial Statement**

**Opinion**

We have audited the accompanying financial statements of **A K JAIN SALES & MARKETING PRIVATE LIMITED** ("the Company"), which comprise the Balance Sheet as at 31<sup>st</sup> March, 2021, and the Statement of Profit & Loss and Cash Flow Statement for the year then ended, and a summary of significant accounting policies and other explanatory information (herein after referred to as "financial statements").

In our opinion and to the best of our information and according to the explanations given to us, the aforesaid financial statements give the information required by the Companies Act, 2013 ("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 state of affairs of the Company as at 31<sup>st</sup> March, 2021 and its profit/loss and its cash flow for the year ended on that date.

**Basis for Opinion**

We conducted our audit in accordance with the Standards on Auditing (SAs) specified under section 143(10) of the Companies Act, 2013. Our responsibilities under those Standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the Company in accordance with the Code of Ethics issued by the Institute of Chartered Accountants of India together with the ethical requirements that are relevant to our audit of the financial statements under the provisions of the Companies Act, 2013 and the Rules there under, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the Code of Ethics. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

**Information Other than the Financial Statements and Auditors Report Thereon**

The Company's Board of Directors is responsible for the other information. The other information comprises the information included in the Board's Report including Annexure to Board's Report, but does not include the financial statements and our auditor's report thereon. Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

Address : 304, Chhalani Complex, Main Martket,  
Gangashahar, Bikaner ( Raj. ) PIN : -334401  
E Mail : [pradeepchhalani@gmail.com](mailto:pradeepchhalani@gmail.com)  
Contact No. : +91-7737272359, +91-9001624777



In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information; we are required to report that fact. We have nothing to report in this regard.

### **Responsibilities of Management and Those Charged with Governance for the Financial Statements**

The Company's Board of Directors is responsible for the matters stated in section 134(5) of the Companies Act, 2013 with respect to the preparation of these financial statements that give a true and fair view of the financial position, financial performance and cash flows of the Company in accordance with the accounting principles generally accepted in India, including the accounting Standards specified under section 133 of the Act read with Rule 7 of the Companies (Accounts) Rules, 2014. This responsibility also includes maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding of the assets of the Company and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and 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.

In preparing the financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.



That Board of Directors are also responsible for overseeing the company's financial reporting process.

### **Auditor's Responsibilities for the Audit of the Financial Statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with SAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with SAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances. Under section 143(3)(i) of the Companies Act, 2013, we are also responsible for expressing our opinion on whether the company has adequate internal financial controls system in place and the operating effectiveness of such controls.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.



- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

Materiality is the magnitude of misstatements in the Standalone Financial statements that, individually or in aggregate, makes it probable that the economic decisions of a reasonably knowledgeable user of the Standalone Financial statements may be influenced. We consider quantitative materiality and qualitative factors in (i) planning the scope of our audit work and in evaluating the results of our work; and (ii) to evaluate the effect of any identified misstatements in the Standalone Financial statements.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

### **Report on Other Legal and Regulatory Requirements**

1. As required by the Companies (Auditor's Report) Order, 2016 ("the Order"), issued by the Central Government of India in terms of sub-section (11) of Section 143 of the Companies Act, 2013, we give in the "Annexure A" a statement on the matters specified in paragraphs 3 and 4 of the Order.



2. As required by Section 143(3) of the Act, based on our audit 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.
  - (b) In our opinion, proper books of account as required by law have been kept by the Company so far as it appears from our examination of those books.
  - (c) The Balance Sheet, the Statement of Profit and Loss, and the Cash Flow Statement dealt with by this Report are in agreement with the relevant books of account.
  - (d) In our opinion, the aforesaid financial statements comply with the Accounting Standards specified under Section 133 of the Act, read with Rule 7 of the Companies (Accounts) Rules, 2014.
  - (e) On the basis of the written representations received from the directors as on 31st March, 2021 taken on record by the Board of Directors, none of the directors is disqualified as on 31st March, 2021 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 over financial reporting of the Company and the operating effectiveness of such controls, refer to our separate Report in "Annexure B".
  - (g) With respect to the other matters to be included in the Auditor's Report in accordance with the requirements of section 197(16) of the Act, as amended: Provisions of section 197 of the Act are not applicable on the Company. Hence no comment has been offered under section 197 of the Act.
  - (h) With respect to the other matters to be included in the Auditor's Report in accordance with Rule 11 of the Companies (Audit and Auditors) Rules, 2014, as amended, in our opinion and to the best of our information and according to the explanations given to us:
    - i. The Company does not have any pending litigations which would impact its financial position.
    - ii. The Company has made provision, as required under the applicable law or accounting standards, for material foreseeable losses, if any, on long-term contracts including derivative contracts; and



- iii. There were no amount which required to be transferred, to the Investor Education and Protection Fund by the Company.

UDIN: 21415437AAAAEA6285

For Chhalani & Co.

Chartered Accountants



Pradeep Chhalani

(Proprietor)

M.No. 415437

FRN: 019691C

Place of Signature: Bikaner

Date: 15/11/2021

## ANNEXURE-A TO THE INDEPENDENT AUDITOR'S REPORT

**(Referred to in paragraph 1 under 'Report on other Legal and Regulatory Requirements' of our report of even date)**

- (i) (a) The Company has maintained proper records showing full particulars including quantitative details and situation of fixed assets.
- (b) Some of the fixed assets have been physically verified by the management according to the programme of periodical verification in phased manner which in our opinion is reasonable having regard to the size of the Company and the nature of its fixed assets. The discrepancies noticed on such physical verification were not material.
- (c) According to the information and explanations given to us and on the basis of our examination of the records of the Company, the title deeds of immovable properties are held in the name of the Company.
- (ii) The inventories of the Company (except stock lying with the third parties and in transit) have been physically verified by the management at reasonable intervals and the procedures of physical verification of inventory followed by the management are reasonable in relation to the size of the Company and nature of its business. The discrepancies noticed on such physical verification of inventory as compared to book records were not material.
- (iii) According to the records and information and explanation made available to us, the Company has not granted any loans, secured or unsecured to companies, firms, LLP, and other parties covered in the register maintained under section 189 of the Companies Act, 2013 ('the Act'). Therefore, the provisions of clause (iii), (iii) (a), (iii) (b) and (iii) (c) of Paragraph 3 of the Order are not applicable to the company.
- (iv) According to the information, explanations and representations provided by the management and based upon audit procedures performed, we are of the opinion that in respect of loans, investments, guarantees and securities, the Company has complied with the provisions of section 185 and 186 of the Act.



