



# MEGHMANI ORGANICS LIMITED

(Incorporated as a limited liability company in India)

CORPORATE OFFICE: "MEGHMANI HOUSE", B/H SAFAL PROFITAIRE, CORPORATE ROAD, PRAHLADNAGAR,  
AHMEDABAD-380 015. (INDIA)

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## RESPONSE TO SGX QUERIES ON THIRD QUARTER RESULTS FOR THE PERIOD ENDED 31 DECEMBER 2019

The Board of Directors of Meghmani Organics Limited (the "Company") wishes to announce its response to the queries raised by the Singapore Exchange Securities Trading Limited ("SGX-ST") on 13 February 2020 relating to the Company's third quarter results for the period ended 31 December 2019:-

### Query 1

*Administrative expenses increased by 18.6% from Rs 186.3 million to Rs 220.9 million. Please provide a breakdown of the Administrative expenses and explain the reasons for the increase for each major items against the previous reporting period.*

### Response to Query 1

| ADMINISTRATIVE EXPENSES         | Q3 - 19-20         | Q3 - 18-19         | Q3<br>Variance   |
|---------------------------------|--------------------|--------------------|------------------|
| Rent , rates & taxes            | 6,554.86           | 8,173.74           | (1,618.88)       |
| Travelling expenditures         | 10,870.99          | 10,138.74          | 732.25           |
| Postage and telephone           | 2,733.09           | 2,712.12           | 20.97            |
| Insurance premium               | 23,563.74          | 15,334.16          | 8,229.59         |
| Stationery & printing expenses  | 1,991.75           | 1,821.89           | 169.86           |
| Legal & Professional Fees       | 24,804.99          | 16,893.56          | 7,911.43         |
| Advertisement expenses          | 1,645.77           | 780.92             | 864.85           |
| Audit fees                      | 942.31             | 1,835.58           | (893.27)         |
| Donations                       | 28,061.50          | 5,033.67           | 23,027.83        |
| Repairs & maintenance to others | 1,206.41           | 756.45             | 449.96           |
| Directors sitting fees          | 225.00             | 200.00             | 25.00            |
| Vehicle expenses                | 4,795.65           | 4,788.75           | 6.90             |
| Stockexchange expenses          | 1,501.44           | 2,435.87           | (934.42)         |
| Software expenses               | 2,044.83           | 3,179.09           | (1,134.26)       |
| Other expenses                  | 1,09,972.42        | 1,12,194.28        | (2,221.86)       |
| <b>Total</b>                    | <b>2,20,914.76</b> | <b>1,86,278.80</b> | <b>34,635.95</b> |

Reasons for major variance in Items :-

- (1) Insurance Premium: - Increase in Rate of Premium of the Insurance Company.

- (2) Legal & Professional Fees :- The Addition is due to Legal Fees paid to Intermediaries of Scheme of Arrangement
- (3) Donations: - CSR amount provided in current quarter to comply with the requirements

### **Query 2**

The Company wrote off Bad trade receivables amounting to Rs 35.2 million for 3Q2019 which is an increase of 325% from the previous reporting period.

- a) Please elaborate on the Company's credit policy and how are its customers assessed for creditworthiness.
- b) Please explain for the significant increase in Bad trade receivables written off in this reporting period and elaborate what efforts were made in attempts to recover these debts.
- c) Please disclose the identities of the customers owing these debts and whether the Company is still doing business with them.

### **Response to Query 2**

Credit Policy :- Agrochemical 120 days  
:- Pigment – 90 days

The reason for significant increase is due to provision made as advised by Statutory Auditor. Yes. The elaborate efforts are being made by Marketing Team. Almost 73% of Bad Debts are of Agrochemicals. The sped recovery is dependent on good monsoon.

| <b>Sr. No.</b> | <b>Customer name</b>               | <b>Addition Q3 2019-20<br/>Rs. In Thousand</b> |
|----------------|------------------------------------|--|
| 1.             | BIHANI IMPEX PVT. LTD.             | -904.10  |
| 2.             | DAG PRINTING INKS COMPANY.         | -212.92  |
| 3.             | MEGHACHEM INDUSTRIES               | -5.80  |
| 4.             | RAJIT PAINTS LTD.                  | -690.03  |
| 5.             | SADEM (INDIA ) LTD.                | -43.92   |
| 6.             | SHAKTI PRESS LIMITED               | -54.73   |
| 7.             | SHOBAN PIGMENTS                    | -56.51   |
| 8.             | SIMCO PAINT & CHEMICALS            | -67.26   |
| 9.             | VALIA CHEMICALS PVT. LTD.          | -861.00  |
| 10.            | NIKKI BEEJ BHANDAR - DATAULI       | -10.25   |
| 11.            | SHIV SHAKTI PESTICIDES - SANGRUR   | 366.27   |
| 12.            | MONGA PESTICIDES - SADIQ           | 219.54   |
| 13.            | NAMBERDAR KHETI STORE - MUDKI      | -47.00   |
| 14.            | AGARWAL PESTICIDES - DHANAURA      | 288.69   |
| 15.            | FRIENDS KHETI SEVA CENTRE          | 4.05   |
| 16.            | RAJASTHAN BEEJ BHANDAR - KHAJUWALA | -100.00  |
| 17.            | SARVA KRISHI KENDRA - RAJA KHUJJI  | 79.36  |

| <b>Sr. No.</b> | <b>Customer name</b>    | <b>Addition Q3 2019-20</b> |
|----------------|-------------------------|----------------------------|
| 18.            | SHIVAM TRADERS - KANDEL | -50.00                     |

