



Annual Report 2015-16







Values

Honesty and Transparency

Team Spirit

Quality & Excellence at every Level

Long Term Vision

Innovation

Passion

Mission

Paayas Milk Producer Company is committed to increase the income of their members by reducing the cost of milk production and enhancing their milk business.

Vision

Being committed to its mission, Paayas Milk Producer Company shall become one of the pioneer companies among world dairy enterprises and shall prove to be the first choice of its members, customers and employees.





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"I have always believed that once you identify the best person for a particular project and tell him or her exactly what you expect, you must put your complete trust in that person, allowing him or her to work independently without interference. If you do, the project is bound to succeed."

-Verghese Kurien, 'I too had a Dream'



Board of Directors visit to 44th Dairy Industry Conference, NDRI Karnal

Board of Directors

(As on March 31, 2016)

Mr. Anil Kumar

Chairman

Mrs. Manju Jakhar

Director

Mrs. Kaushal Yadav

Director

Mrs. Mamta Choudhary

Director

Mr. Bhagwan Sahay

Director

Mr. Baldev Ram Berwal

Director

Mr. Doongar Singh Rathor

Director

Mr. Bhanwar Lal Jat

Director

Mr. Sed Mal Sharma

Director

Mr. Jai Singh Rathore

Director

Mr. Meva Ram Bairwa

Director

Dr. Omveer Singh

Expert Director

Dr. C.L. Dadhich

Expert Director

Mr. Sriram Singh

Expert Director

Mr. Ratan Kumar Singh

Director & Chief Executive

Company Secretary

Mr. Anup Gupta

Chief Financial Officer

Mr. Kapil Pachori

Statutory Auditors

SB Billimoria & Co.

Chartered Accountants, Gurgaon

Internal Auditors

Ernst & Young LLP

Chartered Accountants, Gurgaon

Bankers

State Bank of Bikaner & Jaipur, Jaipur

State Bank of India, Jaipur

Oriental Bank of Commerce, Jaipur

HDFC Bank, Jaipur

ICICI Bank, Jaipur

Yes Bank, Jaipur

Registrar and Share Transfer Agent

Link Intime India Pvt. Ltd.

44 Community Centre,

2nd Floor, Naraina Industrial Area, Phase I,

New Delhi - 110028

Registered Office

Paayas Milk Producer Company Ltd.

(Corporate Identity Number: U01211RJ2012PTC038955)

Registered Office: D-232,233, 4th Floor,

Atlantis Tower, Vaishali Nagar,

Jaipur 302021, Rajasthan, India

Phone : 0141-2352736-37

www.paayasmilk.com | info@paayasmilk.com



Visit of Delegates from World Bank



Visit of Delegate from National Rural Livelihoods Mission



Ms. Manju Jakhar, Farmer Director, received Dairy Women of The Year 2016 Award from Indian Dairy Association

Year in Retrospect

It was yet another fruitful year during which the Company, following Institutional Norms, posted record Milk Procurement and Turnover. Further, it intensified Productivity Enhancement activities such as Artificial Insemination, Ration Balancing, Fodder Development, Cattle Feed and Mineral Mixture, with encouraging results. The spotlight remained on Automation leading to Transparency in Dairy Value Chain and Members' payment through Bank Account. The other thrust areas were Expansion of village / membership network with emphasis on Women Membership, Quality Management, Sales and Marketing, and National Dairy Plan (NDP). The Company adopted Policy Governance thereby becoming one of the pioneers among Farmers' Institutions in this regard. It also went for creditworthiness assessment, for the first time, from Credit Analysis & REsearch and received prestigious (AA-) rating. It became SAP enabled, in a reasonable time frame, leading to seamless integration of operations, improved reliability and processing speed. It remained among the leading National Dairy Plan implementing agencies for which a word of encouragement was received from the Government of Rajasthan, the World Bank etc. One of the members Ms. Manju Jakhar was conferred upon prestigious Dairy Women of The Year 2016 Award by Indian Dairy Association. It is an honour for Paayas family to have received this distinction so early during its journey.



5.7 LKPD

Milk Procurement



40%

Women Member



88,678

Producer Member

Dairy Value Chain

Each Milk Pooling Point and Chilling Centre is equipped with electronic weighing and testing system thereby ensuring fairness and transparency at all the levels. The details of milk transactions carried out including value of milk are provided to members in every shift in form of an auto milk receipt. Similarly, information pertaining to members is placed on Milk Pooling Point notice board every month. The Company stepped-up creation of milk market at farmers' doorstep in fresh geographies to enable new members realise benefits of fair and transparent milk procurement system. Two new Milk Chilling Centres were added taking the tally to twenty. Besides, promising outcomes were also achieved in domains such as Quality Assurance and Members' payment through their respective Bank Account despite thin Banking density in Rural Rajasthan. The Operations are SOP driven with periodic audits in place.

Quality Environment

A comprehensive Quality Plan is in place. The following measures served as facilitating factors

- ✓ Clean Milk Production drive at Village level

- ✓ Expansion and Modification of Chilling and Processing facilities with additional Quality Tests
- ✓ Revamped Work Instructions and Quality/Testing Plans
- ✓ Stringent Screening of incoming and outgoing milk
- ✓ Quality Incentive System
- ✓ Adoption of Clean Energy in form of Online Hot Water Generation at Chilling Facilities
- ✓ Skill Building for Staff and other Stakeholders

Milk Procurement

The Company organised 694 Milk Pooling Points taking its tally to 3,009, an increase of 30 per cent over the previous year. There remained an overwhelming response during membership drive resulting in addition of 19,031 new members. Average Milk Procurement grew to all time high of 570 Thousand Kilos per Day, registering a growth of 38 per cent over the previous year. A Milk Chilling Centre each at Bassi (Jaipur) and Beawar (Ajmer) was created to aid to milk procurement. The ratio of milk procurement between April to September and October to March remained 1:1.7 which is noteworthy under North India conditions.

30% ▲

Milk Pooling Point



27% ▲

Producer Membership



38% ▲

Milk Procurement







Producer Institution Building

Training and Awareness remained the thrust areas. The group carried out the following major activities with promising results.