- (v) In our opinion and according to the information and explanations given to us, the Company has complied with the directive issued by the Reserve Bank of India and the provisions of Section 73 to 76 of the Act or any other relevant provisions of the Act and the rules framed there under (to the extent applicable). Based on the records and information and explanations provided to us, the company has not accepted any deposit from the public during the year. We have been informed that no order has been passed by the Company Law Board or National Company Law Tribunal or Reserve Bank of India or any Court or other Tribunal in this regard.
- (vi) As per information & explanation given by the management, maintenance of cost records has not been specified by the Central Government under Section 148(1) of the Act.
- (vii) (a) According to the records of the Company, undisputed statutory dues including provident fund, employees' state insurance, income tax, sales tax, service tax, good & service tax, duty of customs, duty of excise, value added tax, cess and other statutory dues, wherever applicable, have generally been deposited though with delays with the appropriate authorities during the year in some cases which have been paid with applicable interest amount and there are no such undisputed statutory dues payable for a period of more than six months from the date they became payable as at 31st March, 2021.
- (b) According to the records and information & explanations given to us, there are no material dues in respect of Income Tax, Sale tax, goods & service tax, Custom Duty, Value Added Tax and Cess that have not been deposited on account of any disputes and the forum where the dispute is pending are given below:-

Nature of Statute	Nature of dues	Period to which amount relates	Forum where dispute is pending	Amount in Lakhs
WBGST Act, 2017	GST	F.Y. 2019-20	GST Appeals, Joint Commissioner (State), Siliguri - Circle	477.50



- (viii) In our opinion, on the basis of audit procedure and according to the information and explanations given to us, the Company has not defaulted in repayment of loans and borrowings to financial institutions and banks.
- (ix) According to the information and explanations given by the management, the Company has not raised any monies by way of initial public offer or further public offer during the financial year, and the term loans raised by the Company have been applied for the purpose for which they were obtained, where such end use has been stipulated by the lender(s).
- (x) Based on the audit procedures performed and on the basis of information and explanations provided by the management, no fraud by the Company and no fraud on the Company by its officers or employees has been noticed or reported during the course of our audit.
- (xi) In our opinion and according to the information and explanations given to us, provisions of section 197 read with schedule V to the Companies Act, 2013 is not applicable to the Company. Accordingly, reporting under Clause 3(xi) of the Order is not applicable to the Company.
- (xii) In our opinion and according to the information and explanations given to us, the Company is not a nidhi company. Accordingly, clause 3(xii) of the Order is not applicable.
- (xiii) According to the information and explanations and records made available by the management of the Company and audit procedure performed, for transactions with the related parties during the year, the Company has complied with the provisions of Section 177 and 188 of the Act. As explained and as per records, details of related party transactions have been disclosed in the standalone financial statements as per the applicable Indian Accounting Standards.
- (xiv) The Company has not made any preferential allotment or private placement of shares or fully or partly convertible debentures and hence reporting under Clause 3(xiv) of the Order is not applicable to the Company.
- (xv) On the basis of records made available to us and according to information and explanations given to us, the Company has not entered into non-cash transactions with the directors or persons connected with him. Accordingly, clause 3(xv) of the Order is not applicable.



(xvi) The Company is not required to be registered under section 45-IA of the Reserve Bank of India Act 1934.

**For Chhalani & Co.**

**Chartered Accountants**



**Pradeep Chhalani**

**(Proprietor)**

**M.No. 415437**

**FRN: 019691C**

**Place of Signature: Bikaner**

**Date: 15/11/2021**

## **"ANNEXURE-B" TO THE INDEPENDENT AUDITOR'S REPORT**

**(Referred to in paragraph 2 (f) under 'Report on other Legal and Regulatory Requirements' of our report of even date)**

**Report on the Internal Financial Controls Over Financial Reporting under Clause (i) of Sub-section 3 of Section 143 of the Companies Act, 2013 ("the Act")**

We have audited the internal financial controls over financial reporting of A K Jain Sales & Marketing Private Limited ("the Company") as at 31<sup>st</sup> March 2021 in conjunction with our audit of the financial statements of the Company for the year ended on that date.

### **Management's Responsibility for Internal Financial Controls**

The Company's management is responsible for establishing and maintaining internal financial controls 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 ("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 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 Companies Act, 2013.

### **Auditor's Responsibility**

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") and the Standards on Auditing prescribed under Section 143(10) of the Companies Act, 2013, to the extent applicable to an audit of internal financial controls. 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.



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 judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error.

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 over Financial Reporting**

A company's internal financial control over financial reporting 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 authorizations of management and directors of the company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized 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 Over Financial Reporting**

Because of the inherent limitations of internal financial controls over financial reporting, 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**

In our opinion, to the best of our information and according to the explanations given to us, the Company has, in all material respects, an adequate internal financial controls system over financial reporting and such internal financial controls over financial reporting were operating effectively as at 31<sup>st</sup> March 2021, 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.