|     |                                      |         |
|-----|--------------------------------------|---------|
| 19. | Shreekala Intermediate Pvt LTd       | 33.05   |
| 20. | GOPINATH CHEMTECH LIMITED            | 2.10    |
| 21. | CHETAK ENTERPRISES                   | 355.20  |
| 22. | SHIVLAHERI AGRO AGENCY - MORBI       | -114.75 |
| 23. | JAY AMBE CHEMICALS WORKS             | 595.08  |
| 24. | MEHUL BEEJ BHANDAR - MANSA           | 0.33    |
| 25. | DASHMESH SEED & FERTILIZERS - AMARI  | 153.43  |
| 26. | KRISHI SEWA KENDRA - BHAGWANPUR      | 186.56  |
| 27. | GURU NANAK SEEDS AND PESTICIDES - K  | 68.86   |
| 28. | RAVI ORGANICS LIMITED                | -712.38 |
| 29. | SHIV AGRO SALES - SAFIDON            | 283.05  |
| 30. | ASHIRVAD SALES CORPORATION - IDAR    | 33.08   |
| 31. | ANIMESH AGRAWAL - BATAULI            | 32.16   |
| 32. | JAY SURYA TRACTORS - KHARGONE        | -246.57 |
| 33. | CRYSTAL CHLORIDE                     | -3.43   |
| 34. | MAA BHAGWATI BEEJ BHANDAR - SANAWAD  | 0.04    |
| 35. | NAVRATAN SPECIALITY CHEMICAL LLP     | -21.92  |
| 36. | RAJPUT KHAD AGENCY - DAHISARA        | -11.90  |
| 37. | MALWA PESTICIDES - BAGHA PURANA      | -30.45  |
| 38. | THE GREEN ENVIRONMENT SERVICES       | 261.19  |
| 39. | PUNJAB PESTICIDES - CHUTMALPUR       | 28.64   |
| 40. | SAVARIYA SEEDS - BEDIYA              | 76.60   |
| 41. | KISAN SEWA KENDRA - ISMAILABAD       | 97.34   |
| 42. | BABA SEEDS & FERTILIZERS - JALESAR   | -25.87  |
| 43. | KRISHNA AGRO SEEDS - LODHIKA         | -532.45 |
| 44. | KUSHWAHA BEEJ BHANDAR - RAMKOLA      | 208.08  |
| 45. | DINESH TRADERS - SIDDHARTHANAGAR     | 115.97  |
| 46. | GENETIC TRADING CORPORATION          | -240.13 |
| 47. | KANKARIYA TEXTILE IND PVT LTD        | 253.16  |
| 48. | ANNYAPURNA BEEJ EVAM KHAD BHANDAR -  | -18.94  |
| 49. | AHAMED PESTICIDES - MALIHABAD        | -119.76 |
| 50. | GHANSHYAM KRISHI KENDRA - THAN KHAM  | 6.27    |
| 51. | KHEHRA AGRO AGENCY - SAKARIA         | 101.66  |
| 52. | NANDAN DENIM LIMITED                 | 72.10   |
| 53. | SRI SRI VENKATESHWARA AGRO CHEMICAL  | 137.64  |
| 54. | SREE SAI LAKSHMI FERT.& PEST - MOKA  | 2.94    |
| 55. | SOGALAD & SONS - BAILHONGAL          | -20.00  |
| 56. | OM SRI BALAJI TRADING COMPANY - MAN  | 59.28   |
| 57. | B.H.VASUDEVAPAI&SONS - CHIKMAGALUR   | 170.25  |
| 58. | SREE VEERABHADRESHWARA AGRO INPUTS   | 21.13   |
| 59. | SRI BASAVESHWARA TRADERS - SAKARAYA  | -42.71  |
| 60. | TEJAS AGRO AGENCIES - SAKREPATANA    | -0.57   |
| 61. | ADHILAKSHMI ENTERPRISES - GANGAVATHI | -11.09  |
| 62. | AKASH TRADERS - JIGALIKUMBALURE (PO  | 17.81   |

| Sr. No. | Customer name                 | Addition Q3 2019-20 |
|---------|-------------------------------|---------------------|
| 63.     | JAYA LAKSHMI TRADERS - MYSORE | 317.81              |
| 64.     | VIKAAS TRADERS - GUBBI        | -18.49              |