- ✓ Producers Awareness Programme
- ✓ Women Awareness Programme
- ✓ Rural Youth Awareness Programme
- ✓ Children Awareness Programme
- ✓ Clean Milk Production Programme

Membership progression from 69,647 in 2014-15 to 88,678 in 2015-16 posting an encouraging growth of 27 per cent indicated Paayas' rising acceptance among Producers. The silver lining was Women membership growth of 43 per cent (from 25,025 to 35,767 in one year). An overwhelming women participation is a good omen for the society.

Despite Rural Rajasthan not being happily placed as far as Banking density is concerned, the Company made a significant progress by covering 92 per cent members under Producers' Payment through Bank Account, as compared to 15 per cent a year ago. Bank Accounts for remaining members are under process. Paayas is one of the pioneers to have achieved this feat not only in the State but also in the country, in Organised Dairy Sector.

Village Contact Groups and Member Relation Groups continued their role of fostering relationship between the Members and the Company. The group also organised Educational trips for Board of Directors to 'Shreeja Mahila Milk Producer Company', Chittoor, AP and National Dairy Research Institute, Karnal, Haryana.



68% ▲
Poly Pack Milk

364% ▲
Ghee

68% ▲
Cattle Feed

311% ▲
Mineral Mixture

Product Portfolio

The company markets Dairy Products under brand 'Paayas' and Animal Nutrition Products under brand 'Mudrika'.

Dairy Basket

Dairy products are made of Quality milk received only from Members. Quality, Consistency and Services are the salient enablers help Company penetrate and establish the brand quickly.

Despite competition from major regional and national players, **Poly Pack Milk** marketing grew from 25 to 42 thousand litre per day, a growth of 68 per cent which is heartening for the young organisation. A new SKU - 6 litre Double Toned Milk was introduced on market demand. The following variants in given SKU are being marketed.

Variant	Type	Min. Composition (%)	SKU
Fit N Fine	Double Toned Milk	Fat: 1.5 SNF: 9.0	200ml, 500ml, 1l, 6l
Tazza	Toned Milk	Fat: 3.0 SNF: 8.5	500ml, 1l, 6l
Gold	Full Cream Milk	Fat: 6.0 SNF: 9.0	500ml, 1l, 6l

A new SKU of 500ml ceka pack was added to the existing **Ghee** portfolio of 1 litre ceka pack and 15 kg tin. The product acceptance continued to improve taking the sale volume to 422 Metric Tonne as compared to 91 Metric Tonne during the previous year, owing to its taste, flavour and purity.

Buttermilk was launched in October. Its acceptance has gradually been increasing turning it into a sought after product. The Company also launched Curd in 200 gram pack recently with comforting response. 'Spiced Buttermilk' and 'Sweet Lassi' are under development and are likely to hit the market shortly.

Animal Feed

The Company continues making Quality Mudrika Cattle Feed and Rajasthan Specific Mineral Mixture available to Milk Producers. **Cattle Feed** is available in two variants viz BIS Type II and Gold-High Energy. The Company sold over 15,000 Metric Tonne of Cattle Feed, posting a growth of 68 per cent over the previous year. It would not be out of place to mention that the Company succeeded in achieving a multi-fold growth in Cattle Feed Distribution from 2,788 MT in 2013-14 to 15,276 MT in 2015-16 due to gigantic Network Extension, Superior Quality, Competitive Price and Efficient Supply Chain.

Rajasthan Specific Mineral Mixture is available in chelated form. Like Cattle Feed, the acceptability Mudrika Mineral Mixture also grew manifold leading to distribution of 111 MT, a rise of about 311 per cent over the previous year.





Mission Milk – National Dairy Plan – I

National Dairy Plan is a Central Sector Scheme. It is scientifically planned multi stated initiative with the following project objectives:

- i. To help increase productivity of milch animals and thereby increase milk production to meet the rapidly growing demand for milk
- ii. To help provide milk producers with greater access to the organised milk processing sector

These objectives would be pursued through adoption of focused scientific and systematic processes in provision of technical inputs supported by appropriate policy and regulatory measures.

Under National Dairy Plan, Paayas had submitted four Sub Project Plans, to NDDB for approval.

1. Village Based Milk Procurement System (VBMPS)
2. Ration Balancing Programme (RBP)
3. Fodder Development (FD)
4. Pilot model for viable Artificial Insemination delivery (AI)

All four plans are being implemented in five districts of Rajasthan - Jaipur, Sikar, Ajmer, Pali and Tonk.

Village Based Milk Procurement System

The objectives of VBMPS sub project are:

- ✓ To strengthen Paayas by building capabilities of various stakeholder through education, training and other activities
- ✓ To setup a fair and transparent procurement systems and to ensure accurate and timely payment to the milk producers
- ✓ To safeguard the interests of small dairy producers by providing round the year access to organised milk market

Focus Area

- ✓ Capacity Building
- ✓ Expansion of Milk Procurement Network viz. village coverage and inclusion of producer-members
- ✓ Procurement of equipment for weighing and testing of milk

Under VBMPS, new members in fresh geographies have been added with a focus on induction of Women Members. Training was imparted to Sahayaks and Staff belonging to field operations and Milk Chilling Centre. In addition, Leadership and Motivational programmes were conducted for Office Staff.

Key Achievements

Key Result Indicators	Achievement cumulative till March 2016
Villages covered (no.)	2,403
Cumulative Members (no.)	74,553
Small Holder Members (%)	39
Women Members (%)	41
Milk Procurement (TKPD)	491





Generation of Balanced Ration Advice

Ration Balancing Programme

The Objective of RBP Sub Project is to create awareness amongst milk producers on optimization of animal feeding by efficient utilisation of locally available feed resources at the possible least cost. It is a service offered to all producers in our area of operation. It helps producers in improving the productivity and reproductive efficiency of dairy animals by re-appropriating the available feed resources and use of mineral mixture, and also helps in bringing down the cost of milk production.

Every animal enrolled for RBP advisory has to be tagged, in its ear, with a unique ID for its registration under INAPH. To carry out the programme, 914 Local Resource Persons (out of which 24 were women), chosen from amongst educated rural youth were trained and deployed.

After completion of classroom training, each trainee was provided with a netbook, an internet dongle, a set of uniform and required RBP gear and then was deployed as Local Resource Persons in her/his native village, in a fashion that one LRP manage two villages. Post classroom training, these LRPs were exposed to field demos on RBP processes. LRP were introduced to the producers during the village level meetings. Wall painting, tin signage and RBP posters in buzzing areas of villages were put in place as a part and parcel of awareness campaign.