**Place of Signature: Bikaner**  
**Date: 15/11/2021**

**For Chhalani & Co.**  
**Chartered Accountants**  
  
*Pradeep Chhalani*  
**Pradeep Chhalani**  
**(Proprietor)**  
**M.No. 415437**  
**FRN: 019691C**

# A K JAIN SALES & MARKETING PRIVATE LIMITED

## NOTES & SIGNIFICANT ACCOUNTING POLICIES TO FINANCIAL STATEMENTS :

(Annexed to and forming part of Balance Sheet as at 31st March, 2021 and Profit & Loss Statement for the year ended on that date)

### Notes 1 :-

#### SIGNIFICANT ACCOUNTING POLICIES :

a) BASIS OF PREPARATIONS :-

The financial statements of the Company have been prepared in accordance with The Generally Accepted Accounting Principles in India (Indian GAAP) with the Accounting Standards specified under section 133 of the Companies Act, 2013 read with Rule 7 of the Companies Accounting Rules, 2014 and the relevant provision of the Companies Act, 2013 (the Act)

The accounting policies adopted in preparation of financial statements are consistent with those of previous year.

b) USE OF ESTIMATES :-

The preparation of the financial statements is in conformity with Generally Accepted Accounting Principles (GAAP) in India and requires management to make estimates and assumptions that affect the reported amounts of income and expenses of the period, assets and liabilities and disclosures relating to contingent liabilities as on the date of the financial statements. Actual results could differ from those estimates. Any revision to accounting estimates is recognized prospectively in future periods.

c) REVENUE RECOGNITION :-

Revenue/Income and the costs/expenses are recognized to the extent that it is probable that the economic benefit will flow to the company and the revenue can be reliably measured.

Interest and Other Income are recognized on accrual basis.

d) TAXATION:

Tax expenses comprising current tax, deferred tax and fringe benefit tax. Income Tax are computed using the tax effect accounting method, where taxes are accrued in the same period the related revenue and expenses arises. A provision is made for current tax based on tax liability computed in accordance with relevant tax rates & tax laws. Deferred tax assets and liabilities arising on account of timing differences, which are capable of reversal in subsequent periods, are recognized using tax rates and tax laws, which have been enacted or substantively enacted. Deferred tax assets are recognized only if there is reasonable certainty that they will be realized and are reviewed for the appropriateness of their respective carrying values at each Balance Sheet date.



- e) FIXED ASSETS :  
Fixed Assets are state at acquisition cost less accumulated depreciation. Cost includes inward freight, duties, taxes and incidental expenses related to acquisition and installation incurred up to the date of commissioning of assets.
- f) DEPRECIATION ON FIXED ASSETS :  
Depreciation on Fixed Assets is provided on written down value method based on the useful life of the assets as specified in Schedule II of the Companies Act, 2013. The management estimates the useful life of the assets as prescribed in Schedule II to the Companies Act, 2013.
- g) VALUATION OF INVENTORIES :  
The Company values its inventory at Cost or Net Realizable Value whichever is less.
- h) BORROWING COST :  
Borrowing Cost directly attributable to the acquisition of qualifying assets is capitalized as part of assets. Other borrowing costs are recognized as an expense in period in which they are incurred.
- i) EARNING PER SHARE :  
The earnings in ascertaining the company's EPS comprises the net profit after tax and includes the post tax effect of any extraordinary items. The number of shares used in computing basic EPS is the weighted average number of shares outstanding during the year.
- j) PROVISIONS, CONTINGENT LIABILITIES AND CONTINGENT ASSETS:  
Provisions involving substantial degree of estimation in measurement are recognized when there is a present obligation as a result of past events and it is probable that there will be an outflow of economic resources and a reliable estimate can be made of the amount of the obligation. These are reviewed at each balance sheet date and adjusted to reflect the current best estimate.

Contingent Assets are neither recognized nor disclosed in the financial statements.

Contingent Liabilities are disclosed in respect of possible obligations that arise from past events but their existence is confirmed by occurrence or non-occurrence of one or more uncertain future events not wholly within the control of the Company.



**A K JAIN SALES AND MARKETING PRIVATE LIMITED**

Regd. Office -Bothra House, Vinayak Nagar, Gangashahar, Bikaner (Raj.) - 334401

CIN: U51909RJ2016PTC055074

**BALANCE SHEET AS AT 31ST MARCH, 2021**

Particulars	Notes	Figure as at the end of Current Reporting Period 31.03.2021	Figure as at the end of Previous Reporting Period 31.03.2020
<b>I. EQUITY AND LIABILITIES</b>			
(1) Shareholder's Fund			
(a) Share Capital	2	15,100,000	100,000
(b) Reserves & Surplus	3	23,223,624	17,194,390
		<b>38,323,624</b>	<b>17,294,390</b>
(2) Non-current Liabilities			
(a) Long-Term Borrowings	4	26,803,101	26,164,890
		<b>26,803,101</b>	<b>26,164,890</b>
(3) Current Liabilities			
(a) Short-Term Borrowings	5	239,685,772	83,033,458
(b) Trade Payables	6	593,298,727	604,173,159
(Total outstanding dues of micro and small enterprises Rs. Nil)			
(c) Other Current Liabilities	7	45,239,672	18,631,443
(d) Short Term Provisions	8	2,311,211	1,461,010
		<b>880,535,382</b>	<b>707,299,071</b>
<b>TOTAL</b>		<b>945,662,107</b>	<b>750,758,351</b>
<b>II. ASSETS</b>			
(1) Non-Current Assets			
(a) Fixed Assets			
- Tangible Assets	9	9,166,802	8,281,736
(b) Non-Current Investments	10	81,006,775	15,932,508
(c) Deferred Tax Asstes (Net)	11	584,934	246,418
(d) Long-Term Loans & Advances	12	42,551,910	11,584,250
		<b>133,310,421</b>	<b>36,044,912</b>
(2) Current Assets			
(a) Inventories	13	341,857,673	336,504,495
(b) Trade Receivables	14	184,461,030	160,838,471
(c) Cash & Cash Equivalents	15	242,402,786	162,212,411
(d) Short-Term Loans & Advances	16	43,630,197	55,158,062
		<b>812,351,686</b>	<b>714,713,439</b>
<b>TOTAL</b>		<b>945,662,107</b>	<b>750,758,351</b>
Significant Accounting Policies	1		
Notes on Financial Statements	2-29		