|      |                                     |         |
|------|-------------------------------------|---------|
| 65.  | KAILASH AGRO AGENCIES - BHOKARDAN   | 50.00   |
| 66.  | RAHUL KRUSHI KENDRA - SIDHEWAHI     | 0.49    |
| 67.  | SANDIP KRISHI SEVA KENDRA -LASUR ST | 110.89  |
| 68.  | SARVASHREE AGRO AGENCIES - TALEGAON | 81.50   |
| 69.  | SHREE SWAMI SAMARTH KRISHI SEWA KEN | -35.30  |
| 70.  | SHREENATH KRISHI KENDRA, PURNA      | 46.55   |
| 71.  | SHRI SWAMI KRUSHI KENDRA - MALIWADA | 0.15    |
| 72.  | VIVEKSHEEL AGRO SALES PVT LTD, PIMP | 25.53   |
| 73.  | SHRI YOGESHWAR KRUSHI KENDRA - BHAD | 1.65    |
| 74.  | SRI MANGALA AGRO AGENCIES - VIJAYAN | 10.91   |
| 75.  | RAMANJANEYA AGRO ENTERPRISES - ELUR | -118.00 |
| 76.  | SRI RAGHAVA PESTICIDES & SEEDS-Elur | 459.21  |
| 77.  | VINOD SEEDS CENTRE - CHITTOOR       | 72.58   |
| 78.  | KUMARI SEEDS & PESTICIDES - CHITTOO | 56.82   |
| 79.  | SRI SAI KAMAKSHI RYTHU DEPOT - NELL | -60.00  |
| 80.  | SRI LAKSHMI PRASANNAJNEYA AGENCIES  | -12.98  |
| 81.  | NAGA SAI LAKSHMI TRADERS - PANDRAPA | 59.87   |
| 82.  | SREE LAKSHMI SUBRAMANYESWARA AGENCI | -84.35  |
| 83.  | SRI LAKSHMI VENKATESWARA RYTHU DEPO | 55.21   |
| 84.  | DIVAN PESTICIDES & SEEDS - PEBBIR   | -0.50   |
| 85.  | SATYA AGENCIES - KURNOOL            | 554.03  |
| 86.  | SRI VENKATESWARA FERT & PEST - IEEJ | 10.00   |
| 87.  | SATYAM TRADERS - BAHTLI             | -12.56  |
| 88.  | KRUSHI UDYOG - KUAKHIA              | -93.27  |
| 89.  | Ayva Agro Trading Co.(p) Ltd - KATT | 191.76  |
| 90.  | UMA FARM SERVICE - TRICHY           | 146.56  |
| 91.  | SRI CHENNAMMAL AGRO SERVICE - NARIP | -5.51   |
| 92.  | PASUMAI AGRO SERVICE - BIG KANCHIPU | 55.85   |
| 93.  | RASI AGRI CLINIC - VIRUDHACHALAM    | 88.62   |
| 94.  | VENKATESHWARA AGRO CENTRE - PUDUCHE | 66.76   |
| 95.  | SRI SAKTHI AGRI CORPORATION - KALLA | 26.00   |
| 96.  | MALAR AGRO CENTRE - SETHIYATHOPE    | 140.42  |
| 97.  | PASUMAI AGRO CENTRE - MAYILADUTHURA | 196.98  |
| 98.  | ANNADATA SEEDS/FERTILIZERS - ADILAB | 2.87    |
| 99.  | SRI MANJUNATHA TRADERS - GURRAMPET  | -10.00  |
| 100. | SRI SAI RAM SEEDS & FERT - PARGI    | -49.00  |
| 101. | AGRI BUSINESS CENTRE - DUMRA        | 273.77  |
| 102. | BAJWA PESTICIDES - GODI             | 696.72  |
| 103. | SRI SRINIVASA SEEDS , FERT. & PEST  | -10.00  |
| 104. | SRI VASAVI FERT. SEEDS & PESTICIDES | 199.31  |
| 105. | CHIRAG AGRO AGENCIES - KOTTUR       | 124.30  |

| Sr. No. | Customer name                       | Addition Q3 2019-20 |
|---------|-------------------------------------|---------------------|
| 106.    | KAUSHIK KRISHI SEVA KENDRA - DHANDH | -114.04             |
| 107.    | SRI ANJANEYA AGRO AGENCIES - MANCHU | -90.00              |
| 108.    | SHRI RAM KHAD BEEJ BHANDAR - RAJALD | 8.62                |
| 109.    | KISAN TRADING COMPANY - CHUTMALPUR  | 32.07               |
| 110.    | SHRI GURU NANAK AGRI CLINIC - BEGUM | 221.37              |

|      |                                     |         |
|------|-------------------------------------|---------|
| 111. | NEW J.K. FERTILIZERS - RANGENAHALLI | -41.28  |
| 112. | MARUTHI FERTILISERS - NARASARAOPETA | 22.76   |
| 113. | CHARITHA FERT & PEST - KAMALAPURAM  | -30.00  |
| 114. | SHREESHAILA MALLIKARJUNA TRADRES    | -2.74   |
| 115. | SRI SATYA SAI FERTILIZERS - DURGI   | 148.77  |
| 116. | SHIRIDI SAI FERTILIZERS - JAMALAMAD | -49.70  |
| 117. | KISSAN KHETI SEWA CENTRE - AMLOH    | -259.64 |
| 118. | JAHNAVI FERTILIZERS,PEST.,& SEEDS - | -20.00  |
| 119. | V.NARASIMHARAO & CO - VIJAYAWADA    | -16.03  |
| 120. | PATEL NAGENDRA REDDY SEEDS & PESTIC | 25.88   |
| 121. | SRI LAKSHMI MADILETY SWAMY RYTHU DE | 330.60  |
| 122. | NEW JANTA BEEJ BHANDAR - KAURIRAM   | -66.25  |
| 123. | SRI VINAYAKA SEEDS & PESTICIDES - A | 161.78  |
| 124. | SRI HANUMAN TRADERS - PUTANI THANDA | 22.08   |
| 125. | RANGREJ PROCESS PVT. LTD.           | 4.02    |
| 126. | KALYANI KRISHI KENDRA - AMLIDIH KAW | -149.16 |
| 127. | CHLORIDES INDIA                     | 28.11   |
| 128. | CHOUNDESHWARI AGRO AGENCY - NAGTHAN | 9.65    |
| 129. | PATIL KRUSHI SEVA KENDRA - SOEGAON  | 501.61  |
| 130. | MANAS KRISHI KENDRA - DASKEBARDI    | 121.62  |
| 131. | KAMBLE BROTHERS KRISHI SEVA KENDRA  | -0.46   |
| 132. | ABIRAMI SEEDS - VILLUPURAM          | -25.00  |
| 133. | GURUKRUPA AGROTECH - RATLAM         | 56.80   |
| 134. | GURJAR KRISHI SEVA KENDRA - SAIYADP | 6.00    |
| 135. | M/s HIRA CHEMICAL INDUSTRIES        | -0.57   |
| 136. | GANESH AGENCY - KAVERI PAKKAM       | 70.04   |
| 137. | SUBRAHMANYESWARA TRADERS - NAGAVARA | -48.23  |
| 138. | SAI VIGNESWARA AGENCIES - KAKUMANU  | 0.47    |
| 139. | AARUMUGA AGRO AGENCIES - BANAVARAM  | 212.53  |
| 140. | VINAYAKA AGROS - VELLATUR           | 93.47   |
| 141. | SHRI BALAJI FERTILIZERS - BAJJU     | -221.74 |
| 142. | SRI MARUTHI TRADERS - DAVANGERE     | 104.03  |
| 143. | SHRI VINAYAKA AGRO KENDRA - MASUR   | -7.26   |
| 144. | NEW SHAIL CHANDRA TRADERS - GAURI B | 93.31   |
| 145. | CHOUDHARI AGRO AGENCY - PETLAWAD    | -60.00  |
| 146. | GAYATRI KRISHI SEVA KENDRA - PUNASA | 222.26  |