Following are the Key Stages:

1. Registration of animals
2. Evaluation of animals' nutrient status
3. Formulating least cost ration with locally available feed resources
4. Repeat Advice

Results of RBP*

Average Impact due to RBP (per Animal per day)	
Increase in Milk yield	50 g
Reduction in Feed Cost	10%
Increased income of beneficiary	₹22

*Source: INAPH, by NDDB Anand, till March 31, 2016

Key Achievements

Key Result Indicators	Achievement cumulative till March 2016
Trained LRPs deployed (no.)	1,350
Villages covered under RBP (no.)	2,700
Animals covered under RBP (no.)	1,82,697
Producers covered under RBP (no.)	1,15,906
Reduction in feeding cost per kg of milk (%)	10.3

Fodder Development

The Objective of FD Sub Project is to promote the conservation of green fodder and crop residues by demonstrating silage making, use of mowers and biomass storage silos. In Rajasthan, fodder availability is a challenge due to scarcity of water for irrigation. The way-out therefore remains to educate and train producers to optimize output from fodder or biomass yield per unit of acreage, preserve surplus fodder for lean periods, and to introduce modern harvesting and storage techniques to minimize losses and establish low cost technologies towards fodder conservation. The Company undertook the following programmes:

- ✓ Mower Demonstration
- ✓ Silage Demonstration
- ✓ Biomass Storage Bunker





Perennial Napier Grass



Multicut Nutrifeed Pearl Millet

Key Achievements

Key Result Indicators	Achievement cumulative till March 2016
Mower (Manual & Auto) Demonstration (no.)	148
Village covered under demonstration (no.)	357
Producers seen demonstration (no.)	4,207
Producers adopted use of mowers (no.)	158
Silage making Demonstration (no.)	95
Village covered under demonstration (no.)	255
Producers seen demonstration (no.)	2,908
Producers adopted the technology (no.)	157
Biomass Storage Silo Construction (no.)	3

Besides, for small and marginal milk producers, Company has introduced low-cost Silage bags (Capacity 1 Metric Tonne) with fairly encouraging results. As many as 64 demos were carried out in this regard.

Hybrid seeds, such as Lucern, Sorghum and Millet Seeds, were distributed to increase fodder production. A total of 195 quintal fodder seed was distributed. In future, several other varieties of fodder such as Drum Sticks, Cactus and Hybrid Maize are under plan.

Pilot model for viable Artificial Insemination delivery

The objectives of AI sub project are:

- ✓ To provide quality AI services at producers door step using top genetics available in the country aimed at producing superior calves with higher productivity.

- ✓ To provide efficient service following SOP through well trained and qualified AI Technicians aimed at improving the conception rate and reducing the inter calving interval and increasing the productive life of the animal.
- ✓ To provide infertility management support to dairy producers aimed at reducing infertility problems in field and reducing 'inter calving period' thereby increasing the proportion of 'In milk' animals in a given year leading to increased milk production.
- ✓ To provide advisory services to producers with respect to animal health, animal breeding and animal nutrition for creating awareness about profitable dairy animal management
- ✓ To capture and maintain the breeding data of all the inseminated animals linked to unique identification number to determine 'reproductive efficiency' of bulls, cow and evaluate the qualitative performance of AI technicians, region or a state and to implement management changes based on objectively gathered data.

To carry out AI at village level, the Company selected AI Technicians from amongst the educated rural youth. After providing them training for couple of months in NDDDB training centres and in field, they are allotted six villages to undertake AI operation. The Company carried out village meetings/AI Centre launches and used suitable extension material to educate the producers about this activity. During meetings AI technician was introduced to the producers.

Key Achievements

Key Result Indicators	Achievement cumulative till March 2016
MAITs (no.)	450
Village Covered (no.)	3,116
AI done (no.)	3,14,414
AI conception rate based on First AI follow up (%)	43



Artificial Insemination

Technological Advancement

The Company reaped sumptuous benefits as detailed below by adopting the following technology

Enterprise Resource Planning - SAP

It went live during February 2016, strengthening transparency in operations and enabling real time information availability across value chains. It aids in seamless integration of operations and improved reliability and processing speed. Some added benefits are as follows

- ✓ One system fulfilling all requirements with seamless integration of processes
- ✓ Synchronisation between IMMS and SAP
- ✓ Milk Payment processing time reduced significantly
- ✓ Enabled Payment SMS to Individual Members

The Company has also established a robust **Data Centre** Solution to host IT Infrastructure Component and Managed Services.

General Packet Radio Service (GPRS)

It is under trial in a section of Milk Pooling Points. It is expected to be put in place at all the Milk Pooling Points by close of the year. This will lead to the following advantages

- ✓ Enables Milk Data transfer from MPP to Central Server in Real Time
- ✓ Milk Pricing & Member Data from Central Server to MPP

Mobile Technology

Field force is the face of the Company while interacting with Members and Sahayak at the Village level. The Company empowered them by providing with a set of Mobile Tablets. This helps fetch the following on regular basis to enable them discharge their responsibilities more effectively

- ✓ Relevant Exception Reports
- ✓ Route Info and Member Data

Call Centre

A Call Centre with an appropriate SOP was established to support Field Engineering Services in managing Equipment Breakdown at MPP level in a systematic manner.



Key events (2015-16)



Visit of World Bank Delegates



Regional Review Meeting on National Dairy Plan



Inauguration of Milk Chilling Centre Beawar



Discourses by Dr. Devdutt Pattanaik



Green India Movement - 30,000 saplings planted



Fourth Annual General Meeting



Paayas Presentation on Business Growth and Governance Challenges during Workshop on 'Governance Issues in Producer Organisations' organised by NDDB



Plain Buttermilk Launched



Milk Day Celebration



Inauguration of Milk Chilling Centre Bassi



SAP Goes Live



Smt. Manju Jakhar (Director) receives Dairy Women of The Year 2016 award from Indian Dairy Association



Visit of Social Experts from World Bank



Visit of World Bank Delegates



Visit of National Rural Livelihoods Mission Delegate



Field Visit of World Bank Delegates



Refresher Programme for Quality Officers



Village Awareness Programme

Training and Skill Building

Following is the list of Training Programmes organised till last year across various verticals:

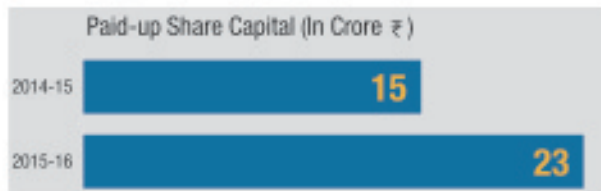
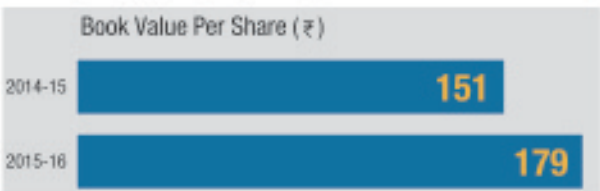
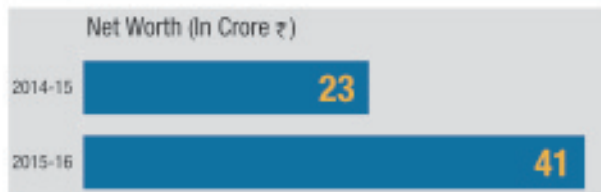
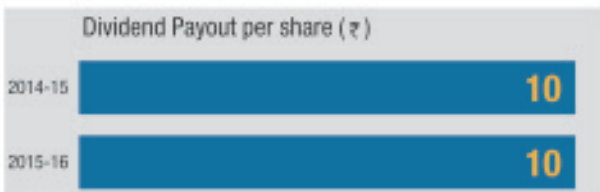
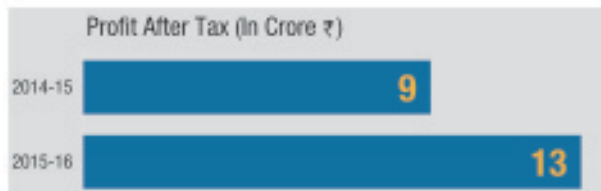
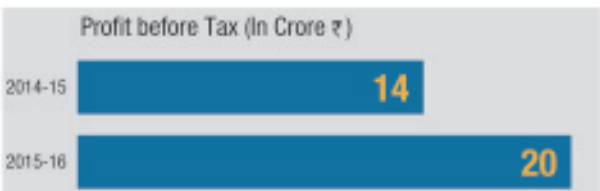
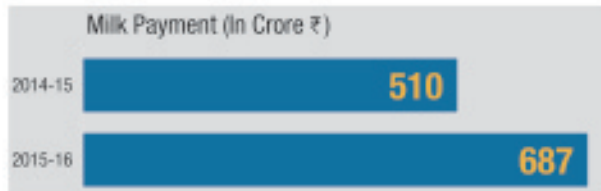
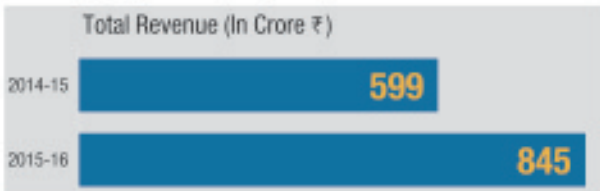
Village Based Milk Procurement System					
Name of the Programme	Partakers	SC/ST	Women	Participants	
Producer Awareness Programme	Milk Producers	1,951	7,887	28,242	
Awareness Programme on Clean Milk Production	Milk Producers	2,529	9,541	28,254	
Women's Awareness Programme	Women	804	5,576	9,437	
Rural Youth Awareness Programme	Rural Youth	152	8	2,176	
Awareness Programme / Competitions for Children	School Children	-	2,590	5,601	
MRG Orientation Programme	Members of MRG	65	87	7,613	
UCG Orientation Programme	Members of UCG	-	-	1,957	
Business & Governance Strategy Workshop for BODs	Board of Directors	2	9	50	
Exposure Visits for BODs	Board of Directors	2	8	35	
Institution Building - Trainers' Training programme	IB Executives	15	23	157	
Leadership Development Programme	Board of Directors	8	4	149	
Training of MCC Operators on Operation/Maintenance	MCC Staff	6	-	126	
Sahayak Orientation Programme	Sahayaks	138	47	6,212	
Sahayak Refresher Programme	Sahayaks	22	4	1,171	
Training on Procurement, PIB& QA for Facilitators	Facilitators	11	1	247	
Training on Procurement, PIB& QA for Area Officers	Area Managers	-	-	45	
Skill Development Programme for Office Assistants	Office Assistants	-	1	24	
Motivation Programme for Office Assistants	Office Assistants	-	-	18	
Team Building and Leadership Development	Office Assistants	-	-	41	
Training Programme for Quality Assurance Officers	QA Officers	-	-	10	
Training Programme for QA assistants	QA Assistants	5	-	117	
Sub Total		5,710	25,786	91,682	
Ration Balancing Programme					
Name of the Programme	Partakers	SC/ST	Women	Participants	
LRP Basic Training	LRP	103	61	1,580	
LRP Refresher Training	LRP	37	33	670	
Animal Nutritionist & Technical Officer Basic Training	AN& TO	3	-	25	
Animal Nutritionist & Technical Officer Refresher Trn.	AN & TO	1	-	6	
IT Officer Training on Software	IT Officers	-	-	2	
Sub Total		144	94	2,283	
Fodder Development Programme					
Name of the Programme	Partakers	SC/ST	Women	Participants	
Training on Fodder Production and Conservation	FDO	1	-	24	
Sub Total		1	-	24	
Artificial Insemination Programme					
Name of the Programme	Partakers	SC/ST	Women	Participants	
AI Basic Trainings for MAITs	MAIT	28	-	536	
AI Field Trainings for MAITs	MAITs	-	-	491	
Veterinary Executive & Breeding Specialist Training	VE&BS	-	-	31	
INAPH Training for MAITs	MAIT	-	-	519	
Sub Total		28	-	1,577	
Grand Total		5,883	25,880	95,566	

...को जो उनके लिए
...की जाती है कि सुनी
...की जायेगी की जायेगी की
...ने से दलित नहीं निकाले
...उपलब्ध पाठकों को सुना रहे
...किसी को नहीं करते।
...से अनुभव है कि आज
...निकालने से सम्बन्ध
...लाने वाली शक्ति को अपने
...सम्बन्ध कर रहे हैं जो कुछ
...निकाल का बटन अवरुद्ध करते।



Member Receiving Milk Payment through Bank Account

Key Financial Indicators



**PAAYAS MILK PRODUCER COMPANY LIMITED
DIRECTORS' REPORT TO THE SHAREHOLDERS**

The Directors are pleased to present before you their Fourth Annual Report on the operations of the Company along with the Audited Accounts for the year ended March 31, 2016.