The accompanying notes form an integral part of financial statements

As per our report of even date attached

**For Chhalani & Co.**

Chartered Accountants

Firm Registration No. 019691C

Pradeep Chhalani

(Proprietor)

M.No. 415437

Date : 15th November, 2021

Place : Bikaner



For M/s **A.K. Jain Sales & Marketing Private Limited**

*Ashkan Bothra*

Ashkan Bothra [DIN: 06646335] **Director**

**A.K. Jain Sales & Marketing Pvt.Ltd.**

*Kamal Chand Bothra*

Kamal Chand Bothra [06703124] **Director**

Directors

# A K JAIN SALES AND MARKETING PRIVATE LIMITED

Regd. Office -Bothra House, Vinayak Nagar, Gangashahar, Bikaner (Raj.) - 334401

CIN: U74900RJ2016PTC049316

STATEMENT OF PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED ON 31ST MARCH, 2021

	PARTICULARS	NOTES	31STMARCH, 2021	31STMARCH, 2020
	<b>INCOME</b>			
I	Revenue From Operations	17	2,785,039,418	2,425,959,372
II	Other Income	18	20,938,997	6,997,221
III	<b>Total Revenue</b>	(I+II)	<b>2,805,978,415</b>	<b>2,432,956,593</b>
	<b>EXPENSES</b>			
IV	Purchase of Stock in Trade	19	2,452,962,474	2,399,312,875
	Change in inventories of finished goods Work in Progress and Stock-in-Trade	20	(5,353,178)	(280,059,887)
	Employee benefit expenses	21	12,508,760	4,109,029
	Finance Cost	22	10,432,525	4,913,083
	Depreciation and amortization expense	9	3,139,599	1,627,761
	Other Expenses	23	304,186,307	286,023,809
	<b>Total Expenses (IV)</b>		<b>2,777,876,486</b>	<b>2,415,926,670</b>
V	<b>Profit before tax (III-IV)</b>		<b>28,101,929</b>	<b>17,029,923</b>
VI	Tax Expenses			
	(1) Current Tax		7,411,211	4,383,186
	(2) Deferred Tax		(338,516)	(92,158)
VII	<b>Profit (Loss) after Tax</b>		<b>21,029,234</b>	<b>12,738,895</b>
VIII	Earnings per equity share:			
	(1) Basic		13.93	1273.89
	(2) Diluted		13.93	1273.89
	<b>Significant Accounting Policies</b>	1		
	<b>Notes on Financial Statements</b>	2-29		

The accompanying notes form an integral part of financial statements

As per our report of even date attached

**For Chhalani & Co.**

Chartered Accountants

Firm Registration No.: 019691C

*Pradeep Chhalani*  
Pradeep Chhalani

(Proprietor)

M.No. 415437

Date : 15th November, 2021

Place : Bikaner



**For M/s A.K Jain Sales & Marketing Private Limited**

*Ashkar Bothra*  
A.K. Jain Sales & Marketing Pvt.Ltd.

**Director**

Ashkar Bothra [DIN: 06646553]

*Kamal Chand Bothra*  
A.K. Jain Sales & Marketing Pvt.Ltd.

**Director**

Kamal Chand Bothra [06700112]

Directors

**A K JAIN SALES AND MARKETING PRIVATE LIMITED**  
 Regd. Office -Bothra House, Vinayak Nagar, Gangashahar, Bikaner (Raj.) - 334401

CIN: U51909RJ2016PTC055074

**Cash Flow Statement For The Year Ended 31st March, 2021**

Particulars	Figure as at the end of Current Reporting Period 31.03.2021	Figure as at the end of Previous Reporting Period 31.03.2020
<b>(A) Cash Flow From Operating Activities</b>		
Profit Before Taxation and exception Items as per P&L A/c	28,101,929	17,029,923
<b>Adjustments for:</b>		
Depreciation	3,139,599	1,627,761
Interest Expenses	10,432,525	4,913,083
Interest Income	(19,627,304)	(4,684,967)
<b>Operating Cash Profit before Working Capital Changes</b>	<b>22,046,748</b>	<b>18,885,800</b>
<b>Working Capital Changes:</b>		
(Increase) / Decrease in Trade Receivables	(23,622,559)	59,865,812
(Increase) / (Decrease) in Inventories	(5,353,178)	(280,059,887)
(Increase) / Decrease in Short Term Loans & Advances	11,527,865	(33,342,890)
(Increase) / Decrease in Long Term Loans & Advances	(30,967,660)	(10,185,206)
Increase / (Decrease) in Trade Payables	(10,874,432)	317,403,292
Increase / (Decrease) in Other Current Liabilities	26,608,229	6,881,890
<b>Cash Generated from Operations</b>	<b>(10,634,987)</b>	<b>79,448,812</b>
Direct Tax Paid	6,561,010	3,487,591
<b>Net cash from operating activities (A)</b>	<b>(17,195,998)</b>	<b>75,961,221</b>
<b>(B) Cash flows from Investing Activities</b>		
Acquisition of Fixed Assets, including CWIP and Capital Advances	(4,024,665)	(7,783,146)
Acquisition of Property (Non Current Investment)	(65,074,267)	(3,100,000)
Interest Income	19,627,304	4,684,967
<b>Net cash used in investing activities (B)</b>	<b>(49,471,628)</b>	<b>(6,198,179)</b>
<b>(C) Cash flows from Financing Activities</b>		
Proceeds from Short-term borrowings	156,652,314	44,151,895
Proceeds from long-term borrowings	638,212	(3,835,110)
Interest Paid	(10,432,525)	(4,913,083)
Payment of long-term borrowings	-	-
<b>Net cash used in financing activities (C)</b>	<b>146,858,001</b>	<b>35,403,702</b>
<b>Net increase in cash and cash equivalents (A+B+C)</b>	<b>80,190,375</b>	<b>105,166,744</b>
<b>Add: Cash and cash equivalents at beginning of period</b>	<b>162,212,411</b>	<b>57,045,667</b>
<b>Cash and cash equivalents at end of period</b>	<b>242,402,786</b>	<b>162,212,411</b>