| Sr. No. | Customer name                       | Addition Q3 2019-20 |
|---------|-------------------------------------|---------------------|
| 147.    | GURU KRIPA KRISHI KENDRA - TORA     | -35.00              |
| 148.    | R. K. FERTILIZER & PESTICIDES - SRI | 49.41               |
| 149.    | VARAD FERTILIZERS PVT. LTD.         | -7.00               |
| 150.    | P & J CRETECHEM (P) LTD             | -22.50              |
| 151.    | SOLVEX TECHNOLOGY                   | 5.38                |
| 152.    | SAHARA PESTICIDES - SIYANA          | -499.47             |
| 153.    | SHRI SHIVAM AGRO AGENCIES - NOGAWAN | -118.78             |
| 154.    | GAUTAM BEEJ BHANDAR - BHUNA         | -18.09              |
| 155.    | AKASH AGRO INDUSTRIES               | 0.42                |
| 156.    | KRISHI RASAYAN AND KHAD BHANDAR - C | -45.00              |
| 157.    | SHIVKRUPA KRUSHI VIKAS KENDRA - NAL | -37.00              |

|             |                                     |         |
|-------------|-------------------------------------|---------|
| 158.        | RAM TRADERS - BHULGAON              | 99.89   |
| 159.        | GANESH TRADING COMPANY - LATUR      | -460.00 |
| 160.        | SANTOSH KRUSHI KENDRA - KARKAMB     | 16.14   |
| 161.        | VERMA KRISHI KENDRA - LIMTARA       | 237.54  |
| 162.        | NAIN AGRICULTURE STORE - UKLANA     | 95.40   |
| 163.        | NATURE CROP CHEMICAL - SALAMEDU     | 49.58   |
| 164.        | KUMARAN AGENCIES - EMBALAM          | 141.13  |
| <b>165.</b> | LUXMI TRADING COMPANY - JAMALPUR SH | -35.72  |
| <b>166.</b> | JAY MAHAVIR STORE - BALIPUT         | -129.18 |
| 167.        | HANUMANGARH BEEJ BHANDAR - LUNKARNS | -160.00 |
| 168.        | SHREE GANESH PESTICIDES - RAJIYASAR | -52.00  |
| 169.        | UNIQUE TRADERS - SAHASPUR           | 307.99  |
| 170.        | TYAGI KEETNASHAK AND BEEJ BHADAR -  | 16.32   |
| <b>171.</b> | KISHAN AGRO CENTRE & FERTILIZERS -  | -34.91  |
| 172.        | SAI KRUSHI KENDRA - VARKHEDI BK     | 0.57    |
| 173.        | ANJANI TRADERS - DAHAGAON           | -20.00  |
| 174.        | KABIRDASS FERTILIZERS - RAMANATHAN  | 609.43  |
| <b>175.</b> | MAA TRIPURA AGRO AGENCY - BAMNIYA   | -15.60  |
| <b>176.</b> | HARIKRUSHNA MACHINE TECH PVT LTD    | -101.12 |
| 177.        | AJIT KRUSHI SEVA KENDRA - SILLOD    | 94.69   |
| <b>178.</b> | LAHOTI AGRO TRADERS - AMBAD         | -39.74  |
| 179.        | ARAKHITA CHARAN PRUSTY - PIPILI     | 510.18  |
| 180.        | PARAG AGRO AGENCIES - AURANGABAD    | 13.39   |
| 181.        | SRI VINODA FERTILIZERS, PESTI. & SE | -24.85  |
| 182.        | SHRI SHIVGIRI KRUSHI UDYOG - CHIKAL | -50.00  |
| 183.        | GAJALAXMI STORE - SERSUANTAL        | 221.88  |
| 184.        | BHUMI AGRO PESTICIDES - SARDAR SHAH | 182.46  |
| 185.        | KHUSHALI KISAN SEVA KENDRA - BARBER | 410.10  |
| 186.        | MAYAKKA KRISHI KENDRA - YELMER      | 86.25   |
| <b>187.</b> | BHARADWAJ ENTERPRISES - BOLANGIR    | -77.57  |
| 188.        | SAIRAM TRADERS - PUTTAVARIPALEM     | -80.00  |
| <b>189.</b> | SRI RENUKA TRADERS - SHYAGALE       | -90.49  |
| 190.        | SRI GURU KATTE BASAVESHWARA AGRO TR | 40.55   |