The Company was incorporated on May 19, 2012 as a Producer Company under the provisions of Part IXA of the Companies Act, 1956 in the State of Rajasthan to undertake the business of pooling, purchasing, processing of milk and milk products primarily of the Members and also of others, marketing of the same and to deal in activities that are part of or incidental to any activity related thereto.

Financial Results

The summarized Financial Results are as under:

Particulars	For the year ended March 31, 2016 (Rs in Crore)	For the year ended March 31, 2015 (Rs in Crore)
Total Revenue	845.30	599.47
Total Cost including expenses	825.40	585.51
Profit/(Loss) before tax	19.90	13.96
Provision for Taxation	7.01	4.96
Profit/(Loss) after tax	12.89	9.00

It gives us an immense pleasure to inform that, during the year under report, the Company achieved a turnover of Rs. 845.30 Crores which is a record.

During the year under review, the total revenue from the operations increased to Rs. 845.30 Crores, as against Rs. 599.47 Crores in previous year registering a growth of 41 percent. The total cost including expenses increased to Rs. 825.40 Crores as against Rs. 585.51 Crores in previous year.

The Profit After Tax is Rs. 12.89 Crores as against Rs. 9.00 Crores in previous year registering a growth of 43 percent.

Limited Return (Dividend)

The Board of Directors are pleased to recommend limited return (dividend) at the rate of Rs. 10 per equity share absorbing Rs. 2.74 Crores (including Dividend Distribution Tax of Rs. 46.42 Lakh). The limited return (dividend) will be paid to those members, whose names appear in the Register of Members of the Company as on March 31, 2016.

Transfer to General Reserve

Pursuant to provisions of article no 11.10 of the Articles of Association of the Company read with Section 581ZI of the Companies Act 1956, the Board proposes to transfer Rs 10.14 Crores to the credit of General Reserve in the Balance Sheet.

Operations

The Company is harvesting raw milk from 8 Districts of Rajasthan covering 2,766 villages and 3,009 Milk Pooling Points in its area of operation. During the period under review, the Company procured 20.27 Crore litre as against to 14.6 Crore litre raw milk in previous year. The Company continues to pay competitive price to its members towards milk being procured.

The company continues to sell Poly Pack Milk (PPM) in different variants in the state of Rajasthan. During the period under review, total sales of Poly Pack Milk and Ghee remained 154 Lac Litre and 422 MT respectively as against 92.9 Lac litre and 91.2 MT in previous year. The Company believes that there is further scope for sale of its milk and milk products and therefore to strengthen the sales & distribution network, 85 distributors and 1,704 retailers were added. The Company commenced marketing operations in Kota, Jhalawar, Bundi and Baran districts of Rajasthan for the first time.

Recognition

Indian Dairy Association (IDA) which is the apex association of Indian Dairy Sector chose Smt. Manju Jakhar (Director) for the Dairy Women of The Year 2016 award. During 44th Dairy Industry Conference held on February 18, 2016 at NDRI Karnal. IDA honoured Smt. Jakhar by presenting the said award to her in presence of leading academicians and industry luminaries. It was an honour for Paayas family to receive recognition so early and to find one of its member considered for the said prestigious award.

Credit Rating

During the year under review, Credit Analysis & Research Ltd. ("CARE") affirmed the "AA-" ("Double A Minus") rating. The rating is an opinion on the general creditworthiness of the Company.

Product Portfolio

Milk and Milk Products

The Company is committed to serving consumers with quality milk and milk products. It markets Poly Pack Milk in various SKU in Jaipur and in other parts of Rajasthan.

Variant	Type	Composition (%) (minimum)	SKU
Fit N Fine	Double Toned Milk	Fat:1.5 SNF:9.0	200ml, 500ml, 1l, 6l
Tazza	Toned Milk	Fat:3.0 SNF:8.5	500ml, 1l, 6l
Gold	Full Cream Milk	Fat:6.0 SNF:9.0	500ml, 1l, 6l

The company also markets bulk milk to Mother Dairy and other interested buyers.

Ghee

Paayas Ghee is being sold in various SKU such as 1 litre / half litre Ceka Pack and 15 kg Tin both through rural and urban marketing channels.

Buttermilk

Paayas Chaach was launched in October 2015 and it has received encouraging response from consumers, selling more than 4 lakh litres in six months.

Cattle Feed

The Company sold about 15,000 metric tonne Cattle Feed during 2015-16 under its own brand Mudrika in two variants - BIS Type II and Gold-High Energy. As compared to previous year the growth in sale is of about 65 percent.

Rajasthan Specific Mineral Mixture

Taking into account the specific need of minerals which are not available in Rajasthan soil, the Company organised to develop Rajasthan Specific Mineral Mixture and it has been providing the same to the producers at a competitive price under its own brand - Mudrika. The response users has rather been encouraging, as a result of which distribution of about 110 metric tonne mineral mixture. This has led to a growth of about 300 percent over the previous year sale.

Product Development

Encouraged by the response received in case of Paayas products, the Company is in the process of developing new products such as Curd, Sweet Lassi and Spiced Buttermilk.

ICT Projects / ERP Implementation

The Company became ERP (SAP) enabled in a record time. Its benefits includes Complete Automation, Centralized Information System, Real Time availability of Data and Information, Improved level of Scalability in system & Business Support, Efficiency & Accuracy and Use of mobile technology.

Producer Institution Building (PIB)

PIB focus remained awareness generation among members about their roles and responsibilities and also about various activities & schemes of the Company. Paayas conducted 'Producer Awareness Programme' covering 12,232 producers/members in five districts of Rajasthan viz. Jaipur, Sikar, Tonk, Pali and Ajmer. Also, 12,229 producers/members were covered under 'Awareness programme on Quality and Clean Milk Production'. Further under 'Women Awareness Programme' 4,092 women milk producers were covered. The focus was to encourage them come forward and actively participate in Dairy activities.