The above cash flow statement has been prepared under the "Indirect Method" as set out in AS - 3. As per our report of even date attached

**For Chhalani & Co.**

Chartered Accountants

Firm Registration No. : 019691C

Pradeep Chhalani  
(Proprietor)

M.No. 415437

Date : 15th November, 2021

Place : Bikaner

**For M/s. A.K Jain Sales & Marketing Private Limited**

A.K. Jain Sales & Marketing Pvt.Ltd.

*Ashkan Bothra*

**Director**

Ashkan Bothra [DIN: 066465531]  
A.K. Jain Sales & Marketing Pvt.Ltd.

Directors

*Kamal*

**Director**

Kamal Chand Bothra [06705112]

## A K JAIN SALES & MARKETING PRIVATE LIMITED

### Note 2:-

Share Capital	As At 31st March, 2021	As At 31st March, 2020
<b>Authorised Capital</b>		
50,00,000 Equity Shares of Rs. 10/- each	50,000,000	1,000,000
	50,000,000	1,000,000
<b>Issued, Subscribed &amp; Paid Up share Capital</b>		
15,10,000 Equity Shares of Rs. 10/- each	15,100,000	100,000
	15,100,000	100,000

### RECONCILIATION OF THE SHARES OUTSTANDING AT THE BEGINNING AND AT THE END OF THE REPORTING PERIOD

PARTICULARS	31ST MARCH, 2021		31ST MARCH, 2020	
	No. of Shares	Amount	No. of Shares	Amount
<b>Equity Shares</b>				
Share Outstanding at the beginning of the year	10,000	100,000	10,000	100,000
Add: Bonus Share issued during the year (refer Note 1 below)	1,500,000	15,000,000	-	-
Shares Outstanding at the end of the year	1,510,000	15,100,000	10,000	100,000

### Shareholders holding more than 5 percent shares:

PARTICULARS	31ST MARCH, 2021		31ST MARCH, 2020	
	No. of Shares	% of Holding	No. of Shares	% of Holding
<b>Equity Shares</b>				
Ashkaran Bothra	755,000	50.00%	5,000	50.00%
Kamal Chand Bothra	755,000	50.00%	5,000	50.00%

Note - The Company has issued Bonus Share to existing shareholder in ratio of 1:150 during the year from its free reserve.

### Note 3:-

Reserve & Surplus	As At 31st March, 2021	As At 31st March, 2020
<b>Surplus/(Deficit) in the statement of Profit and Loss</b>		
Opening Balance of Profit & Loss A/c	17,194,390	4,435,495
Add : Surplus/Deficit during the year	21,029,234	12,738,895
Less: Bonus Share Issued during the year	15,000,000	-
Closing Balance of Surplus	23,223,624	17,194,390

### Note 4:-

Long Term Borrowings	As At 31st March, 2021	As At 31st March, 2020
<b>Term Loans:</b>		
Secured Term Loan From Banks (refer note 1 below)	21,503,101	26,164,890
Secured Term Loan From Banks (refer note 2 below)	5,300,000	-
	26,803,101	26,164,890

Note No. 1- Term Loan from Kotak Mahindra bank Ltd. is secured by the First Charge over current assets of the company & collateral of immovable property of the company and personal guarantee & collateral of the director of the company. The Term Loan carry interest rate @ 9.85% & 7.50% and repayable in 84 installments out of which 24 installments have been paid till 31st March, 2021.

Note No. 2- Term Loan of Rs. 53.00 Lakhs from Kotak Mahindra Bank Ltd. (COVID Extension) is secured by the First Charge over current assets of the company & collateral of immovable property of the company and personal guarantee & collateral of the director of the company. The Term Loan carry interest rate @ 8.00% and repayable in 36 installments after 12 months of moratorium and repayment will start from September, 2021.



## A K JAIN SALES & MARKETING PRIVATE LIMITED

### Note 5:-

Short Term Borrowings	As At 31st March, 2021	As At 31st March, 2020
<b>Loans Repayable on Demand:</b>		
(a) Secured Cash Credit Limit from Bank (refer note 1 below)	17,485,534	36,433,318
Secured OD with ICICI (refer note 2 below)	92,781,705	24,030,807
Secured Buyer's Credit Limit (refer note 3 below)	58,452,085	
(b) Unsecured		
- From Directors	16,329,953	1,050,000
- Inter Corporate Loans	54,636,496	21,519,333
	<b>239,685,772</b>	<b>83,033,458</b>

**Note No. 1** - Cash Credit limit from Kotak Mahindra Bank Ltd. of Rs. 350 Lakhs (revised limit 200 Lakhs) is secured by the First Charge over current assets of the company & collateral of immovable property of the company and personal guarantee & collateral of the director of the company. The cash credit limit is repayable on demand and carry interest rate @ 9.85% & 7.50%.