| Sr. No. | Customer name                       | Addition Q3 2019-20 |
|---------|-------------------------------------|---------------------|
| 191.    | SANGHVI AGRO SERVICES - BARSHI      | -2.54               |
| 192.    | BHARTI KRISHI SEWA KENDRA - CHIDAWA | 188.87              |
| 193.    | S K ENTERPRISES - URLEY             | 20.50               |
| 194.    | SRI VASUKI AGRO CENTRE - RADHAPURAM | 95.39               |
| 195.    | BIJAY LAXMI SEEDS STORE - J K PUR   | 19.20               |
| 196.    | RAM MEHAR SINGH KRISHAN KUMAR - GOR | 0.01                |
| 197.    | SRI LAKSHMI MAMATHA FERTILIZERS - P | 0.40                |
| 198.    | DIVYA TRADERS - WATPALLY            | 99.76               |
| 199.    | SUMMAYA SEEDS & PESTICIDES - RAMKYA | 89.96               |
| 200.    | YASASWINI FERTILIZERS - KAMBAMPADU  | 20.34               |
| 201.    | LAXMI FERTILIZERS - RAIKODE         | 47.87               |
| 202.    | SRI BHAGYAVANTHI SEEDS & PESTICIDES | 48.80               |
| 203.    | MAROTI AGRO AGENCY - KAPUSTALNI     | 39.43               |
| 204.    | BEHERA KRUSHI BHANDAR - SAHASPUR    | 228.58              |
| 205.    | FATECHAND OGARMAL & CO. - BOISAR    | 0.03                |
| 206.    | SHRI SHIV SHAKTI KRISHI SEWA KENDRA | 59.75               |
| 207.    | MAHALAXMI KRUSHI SEVA KENDRA        | -1,050.00           |
| 208.    | PUNJAB SEEDS STORE - NARWANA        | 129.41              |
| 209.    | SHRI SWAMI SAMARTH KRISHI SEVA KEND | 179.14              |
| 210.    | PRADEEP SHETYE PVT. LTD             | -11.48              |
| 211.    | SAI SHETKARI KRUSHI SEVA KENDRA - C | 132.28              |
| 212.    | DHANDAI KRISHI SEVA KENDRA - SAKRI  | 75.82               |
| 213.    | SHRI RAM BEEJ BHANDAR - BHADESAR    | -7.17               |
| 214.    | SRI LAKSHMI SAI TRADING CORPORATION | 48.47               |
| 215.    | GURU GOBIND BEEJ BHANDAR - CHAKERIA | -55.78              |
| 216.    | CHOUDHARY AGRO TRADERS - BAREILLY   | 52.58               |
| 217.    | KRISHNA FERTILIZERS - MEERUT        | 75.08               |
| 218.    | MAA PARBATI SARA BHANDAR - KAHIRDA  | -20.00              |
| 219.    | BHUMI KRISHI SEWA KENDRA - HATI     | 49.76               |
| 220.    | PATEL BEEJ BHANDAR - KHARIAR        | 401.71              |
| 221.    | SAMRIDDHI KRISHAK SEWA KENDRA - CHH | 94.11               |
| 222.    | ANKIT KRISHI KENDRA - BIRULBAZAR    | -0.03               |
| 223.    | BALAJI AGRO AGENCIES - SILLOD       | 17.17               |
| 224.    | SARVODAY KRUSHI SEVA KENDRA - JAYSI | 76.72               |
| 225.    | AKBARPUR BEEJ BHANDAR - BULANDSHAHA | 53.85               |
| 226.    | SHRI HANUMAN KRISHI STORE - SRI DUN | 184.48              |
| 227.    | SANJIVANI KRISHI UDYOG - KOREGAON   | 397.56              |
| 228.    | HARJINDER AGRICULTURE STORE - RANIA | -0.01               |
| 229.    | MAA GAYATRI KRISHI SEWA KENDRA - SH | 110.63              |
| 230.    | BADHE AGRO AGENCIES - SHIRUR        | 4.79                |
| 231.    | MAHADEV AGRO AGENCIES - PADASALA    | 185.33              |
| 232.    | GANPATI BEEJ BHANDAR - TIBI         | 173.14              |
| 233.    | AMIRTHAM AGRO TRADERS - PATTUKKOTTA | 82.95               |
| 234.    | MITTAL PESTICIDES - DODA            | 4.49                |

| Sr. No.     | Customer name                       | Addition Q3 2019-20 |
|-------------|-------------------------------------|---------------------|
| <b>235.</b> | RANAWAT KRISHI SEWA KENDRA - BIRDHO | -22.71              |
| 236.        | MAHALAXMI BEEJ BHANDAR - BANSEN     | 132.50              |
| 237.        | KRISHANA FERITLIZER & PESTICIDES -  | 234.53              |
| <b>238.</b> | PAWANSUT AGRO TECH - PIMPLGAON      | -0.28               |
| 239.        | HARIT KRANTI KRISHI SEVA KENDRA - W | 42.72               |
| 240.        | SHEREWALA TRADING COMPANY - RAJPURA | -67.99              |
| 241.        | KISAN AGRO CENTRE & FERTILIZERS - R | -20.00              |
| 242.        | SHRI SIDDHESHWAR KRISHI SEVA KENDRA | 13.14               |
| 243.        | SABUJA PRATISTHAN - BADAHATTA       | 49.64               |
| 244.        | SHRI RAM TRADERS - ANOOPGARH        | 235.75              |
| 245.        | SUBASHINI AGROTECH - AYYAMPETA      | -20.53              |
| <b>246.</b> | GREEN LIFE - GHODASAH               | -72.75              |
| 247.        | V.K. & SONS - KATHAR                | 56.88               |
| 248.        | JITENDRA AGRO AGENCY - CHALISGAON   | 287.09              |
| 249.        | SRI RAJA RAJESHWARI FERTILIZERS - P | 26.26               |
| 250.        | VARUN AGENCIES - CHARBOWLI          | -370.00             |
| <b>251.</b> | SRI BASAVESHWARA AGRO AGENCIES - RA | -51.77              |
| 252.        | GARUD KRISHI KENDRA - PAHUR         | 50.88               |
| 253.        | JANTARAJA KRUSHI KENDRA - KASODA    | 39.84               |
| 254.        | SHRI VINAYAK KRUSHI KENDRA - KAJGAO | 85.93               |
| <b>255.</b> | AIMCO PESTICIDES LTD                | -84.63              |
| <b>256.</b> | SHREE HARI KRISHI SEWA KENDRA - HAR | -166.33             |
| 257.        | SRI LAXMI SAMMAIAH FERT., PESTI. &  | 91.70               |
| 258.        | SHAI MAHESWARA AGRO CHEMICALS - IEE | -35.59              |
| 259.        | MANORANJAN BEHERA - MAHICALA        | 110.00              |
| 260.        | AMARAVATI ENTERPRISES - ETUKURU     | 183.23              |
| <b>261.</b> | DURGA SEEDS STORE - KENDUJHARGARH   | -15.94              |
| 262.        | KRUSHAKA SATHI - BALAKATI           | 102.40              |
| 263.        | SHREE MALLIKARJUN AGENCIES - HUBLI  | 275.58              |
| 264.        | SRI SUGURESHWARA AGRO AGENCIES - RA | 39.29               |
| 265.        | RAMA MEDICAL STORE - RAGHUNATHPUR   | 13.19               |
| 266.        | ARJUNAN FERTILIZER - RAGHUNATHAPURA | 3.60                |
| 267.        | SHRIRAM KRUSHI SEVA KENDRA - AMBADA | 1.75                |
| 268.        | BHABATOSH PATRA - AREBEDA           | 67.33               |
| 269.        | DASHMESH PESTICIDES - JATANA KALAN  | 45.99               |
| 270.        | SAVTA KRUSHI SEVA KENDRA - MUKHED   | 87.46               |
| 271.        | SHIV AGRICULTURE STORE - OBRA       | 23.85               |
| 272.        | SINGH TRADERS - KARNAL              | 569.94              |
| 273.        | BHARAT SEED COMPANY - KARNAL        | 105.20              |
| 274.        | ANKAMMATALLI TRADERS - GOLLAPUDI    | 219.44              |
| 275.        | MAHENDRA FERTILIZERS - PONNUR       | 5.42                |
| 276.        | SHREE MEENATCHI AGRO SERVICE - MALA | 34.42               |
| 277.        | DHANLAXMI ENTERPRISES - CHOUTUPPAL  | 16.15               |
| 278.        | KATIYAR BEEJ BHANDAR - ARAUL        | 178.94              |
| 279.        | DHANLAXMI FERTILIZERS - T NARASIPUR | 265.51              |
| 280.        | PANCHU PADMA WOMEN MULTI PURPOSE CO | 41.22               |