Being a single tier Company with a large operational area and membership base, it is essential that some informal groups be created in order to redress the members' issues and to strengthen relationship and bonding between the Company and its members for ensuring effective two way communication. Keeping this in mind, 1,141 informal Village Contact Groups (VCGs) were created at village level and 162 informal Member Relation Groups (MRGs) at milk route level. In addition, 1,175 rural youths were also trained under 'Rural Youth

Awareness Programme' to encourage them understand the importance of dairying as an emerging source of livelihood and sensitize them accept this as a profession. Further under 'Awareness Programme for School Children', 1,517 school-going children were oriented on nutritional aspects of milk and milk products. They were encouraged to consume adequate dairy products in order to keep them healthy.

The Company also conducted 'Leadership Development Programmes' for MRG members in which 73 people were trained with a view to groom them for leadership roles.

To educate Board members on Policy Governance, two workshops were organized on 'Business and Governance Strategy' and on 'Skill Building on Finance'. The Policy Documents were discussed thread-ware and were finalised for their adoption.

As a step towards Board Orientation, Board Members visited 'Shreeja Mahila Milk Producer Company Ltd', Tirupati and participated in 44th Dairy Industry Conference organized in NDRI Karnal.

Sub Project Plan (SPP)

The Company had submitted four Sub Project Plans under National Dairy Plan - Phase I, to Project Management Unit, located at NDDB, for the following elements:

1. **Village Based Milk Procurement System**
2. **Ration Balancing Programme**
3. **Fodder Development**
4. **Pilot model for viable Artificial Insemination delivery**

PMU approved all the aforesaid SPPs and grant in aid under NDP-I. All four plans are being implemented in company's operational five districts of Rajasthan viz. Jaipur, Sikar, Ajmer, Pali and Tonk.

Village Based Milk Procurement System (VBMPS)

VBMPS aims to strengthen to the Company building capabilities of various stakeholder through Milk procurement, building awareness, organizing training sessions and other such activities. Its objective is to setup a fair and transparent procurement system and to ensure accurate and timely payment to members. VBMPS ensures to safeguard the interests of small farmers by providing them, round the year access to organised dairy market.

Under this project, the Company plans to cover a total of 2,716 village in five districts. At the end of the project, the number of members to be covered under the project are estimated at 1,00,105 and Milk Procurement is planned at 7,42,000 Kg per day.

Two new Chilling Centres were added at Bassi (Jaipur district) and Bewar (Ajmer district) under VBMPS. Training was organised for 100 percent Sahayaks, MCC and Field Staff in various domain. Leadership and motivational programmes were also organised for members of Staff.

The Company ended up with procuring 491 TKPD milk from 74,553 members located in 2403 villages belonging to Sub Project Plan (SPP) Area.

Ration Balancing Programme (RBP)

RBP aims to improve production and reproduction of animals through adoption of scientific method of feeding with provision of technical inputs and services to milk producers at their doorstep, thereby improving milk production efficiency and economic return from dairying.

The Company continues to develop network to provide RBP services in about 2,700 villages in a phased manner. RBP has helped changing traditional feeding practices. The Company organised several mass awareness campaigns to educate producers.

The Company ended up with deployment of 1,350 Local Resource Persons (cumulative), who carried out Ration Balancing for 1,82,697(cumulative) animals scattered in 2,700 villages (cumulative).

Fodder Development (FD)

To ensure supply of fodder throughout the year, it is necessary to focus on increasing the productivity of available land under fodder cultivation, improve the efficiency of fodder utilization and minimize the fodder wastages / encourage fodder conservation.

Under Fodder Development, activities such as Silage Demonstration, Mowers Demonstration, Biomass Storage Demonstration, Fodder Varietal Demonstration and Quality Fodder Seed Supply are being undertaken.

The Company ended up with 148 demonstrations of Auto & Manual Mowers, 95 demonstrations of Silage making and 3 demonstrations of Biomass Storage, covering more than 2,000 villages (all cumulative).

For small and marginal milk producers, Company also introduced low-cost Silage bags (Capacity 1 MT) with encouraging response. As many as 64 demos were carried out in this regard.

The Company continued distributing quality fodder seeds including Lucern, Sorghum and Millet Seeds etc. at affordable rates among milk producers. A total of 371 quintal fodder seed was distributed. In future, several other varieties of fodder such as Drum Sticks, Cactus, Napier Grass and Hybrid Maize etc. are planned.

Pilot model for viable Artificial Insemination delivery (AI)

The Company has implemented AI Services with an objective to deliver quality AI services through well trained qualified AI Technicians using top genetics at the doorstep of farmers in order to improve productivity of milch animals, reduce cost of milk production and maximize farmers' income.

The Company recruits local youths and provide them rigorous training in the training centre of NDDB. Follow-up after 21-days of insemination for repeat heat, pregnancy diagnosis after

90 days and calving follow-up record are kept in INAPH Software. After training, candidates are given adequate field exposure post which are being provided with necessary equipment and are deployed in field to deliver quality AI Service to the farmers at their doorstep. To facilitate efficient monitoring and field extension support for breeding service delivery, Mobile Artificial Insemination Technicians are placed into territories with nearly 20 AI centres per territory. A Veterinary Executive manages each territory. A Breeding Specialist provides technical and managerial support to 6-7 Veterinary Executives.

The Company managed to do over 2 lakh AI (42 percent conception rate basis first AI follow-up) through 450 Centres covering 3,116 villages.

Quality Assurance:

Quality remains a focus area. Our Milk chilling centres are equipped with essential Milk testing facilities. Testing equipment like Digital electronic balances, Oven, BR metres etc. are in place. Various training programmes for Chemists and MCC Incharges were organised to upgrade skill. System upgrades such as Double dock at high pouring Chilling Centre, Chiller capacity enhancement to preserve freshness of milk and setting up Model MCCs with state-of-the-art facilities viz. Auto CIP, Auto conveyor, etc. were undertaken.

Directors

Shri Sukhpal Jat retired as a Director with effect from September 14, 2015. The Board would like to thank him for his association and support as director with the Company.

Pursuant to the Article 9.6 and pursuant to Section 581ZA and other relevant articles of the Articles of Association of the Company and applicable provisions, of the Companies Act, 1956, Smt. Mamta Choudhary, Shri Sed Mal Sharma, Shri Jai Singh Rathore and Shri Meva Ram Bairwa, were appointed as Directors of the Company with effect from September 14, 2015.