**Note No. 2** - OD Limit from ICICI Bank Ltd. for Currency Payment Credit of Rs. 1000 Lakhs is secured by the First Charge over FDR. The OD limit is repayable on demand and carry interest rate @ Repo rate+ 3.40%.

**Note No. 3** - Buyer's Credit limit from Kotak Mahindra Bank Ltd. of Rs. 600 Lakhs is secured by the First Charge over current assets of the company & collateral of immovable property of the company and personal guarantee & collateral of the director of the company. The Buyer's Credit limit is repayable on demand and carry interest rate @ Libor+250 BPS.

### Note 6:-

Trade Payables	As At 31st March, 2021	As At 31st March, 2020
<b>Trade Payables</b>		
Due to micro, small & medium enterprises	-	-
Others	593,298,727	604,173,159
	<b>593,298,727</b>	<b>604,173,159</b>

(Total outstanding dues of micro and small enterprises Rs Nil)

### Note 7:-

Other Current Liabilities	As At 31st March, 2021	As At 31st March, 2020
<b>Other Payable</b>		
(a) Statutory Remittances	5,000,990	3,014,346
(b) Advance from Customers	36,805,698	15,149,037
(c) Security Deposit from Customer	2,732,000	
(d) Other Payable	700,984	468,060
	<b>45,239,672</b>	<b>18,631,443</b>

### Note 8:-

Short Term Provision	As At 31st March, 2021	As At 31st March, 2020
Provision for Taxes (Net of Advance Tax)	2,311,211	1,461,010
	<b>2,311,211</b>	<b>1,461,010</b>

### Note 10:-

Non Current Investment	As At 31st March, 2021	As At 31st March, 2020
Investment in Property	81,006,775	15,932,508
	<b>81,006,775</b>	<b>15,932,508</b>

### Note 11:-

Deferred Tax Assets (Net)	As At 31st March, 2021	As At 31st March, 2020
- on account of depreciation	584,934	245,160
- on account of Preliminary Expenses	-	1,258
	<b>584,934</b>	<b>246,418</b>



**A K JAIN SALES & MARKETING PRAIVTE LIMITED**

Note 9:-

FIXED ASSETS												
S.N	Description Of Assets	Gross Block				Depreciation				Net Block		
		Opening Balance as on 1st April, 2020	Addition	Deduction	Total as on 31st march, 2021	Opening Balance as on 1st April, 2020	Charged duris	Deletion / Adjustment	Total as on 31st march, 2021	As on 31st March, 2021	As on 31st March, 2020	
	Tangible Assets											
1	Laptop & Computer	787,832	525,695	-	1,313,527	512,983	331,221	-	844,204	469,323	274,849	
2	Printer	68,569	-	-	68,569	39,230	13,218	-	52,448	16,121	29,339	
3	Motor Cycle	455,610	-	-	455,610	174,239	72,847	-	247,086	208,524	281,371	
4	Office Equipments & Fittings	683,048	397,506	-	1,080,554	223,949	163,443	-	387,392	693,162	459,099	
5	Van	680,758	-	-	680,758	452,199	71,379	-	523,578	157,180	228,559	
6	Furnituer & Fixture	1,783,094	891,377	-	2,674,471	187,165	524,138	-	711,303	1,963,168	1,595,929	
7	Motor Car	5,602,330	1,990,000	-	7,592,330	1,553,910	1,518,022	-	3,071,932	4,520,398	4,048,420	
8	Mobile	52,999	187,714	-	240,713	11,879	27,647	-	39,526	201,187	41,120	
9	E Rikshaw	1,323,050	-	-	1,323,050	-	413,189	-	413,189	909,861	1,323,050	
10	Refrigerators	-	32,373	-	32,373	-	4,495	-	4,495	27,878	-	
	<b>Grand Total</b>	<b>11,437,290</b>	<b>4,024,665</b>	<b>-</b>	<b>15,461,955</b>	<b>3,155,554</b>	<b>3,139,599</b>	<b>-</b>	<b>6,295,153</b>	<b>9,166,802</b>	<b>8,281,736</b>	
	Previous Year	3,654,144	7,783,146	-	11,437,290	1,527,793	1,627,761	-	3,155,554	8,281,736	2,126,351	



# A K JAIN SALES & MARKETING PRIVATE LIMITED

## Note 12:-

Loans & Advances	As At 31st March, 2021	As At 31st March, 2020
(unsecured, considered good unless otherwise stated)		
Security & Other Deposits	42,551,910	11,584,250
	<b>42,551,910</b>	<b>11,584,250</b>

## Note 13:-

Inventories	As At 31st March, 2021	As At 31st March, 2020
Stock in Trade (Goods acquired for trading)	341,857,673	336,504,495
	<b>341,857,673</b>	<b>336,504,495</b>

## Note 14:-

Trade Receivables	As At 31st March, 2021	As At 31st March, 2020
(Unsecured, considered goods unless otherwise stated)		
Outstanding for more than six months from the date they were due for payment	21,116,774	35,823,697
Other Trade Receivables	163,344,256	125,014,774
	<b>184,461,030</b>	<b>160,838,471</b>

## Note 15:-

Cash & Bank Balances	As At 31st March, 2021	As At 31st March, 2020
(a) Balances with Banks	28,040,514	(4,930,715)
(b) Cash in Hand	2,637,509	3,136,875
(c) Others		
- Fixed Deposits (refer note below)	211,724,763	164,006,251
	<b>242,402,786</b>	<b>162,212,411</b>

Note - FDR with ICICI Bank of Rs. 1110.00 Lakhs have been pledged against OD with ICICI for currency payment and FDR with Kotak Mahindra Bank Ltd. of Rs. 500.00 Lakhs have been pledged against Loan of Hygen Beverages P Ltd, FDR with ICICI Bank Ltd. of Rs. 300.00 Lakhs have been pledged against Bank Guarantee as Security Deposit for Xiaomi Technologies India P Ltd & FDR with Kotak Mahindra Bank Ltd. 79.00 Lakhs have been pledged against Buyer's Credit Facility.