| Sr. No. | Customer name | Addition Q3 2019-20 |
|---------|---------------|---------------------|
|---------|---------------|---------------------|



|      |                                      |          |
|------|--------------------------------------|----------|
| 281. | AMBIKA AGRO AGENCY - GELPUR          | -31.73   |
| 282. | LAXMI GANPATHI FERT., PESTI. & SEED  | 363.30   |
| 283. | SANGAMESHWARA AGENCIES - DHARUR      | 58.14    |
| 284. | SANGAM SEEDS & AGRO CHEMICALS - BEL  | 285.90   |
| 285. | SRI RAJARAJESHWARI TRADERS - RAICHU  | 232.98   |
| 286. | HARSIT KRISHI SEWA KENDRA - RATLAM   | 118.73   |
| 287. | SHRI GANESH BEEJ BHANDAR - JULANA    | 9.99     |
| 288. | SRI RAJARAJESHWARI SEEDS - SIRUGUPPA | -0.54    |
| 289. | MAHARASHTRA BIO FERTILIZERS (I) P L  | 5,683.84 |
| 290. | BAJWA KHETI SEWA CENTRE - SHERPUR    | -67.68   |
| 291. | VASAVI TRADERS - PERAVALI            | -20.00   |
| 292. | SRI CHANDRA TRADERS - KHAJIPET       | 19.09    |
| 293. | SEECON ENTERPRISES - DUNGURIPALI     | -56.69   |
| 294. | KATIYAR BEEJ BHANDAR - PARIYAR       | 182.58   |
| 295. | VASUDHA SEED ASSOCIATES - KOTTUR     | 58.51    |
| 296. | JAI SRIRAM ENTERPRISES - YAPALADINN  | 5.04     |
| 297. | KAUSHAL KHAD BHANDAR - MIRZAPUR      | 3.58     |
| 298. | NEW LAXMINARAYAN KRISHI SEWA KENDRA  | -450.82  |
| 299. | KATRA KRISHI SEWA KENDRA - KARIMGAN  | 56.25    |
| 300. | MIRPURIA BEEJ BHANDAR - MANSA        | 126.76   |
| 301. | SRI PRASANNA ANJANEYA FERTILIZERS -  | 66.50    |
| 302. | SHRI MAHALAXMI KRISHI KENDRA - BEGA  | 182.41   |
| 303. | SRI SAI FERTILISERS & PESTICIDES -   | -14.37   |
| 304. | HARSIDDI ORGANICS PVT LTD            | 322.79   |
| 305. | RAVI BEEJ BHANDAR - SINGHPUR         | 3.57     |
| 306. | BYRAVESWARA TRADERS - JAMMALAMADUGU  | 198.33   |
| 307. | SHRI RAM KRUSHI KENDRA - PAKANI      | 41.57    |
| 308. | MADNI KHAD BEEJ BHANDAR - DANTOUR    | 24.88    |
| 309. | VIRAT KRISHI SEWA KENDRA - BIDWAL    | 49.79    |
| 310. | KRUSHIRAJA KRUSHI SEVA KENDRA - SAK  | 23.90    |
| 311. | SRI BALAJI SALES CORPORATION - BAJJ  | 84.88    |
| 312. | HARYANA AGRICULTURE CENTRE - KAITHA  | 134.54   |
| 313. | (ANKAMMATALLI TRADERS - CHORAGUDI)   | 17.35    |
| 314. | GHORPADE KRUSHI SEVA KENDRA - SHRIR  | 61.62    |
| 315. | SRPV CROP CARE PRODUCTS PVT. LTD. -  | 68.17    |
| 316. | MAHALAXMI SHETI VIKAS KENDRA - SAHU  | 223.82   |
| 317. | NAWAL ENTERPRISES - UKLANA           | 355.04   |
| 318. | NAYAK KRISHI SEWA KENDRA - SARAIPAL  | 575.20   |
| 319. | MAHARAJGANJ AGRI CLINIC & AGRI BUSI  | 152.26   |
| 320. | OM PESTICIDES - KARNAL               | 294.51   |
| 321. | Shivam Silica Industries             | 2.55     |
| 322. | PUNJAB SEED STORE - HOSHIARPUR       | 173.53   |