Composition of Board of Directors & reappointment of Directors:

Article 9.4 of the Articles of Association of the Company deals with determination of criteria for categorising members into different classes based on their patronage and representation of such classes of members on the Board, to the extent possible, based on the patronage of members of respective class. The criteria for categorizing members into three different classes viz., Class-A, Class-B and Class-C based on patronage were approved at the first AGM of the Company.

Based on the analysis of data w.r.t., fulfilment and non-fulfilment of patronage criteria by the members during FY 2015-16, it has been found that, 67% of the total members as on March 31, 2016 have fulfilled all the prescribed criteria of patronage of their respective class. Accordingly, out of this 62% of the total members, 9% comprised of Class-A, 18% Comprised Class-B and 73% comprised Class-C. Whereas, the proportionate percentages (%) of quantity of milk (patronage) supplied by the said Class-A, Class-B and Class-C of members amongst themselves were respectively 46%, 25% and 29% during FY 2015-16. Accordingly, the composition of the Board providing for representation of each class of members on the

Board based on patronage of each class of members comes to 5 directors for Class-A, 3 directors for Class-B and 3 directors for Class-C respectively. The Board will meet the requirement of Article 9.5, as following:-

Class-A Directors-

Pursuant to Article 9.6 of the Articles of Association of the Company, Shri Bhanwar Lal Jat Director of the Company, will retire at the ensuing AGM of the Company and not being offer himself for re-appointment.

Based on the recommendation of Nomination Committee, the Board recommends the appointment of Smt. Geeta Devi Gurjar "representing Class-A" to fill up the vacancy of Class-A. The statement containing name and qualifications of the Director seeking appointment is annexed to the Notice convening 5th AGM of the Company.

This will make the total strength of Directors in Class-A to 5 Directors as permissible under Article 9.5 and 9.6 of the Articles of Association of the Company.

Class-B Directors:-

Pursuant to Article 9.6 of the Articles of Association of the Company, Smt. Manju Jakhar, Director of the Company "representing Class- B" will retire at the ensuing AGM of the Company and being eligible, offers herself for re-appointment. Based on the recommendation of Nomination Committee, the Board recommends her re-appointment.

The statement containing name and qualifications of the Director seeking reappointment is annexed to the Notice convening 5th AGM of the Company.

Pursuant to Article 9.6 of the Articles of Association of the Company, Smt. Kaushal Yadav Director of the Company, will retire at the ensuing AGM of the Company and not being offer herself for re-appointment.

Based on the recommendation of Nomination Committee, the Board recommends the appointment of Smt. Kamala Devi "representing Class-B" to fill up the vacancy of Class-B. The statement containing name and qualifications of the Director seeking appointment is annexed to the Notice convening 5th AGM of the Company.

This will make the total strength of Directors in Class-B to 3 Directors as permissible under Article 9.5 and 9.6 of the Articles of Association of the Company.

Class-C Directors:-

At present the Board has 3 directors representing Class-C, therefore, there is no retirement/election in category of Class-C directors at the 5th AGM.

Membership/Voting Rights/ Share Capital

As at March 31, 2016, the paid up share capital was Rs. 22.80 Crore, whereas 88,678 members were appearing on the register of members of the Company. During the period under

review, membership of 10,743 members have been cancelled/ surrendered due to non-fulfilment of membership criteria.

After 31 March 2016, Company has enrolled 5,478 new members and the membership of 13,281 members have been cancelled/ surrendered due to non-fulfilment of membership criteria. Therefore, the total number of members as on the date of this report stands at 80,875 members, whereas the paid up share capital is Rs. 23.50 Crore.

To avoid cancellation of membership, all the members belonging to Class-A, Class-B and Class-C are hereby requested to fulfil all the patronage criteria of their respective class and conditions for continuation of membership during the relevant financial year.

Voting Rights and attendance at AGM:

Out of total 88,678 members, 38,823 members have voting rights and remaining 49,855 members out of which membership of 13,281 members have been cancelled and 36,574 members did not pour milk for at least 200 days totalling to at least 500 litres during the previous financial year 2015-16 lost their voting rights in 5th AGM.

New members, who were admitted as members of the Company post March 31, 2016, will not be entitled to dividend for FY 2015-16 as well as voting right at 5th AGM.

Directors Responsibility Statement

In accordance with section 217 (2AA) of the Companies Act, 1956 the Board of Directors of the Company informs the members that:

- a) in the preparation of annual accounts, the applicable accounting standards along with proper explanation have been followed;
- b) the directors have selected such accounting policies and applied them consistently and made judgments and estimates that are reasonable and prudent so as to give a true and fair view of the state of affairs of the company at the end of the Financial Year and the profit for that period;
- c) the directors have 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 have prepared the annual accounts on a going concern basis.

Internal Control System

The Company has in place the proper and adequate internal control system, which ensures that all assets are safeguarded and protected and the transactions are authorized, recorded and reported correctly. Pursuant to the Section 581ZF of the Companies Act, 1956, M/s. Ernst & Young LLP, Chartered Accountants, has been appointed as Internal Auditors of the company who independently evaluate the adequacy of internal controls, and carry out the audit of accounts of the Company.

Auditors

M/s S.B. Billimoria & Co., Chartered Accountants, Statutory Auditors retire at the ensuing Annual General Meeting and being eligible offers themselves for re-appointment. The Company has received a certificate from the auditors to the effect that their reappointment if made, would be in accordance with the provisions of section 224(1B) of the Companies Act, 1956.

Your Directors recommend the re-appointment of M/s S.B. Billimoria & Co. as Statutory Auditors of the Company at the ensuing Annual General Meeting.

Particulars of Employees

Pursuant to Sections 217(2A) of the Companies Act, 1956 read with the Companies (Particulars of Employees) Rules, 1975, none of the employees were in receipt of remuneration which in the aggregate exceeds Rupees Sixty Lacs per annum or Rupees Five Lacs per month, as the case may be, during the period under review.

Conservation of Energy, Research and Development, Technology Absorption, Foreign Exchange Earning and out go.