## Note 16:-

Short Term Loans & Advances	As At 31st March, 2021	As At 31st March, 2020
(Unsecured, considered goods unless otherwise stated)		
(a) Advance to Supplier/Contractor	35,578	806,909
(b) Balances with Government Authorities (refer note below)	35,219,959	31,825,094
(c) Prepaid Expenses/ Accrued Income	803,671	15,060
(d) Advances to Employee	27,121	714,999
(e) Other Advances	7,543,868	21,796,000
	<b>43,630,197</b>	<b>55,158,062</b>

Note - Balance with Govt. Authority includes excess payment of IGST Rs. 3472648/- Cess of Rs. 56677/- and Duty of Rs. 128139/- & Rs. 38422/- for F.Y. 2019-20 & F.Y. 2020-21 respectively for custom clearance of Goods and identified refundable.



## A K JAIN SALES & MARKETING PRIVATE LIMITED

Note 17 :-

Revenue From Operation	As At 31st March, 2021	As At 31st March, 2020
<b>Sale of Traded Goods</b>		
- Confectionery & Beverages	2,239,790,200	2,210,473,493
- Inter Branch Transfer (Confectionery & Beverages)	171,399,678	220,724,634
- Electronics Goods & Accessories	359,464,244	-
- Inter Branch Transfer (Electronic goods & Accessories)	8,565,510	-
- E Rikshaw (Transfer to Fixed Assets)	-	1,323,050
Less: Sales Return	-	(6,827,331)
<b>Total Sales of Traded Goods</b>	<b>2,779,219,632</b>	<b>2,425,693,847</b>
<b>Sales of Services</b>		
- Commission Income From Main Operation Activity	5,268,879	265,525
	<b>2,784,488,511</b>	<b>2,425,959,372</b>
<b>Other Operating Revenues</b>		
- Incentive & Discount	550,907	-
	<b>550,907</b>	<b>-</b>
<b>Total</b>	<b>2,785,039,418</b>	<b>2,425,959,372</b>

Note 18 :-

Other Income	As At 31st March, 2021	As At 31st March, 2020
<b>Interest Income</b>		
- Other Interest Income	19,627,304	4,684,967
<b>Other Non Operatine Income</b>		
- Commission (refer note below)	1,011,693	2,312,254
- Rent Income	300,000	-
<b>Total</b>	<b>20,938,997</b>	<b>6,997,221</b>

Commission @ 1% of payment management of Rs. 101,169,114 of Pran Foods LLC on advice of Pran Foods LLC.

Note 19 :-

Purchase of Stock in Trade	As At 31st March, 2021	As At 31st March, 2020
<b>Purchases of Stock in Trade</b>		
- Confectionery & Beverages	1,843,975,085	2,162,603,032
- Electronics goods & Accessories	391,225,277	-
- Commission on Purchases	30,335,787	10,689,736
- Clearing & Forwarding Charges	7,461,137	5,295,473
<b>Inter Branch Transfer</b>		
- Confectionery & Beverages	171,399,678	220,724,634
- Electronics Goods & Accessories	8,565,510	-
<b>Total</b>	<b>2,452,962,474</b>	<b>2,399,312,875</b>



**A K JAIN SALES & MARKETING PRIVATE LIMITED**

**Note 20 :-**

<b>Change in Inventories</b>		<b>As At 31st March, 2021</b>	<b>s At 31st March, 2020</b>
<b>Inventory at the End of the Year</b>			
- Confectionery & Beverages		302,408,898	336,504,495
- Electronics Goods & Accessories		39,448,776	-
<b>Inventory at the Beginning of the Year</b>			
- Confectionery & Beverages		336,504,495	56,444,608
<b>(Increase)/Decrease in Inventories</b>	<b>Total</b>	<b>(5,353,178)</b>	<b>(280,059,887)</b>

**Note 21 :-**

<b>Employee Benefit Expenses</b>		<b>As At 31st March, 2021</b>	<b>s At 31st March, 2020</b>
- Salaries & Wages		10,094,541	3,600,288
- Director Remuneration		1,200,000	-
- Bonus to Staff		455,960	327,000
- Staff Entertainment		-	130,000
- Staff Welfare Expenses		758,259	51,741
	<b>Total</b>	<b>12,508,760</b>	<b>4,109,029</b>

**Note 22 :-**

<b>Finance Costs</b>		<b>As At 31st March, 2021</b>	<b>s At 31st March, 2020</b>
<b>(a) Interest Expenses on:</b>			
- Bank Borrowings		8,143,701	3,360,252
- Loan Processing Charges		-	157,500
- Unsecured Loan		2,288,824	1,395,331
	<b>Total</b>	<b>10,432,525</b>	<b>4,913,083</b>