| Sr. No. | Customer name                       | Addition Q3 2019-20 |
|---------|-------------------------------------|---------------------|
| 323.    | NISHA AGRO AGENCY - PARANDA         | 17.86               |
| 324.    | KRUSHIRATNA SHETI SEVA KENDRA - EKA | 180.04              |
| 325.    | VIJAY AGRO AGENCIES - SARKOLI       | 10.00               |
| 326.    | SHITAL AGRO AGENCIES - BARSHI       | 76.79               |
| 327.    | VIKAS KHETI SEWA CENTER - SARDULGAR | 242.43              |

|      |                                     |        |
|------|-------------------------------------|--------|
| 328. | PATIDAR KRISHI SEWA KENDRA - KOD    | 106.04 |
| 329. | OM KRASHI SEVA KENDRA - BANDA       | 18.95  |
| 330. | DHURANDHAR KRISHI KENDRA - RANITARA | 0.97   |
| 331. | PUNJAB KHETI BARI CENTRE - CHUNNI K | 199.95 |
| 332. | KISSAN FERTILIZER - GHUMAN          | 9.74   |
| 333. | KISHAN BEEJ BHANDAR - CHAJLET       | 133.24 |
| 334. | RAJ FERTILIZERS - AMEER KHAN KA MAJ | 105.76 |
| 335. | KISSAN SEWA CENTRE - ADDA SAINRA    | 20.00  |
| 336. | HARYANA TRADING COMPANY - GOHANA    | 86.56  |
| 337. | CHOUDHARY TRADING COMPANY - AMBALA  | 492.35 |
| 338. | ZIMIDARA PESTICIDES & FARTILIZER -  | 211.40 |
| 339. | TIRUPATI KRISHI KENDRA - NAGPUR     | 1.38   |
| 340. | SHAKTI FERTILIZERS - SAIKHEDA       | 18.14  |
| 341. | TYAGI TRADERS - DEOBAND             | 30.07  |
| 342. | MEERA SEEDS CENTER - LAIKERA        | 92.46  |
| 343. | MAA DAKHINAKALI AGRO AGENCY - KACHE | 13.20  |
| 344. | BHABANI ENTERPRISES - SWAMPATNA     | 19.18  |
| 345. | SRI VENKATESHWARA TRADERS - BHAVANI | 292.33 |
| 346. | YASHWANT KRISHI UDYOG - TIRHE       | 343.74 |
| 347. | KISHAN BEEJ BHANDAR - SAI (BHIWANI) | 143.55 |
| 348. | SRI KRISHNA FERTILIZERS - 465 RD    | 290.60 |
| 349. | SHRI SAI BALAJI AGRO AGENCIES - KAL | 0.62   |
| 350. | NIRMAL KRUSHI SEVA KENDRA - KACHURW | 80.58  |
| 351. | VIJAY KRISHI SEWA KENDRA - NAWEGAON | 19.31  |
| 352. | ARYAN FERTILIZER - JIND             | 15.16  |
| 353. | SONU TRADING COMPANY - SHAHZADPUR   | 416.90 |
| 354. | SHRI RAM FERTILIZER - DHAND         | 137.17 |
| 355. | AGRI CLINIC & AGRI BUSINESS CENTRE  | 10.01  |
| 356. | TULSA TRADERS - DELI                | 62.91  |
| 357. | DOLAMANI GARTIA - AMBABHONA         | 147.17 |
| 358. | SHREE AGRO AGENCY - PISHORE         | 238.73 |
| 359. | GREEN FIELD - BADABARANGA           | 21.80  |
| 360. | KRUSHAK BHANDAR - SUNAPAL           | 11.68  |
| 361. | MANIKANTA AGROS - MUDIGONDA         | 223.68 |
| 362. | LAXMINARAYAN STORE - BETADA         | 120.39 |
| 363. | KRISHI KALYAN - TRISHULAPATTI       | 74.93  |
| 364. | BANESWAR PATRA - GUSKARA            | 136.36 |
| 365. | ADARSH KRISHI PARAMARSH - KANNOD    | 305.86 |
| 366. | JAGDAMBA KRUSHI SEVA KENDRA - TISGA | 61.37  |
| 367. | SAWANT BEEJ BHANDAR - ADAMPUR MANDI | 152.61 |

| Sr. No. | Customer name                       | Addition Q3 2019-20 |
|---------|-------------------------------------|---------------------|
| 368.    | SRI JAGADAMBA FERTILISERS - KANAKAP | 313.27              |
| 369.    | ANJAL AGRO DIVISION - ISMAILABAD    | 159.49              |
| 370.    | ROHIT FERTILIZER - DANODA KALAN     | 100.00              |
| 371.    | SANGWAN BEEJ BHANDAR - CHARKHI DADR | 142.93              |
| 372.    | SAHARAN FERTILIZER & COMMISSION AGE | 160.45              |
| 373.    | KISAN PESTICIDES & FERTILIZER - BHA | 24.07               |
| 374.    | VASUNDHARA AGRI MART - MALOLI       | 6.71                |
| 375.    | SRI SAI AGENCIES - GUNDAMPALLY      | 136.17              |

|      |                                     |          |
|------|-------------------------------------|----------|
| 376. | SRI VENKATESWARA PEST., FERT. & SEE | 39.70    |
| 377. | OM ENTERPRISES - DHOLPUR            | 107.76   |
| 378. | KONDLA NARAYANA & CO. - BEJJANKI    | 50.86    |
| 379. | MARUTI ENTERPRISES - KHANDWA        | 1.00     |
| 380. | YADAV BEEJ BHANDAR - JIND           | 5.81     |
| 381. | GURUKRUPA KRUSHI KENDRA - RANISAWAR | 5.55     |
| 382. | AGRO CHEMICAL AGENCIES - MANESWAR   | 757.86   |
| 383. | SIDDI VINAYAKA TRADERS - NARAYANKHE | 74.48    |
| 384. | VAIBHAV KRUSHI SEVA KENDRA - CHIKHA | 30.96    |
| 385. | SHREE SAI SIDDHI AGRO AGENCIES - DH | 225.79   |
| 386. | SAI RAM AGENCIES - IRSULAPURAM      | 183.18   |
| 387. | KANAKA LAXMI AGRO CHEMICAL STORE -  | 208.68   |
| 388. | MAHIMA KRUSHI SEVA KENDRA - PANCHGA | 95.60    |
| 389. | KISAN BEEJ BHANDAR - PAOTA          | 62.19    |
| 390. | SURYA AGRO AGENCIES - GABBUR        | 486.16   |
| 391. | KAVERI SEEDS & PESTICIDES - PUTTAVA | 389.99   |
| 392. | PRANITI KRUSHI KENDRA - PANDHREWADI | 13.63    |
| 393. | ECO SAFE WASTE MANAGEMENT PRIVATE   | 43.47    |
| 394. | BOBBY TRADERS - BEWAR               | 15.13    |
| 395. | CHIRIPAL INDUSTRIES LTD.            | 42.31    |
| 396. | SIDDHESHWARI CORPORATION            | 51.24    |
| 397. | MEAGA COMMERCE                      | 290.58   |
| 398. | PREM INDUSTRIES                     | 2.31     |
| 399. | TULSI TRADERS                       | 19.86    |
| 400. | SHWETA AGRO SYNDICATE               | 7,145.76 |
| 401. | SHREE JAGDAMBA TRADING CO.          | 11.77    |
| 402. | THE M.A.I.D.C LIMITED               | -300.38  |
| 403. | VISHWESHWAR KRUSHI SEVA KENDRA - UG | 112.60   |
| 404. | SHWETA AGRO SYNDICATE               | 480.00   |
| 405. | M/S SHIVNERI ENTERPRISES            | 64.00    |
| 406. | SHIVALIK INDUSTRIES                 | 556.71   |
| 407. | S.K.INTERNATIONAL                   | 279.70   |
| 408. | ANSARI STEEL                        | 405.41   |
| 409. | EXEL CHEMICALS (I) PVT. LTD.        | 40.89    |
| 410. | ANUPAM CREATION PVT LTD             | 14.05    |
| 411. | THE GENERAL MANAGER (BNP)           | 230.93   |
| 412. | POOJA CHEMICALS                     | 29.47    |

| Sr. No. | Customer name                         | Addition Q3 2019-20 |
|---------|---------------------------------------|---------------------|
| 413.    | DIC INDIA LIMITED.                    | 271.95              |
| 414.    | K K POLYCOLOR ASIA LTD                | 220.51              |
| 415.    | RAJ TRADERS                           | 93.99               |
| 416.    | Kiri Advance                          | -2,834.40           |
|         | Total Bad Debts during the Q3 2019-20 | 36251.90            |
|         | <b>Add -</b>                          |                     |
|         | Sundry Balance Written Off / Back     | (1,466.17)          |
|         | Bad Debts                             | 461.97              |

### **Query 3**

*Please provide details of the Available for sale investments and disclose the investment yield on these products.*

### **Response to Query 3**

| <b>Particulars</b>                                  | <b>Amount in<br/>Rs. In<br/>Thousand</b> |
|---|--|
| LIC MF Liquid Fund Direct Plan Growth - MOL         | 1,00,000.00                              |
| Current Investments in Mutual Funds (IND AS) - MOL  | 265.83                                   |
| <b>Available for sale investments - Company (A)</b> | <b>1,00,265.83</b>                       |
|   |  |
| ICICI Prudential Liquid Fund - MFL                  | 1,20,275.58                              |
| Current Investments in Mutual Funds (IND AS) - MFL  | 723.08                                   |
| <b>Available for sale investments - MFL (B)</b>     | <b>1,20,998.66</b>                       |
|   |  |
| <b>Available for sale investments - Group (A+B)</b> | <b>2,21,264.49</b>                       |

### **Investment Yield :-**

**Statement showing performance as on 01-Sep-19**

| <b>Scheme Name</b>                     | <b>YTM (%)</b> |
|--|----------------|
| <b>Liquid Fund</b>                     |                |
| <b>LIC MF Liquid Fund - Direct (G)</b> | <b>6.12</b>    |
| <b>AXIS Liquid Fund - Direct (G)</b>   | <b>6.01</b>    |

**Statement showing performance as on 31-Dec-19**

| Scheme Name                     | YTM (%) |
|---------------------------------|---------|
| Liquid Fund                     |         |
| LIC MF Liquid Fund - Direct (G) | 5.25    |
| AXIS Liquid Fund - Direct (G)   | 5.26    |

**Query 4**

*The Company has Cash and bank balance of Rs 230.51 million as at 31 December 2019 and please demonstrate how the Company has sufficient working capital to meet its Borrowings obligations of Rs 2.85 billion as they come due in one year or less or on demand.*

**Response to Query 4**

The Company has sufficient Working Capital limit and the balance of Profit earned during the year to meet borrowing obligations..

**Query 5**

*Paragraph 1.2 of Appendix 7.2 of Listing Manual requires issuer to state reason if no dividend has been declared. Please disclose accordingly.*

**Response to Query 5**

The Profit has been ploughed back for capital expenses. The management normally decides for the dividend at the end of the financial year on the basis of Profit available for appropriation after its requirement.

**Query 6**

*An Interested Person Transaction (“IPT”) mandate is subject to annual renewal with requirements set out in Rule 920. The Company’s IPT mandate expired on 31 March 2019 as it has not been renewed at its AGM FY2019. Please disclose all IPTs which took place from 1 April 2019 onwards and whether the Company is in compliance with Chapter 9 of the Listing Manual, in particular Rule 905 and 906.*

**Response to Query 6**

The Group NTA is around Rs. 57 Crore (5%).

By Order of the Board

Kamlesh Dinkerray Mehta  
Company Secretary

21 February 2020