**A K JAIN SALES & MARKETING PRIVATE LIMITED**

**Note 23 :-**

Other Expenses	As At 31st March, 2021	As At 31st March, 2020
<b>Main Branch (W.B.)</b>		
- Accounting Charges	-	513,500
- Advertisemnet	15,248,390	17,763,867
- Bad Debts	2,853,687	195,117
- Bank Charges	4,112,304	2,962,306
- Carriage Outward	180,376,911	157,949,471
- Commission Charges	17,660,568	11,473,395
- Conveyance Expenses	537,761	773,653
- Customer Meet & Programme Expenses	2,280,004	5,910,016
- Discount, Incentive & Rate Difference	-	10,727,221
- Exchange Rate Difference	-	4,545,392
- General Expenses & Office Expenses	940,825	865,016
- Insurance	229,428	73,143
- Interest Expenses	245,830	208,696
- Late Filing Fees	15,494	25,638
- Legal, Registration Fees & ROC Filing	971,070	225,893
- Loading & Unloading Charges	43,813,662	44,592,550
- Membership Fees	55,000	30,000
- Mess Expenses & Refreshment	726,544	1,512,574
- Payment to Auditors		
(a) Statutory Audit	150,000	125,000
(b) Taxation Matter	50,000	25,000
- Pest Control Charges	1,347,610	675,360
- Postage & Courier	17,511	5,179
- Printing and Stationary	299,869	57,747
- Professional Tax	5,000	2,500
- Rent	26,137,251	11,970,682
- Repair & Maintenance	629,978	318,662
- Repair & Maintenance (Building)	379,818	323,731
- Sales Promotion Expenses	3,164,011	9,503,618
- Software Expenses	228,426	99,698
- Telephone & Mobile Expenses	120,633	45,297
- Travelling Expenses	1,319,736	2,320,634
- Utility Expenses	268,985	203,254
<b>Total</b>	<b>304,186,307</b>	<b>286,023,809</b>



## A K JAIN SALES & MARKETING PRIVATE LIMITED

**Notes 24 :-**The following transaction in foreign currency:

Particulars	Year Ended 31 <sup>st</sup> March, 2021	Year Ended 31 <sup>st</sup> March, 2020
Earnings in Foreign Currency	1,011,693	2,312,254
Expenditure in Foreign Currency	876,755,637	1,115,689,007
C.I.F. of Imports	876,755,637	1,115,689,007

**Notes 25: - Dues to Micro, Small Scale Business Industries:**

The company has not entered with any type of transactions with the entities covered under the Micro, Small and Medium Enterprises Development Act, 2006 and hence disclosures relating to amounts unpaid as at the yearend together with interest paid / payable under this act have not been given.

**Notes 26:- Earning Per Share (EPS):**

Particulars	Year Ended 31 <sup>st</sup> March, 2021	Year Ended 31 <sup>st</sup> March, 2020
Net Profit available for equity share holders in Rs.	21,029,234	12,738,895
Numerator used for calculating basic and diluted EPS	21,029,234	12,738,895
Equity Share outstanding at the yearend	1,510,000	10000
Weighted average number of shares used as denominator for calculating basic and diluted EPS	1,510,000	10000
Nominal Value per Equity Share (Rs.)	10	10
Earning Per Share - Basic & Diluted (Rs.)	13.93	1273.89

**Notes 27:- Segment Reporting:**

Company is engaged in Trading & Agency business (with no distinct risk & activity) and there is no separate reportable segment as required under "Accounting Standard - 17" as notified by the Companies Accounting Standard (Rules) 2006.



**Notes 28:- Contingent Liabilities:**

**Contingent Liabilities and Claims against the Company (to the extent not provided for and as certified by the management)**

S.No.	Particulars	Year Ended 31 <sup>st</sup> March, 2021	Year Ended 31 <sup>st</sup> March, 2020
1	Disputed GST along with interest and penalty (Total Demand of Rs. 52,681,234 Less Amount Deposited for appeal proceeding Rs. 4,931,654)	47,749,580	-

**Notes 29:- Related Party Disclosure**

Following information regarding related parties has been determined on the basis of criteria specified in AS - 18

**(A) Key Managerial Personnel**

1. Ashkaran Bothra (Director)
2. Kamal Chand Bothra (Director)

**(B) Related parties with whom transaction have taken place during the year**

**(C)**

**(i) Relatives of Key Managerial Personnel**

1. Jayshree Bothra
2. Manju Devi Bothra

**(ii) Entities over which key managerial personnel or their relatives exercises significant influence**

1. Jain International
2. The PBIL Food Trade
3. A.K Internaional
4. Starlasting Construction P Ltd.
5. Hygen Beverages P Ltd.



(D) Details of Transaction with related parties

(i) Details of Payment to Related Party

S.No.	Name of Party	Nature of Transaction	Amount	
			March, 2021	March, 2020
1	Ashkaran Bothra	Director Salary	12,00,000	--
2	Jayshree Bothra	Rent	240,000	240,000
3	Jain International	Purchases & Labour Work	137,304,865	580,137,712
4	Hygen Beverages P Ltd	Guarantee	--	50,000,000
5	Jain International	Rent	10,800,000	3,600,000
6	Binayak Commercial	Rent	900,000	--
7	Jain International	Advance Payment for Property Purchase	43,874,574	--

(ii) Details of Sales to Related Party

S.No.	Name of Party	Nature of Transaction	Amount	
			March, 2021	March, 2020
1	Jain International	Sales	230,800	75,204,758
2	The PBIL Food Trade	Sales	404,000	1,302,500
3	A.K. International	Sales	--	31,810,645

(iii) Details of Loan/Advances Taken and Given to related party

S. No	Name of Party	Loan/ Advance	Amount Taken/Given		Repaid		Outstanding	
			March, 2021	March, 2020	March, 2021	March, 2020	March, 2021	March, 2020
1	Kamal Chand Bothra	Loan	-	-	-	-	1,000,000	1,000,000
2	Ashkaran Bothra	Loan	23,929,523	-	8,650,000	-	15,329,953	50000
3	Jain International	Security Deposit	4,450,000	-	-	-	4,450,000	-
4	Binayak Commercial	Security Deposit	10,925,160	-	-	-	10,925,160	-
5	Jain International	Advance	44,6037	-	-	-	446,037	-