Particulars required to be furnished pursuant to Section 217(1)(e) of the Companies Act, 1956 read with the Companies (Disclosure of Particulars in the Report of Board of Directors) Rules, 1988:

- (i) Part A and B of the Rules pertaining to Conservation of energy and Technology absorption are presently not applicable to the Company.
- (ii) Foreign Exchange earnings and outgo: Earnings - Nil; Outgo - Nil.

Acknowledgment

The Board of Directors wish to convey their appreciation to members, business associates for their support and contribution during the period under review. The Directors would also like to thank bankers, employees, both internal and statutory auditors for their continued support to the Company.

The Board of Directors acknowledge with gratitude the encouragement and support extended by National Dairy Development Board, NDDB Dairy Services and Mother Dairy Fruit & Vegetable Private Limited.

For and on Behalf of the Board of Directors

Sd/-
Anil Kumar
Chairman & Director

Place : Jaipur
Date : 08.08.2016

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF PAAYAS MILK PRODUCER COMPANY LIMITED

Report on the Financial Statements

We have audited the accompanying financial statements of **PAAYAS MILK PRODUCER COMPANY LIMITED** ("the Company"), which comprise the Balance Sheet as at 31st March, 2016, the Statement of Profit and Loss, the Cash Flow Statement for the year then ended, and a summary of the significant accounting policies and other explanatory information.

Management's Responsibility 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 ("the Act) 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 prescribed under Section 133 of the Act, as applicable.

This responsibility also includes maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding the assets of the Company and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgements 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.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit.

We have taken into account the provisions of the Act, the accounting and auditing standards and matters which are required to be included in the audit report under the provisions of the Act and the Rules made thereunder and the Order under section 143 (11) of the Act.

We conducted our audit of the financial statements in accordance with the Standards on Auditing specified under Section 143(10) of the Act. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and the disclosures in the financial statements. 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. In making those risk assessments, the auditor considers internal financial control relevant to the Company's preparation of the financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of the accounting policies used and the reasonableness of the accounting estimates made by the Company's Directors, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion on the financial statements.

Opinion

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 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 March, 2016, and its profit and its cash flows for the year ended on that date.

Report on Other Legal and Regulatory Requirements

1. As required by Section 143 (3) of the Act, we report 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 books of account.
 - d) In our opinion, the aforesaid financial statements comply with the Accounting Standards prescribed under section 133 of the Act, as applicable.
 - e) On the basis of the written representations received from the directors as on 31st March, 2016 taken on record by the Board of Directors, none of the directors is disqualified as on 31st March, 2016 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 A". Our report expresses an unmodified opinion on the adequacy and operating effectiveness of the Company's internal financial controls over financial reporting.

- g) 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, 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 did not have any long-term contracts including derivative contracts for which there were any material foreseeable losses;
 - iii. There were no amounts which were required to be transferred to the Investor Education and Protection Fund by the Company.
2. As required by the Companies (Auditor's Report) Order, 2016 ("the Order") issued by the Central Government in terms of Section 143(11) of the Act, we give in "Annexure B" a statement on the matters specified in paragraphs 3 and 4 of the Order.
3. As required by Section 581ZG of the Part IXA of the Companies Act, 1956 (in terms of section 465 of the Companies Act, 2013, provisions of part IXA of the Companies Act are applicable to a producer company in a manner as if the Companies Act, 1956 has not been repealed), we give in "Annexure C" a statement on the matters specified in that Section.

For S. B. BILLIMORIA & CO.
Chartered Accountants
(Registration No. 101496W)

Sd/-
Jitendra Agarwal
Partner
(Membership No. 87104)

Place: Gurgaon
Date: 24 June, 2016

ANNEXURE "A" TO THE INDEPENDENT AUDITOR'S REPORT

(Referred to in paragraph 3(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 Paayas Milk Producer Company Limited ("the Company") as of 31 March, 2016 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. 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") issued by the Institute of Chartered Accountants of India 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 judgement, 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 authorisations of management and directors of the company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorised acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

Inherent Limitations of Internal Financial Controls 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 March 31, 2016, based on the internal control over financial reporting criteria established by the Company considering the essential components of internal control stated in the Guidance Note on Audit of Internal Financial Controls Over Financial Reporting issued by the Institute of Chartered Accountants of India.

For S. B. BILLIMORIA & CO.
Chartered Accountants
(Firm Registration No. 101496W)

Sd/-
(Jitendra Agarwal)
Partner
(Membership No. 87104)

Place: Gurgaon
Date: 24 June, 2016

ANNEXURE "B" TO THE INDEPENDENT AUDITORS' REPORT

(Referred to in paragraph 2 under 'Reports on Other Legal and Regulatory Requirements' section of our report of even date)

- (i) In respect of its fixed assets :
 - a. The Company has maintained proper records showing full particulars, including quantitative details and situation of the fixed assets.
 - b. The fixed assets were physically verified during the year by the Management in accordance with a regular programme of verification which, in our opinion, provides for physical verification of all the fixed assets at reasonable intervals. According to the information and explanation given to us, no material discrepancies were noticed on such verification.
 - c. According to the information and explanations given to us and the records examined by us, the Company has constructed buildings on land taken on lease and the lease agreements are in the name of the Company.
- (ii) As explained to us, the inventories were physically verified during the year by the management at reasonable intervals and no material discrepancies were noticed on physical verification.
- (iii) The Company has not granted any loans, secured or unsecured, to companies, firms, Limited Liability Partnerships or other parties covered in the register maintained under section 189 of the Companies Act, 2013.
- (iv) The Company has not granted any loans, made investments or provided guarantees and hence reporting under clause (iv) of the CARO 2016 is not applicable.
- (v) According to the information and explanations given to us, the Company has not accepted any deposits from the public, and hence reporting under clause (v) of the CARO 2016 is not applicable.
- (vi) Having regard to the nature of the Company's business / activities, reporting under clause (vi) of CARO 2016 is not applicable.
- (vii) According to the information and explanations given to us, in respect of statutory dues:
 - a. The Company has generally been regular in depositing undisputed statutory dues including Provident Fund, Employee's State Insurance, Income Tax, Sales Tax, Service Tax, Value Added Tax, Cess and other material statutory dues applicable to it with the appropriate authorities. We are informed that the operations of the Company during the year did not give rise to any liability for Customs Duty and Excise Duty.
 - b. There are no undisputed amounts payable in respect of Provident Fund, Employee's State Insurance, Income Tax, Sales Tax, Value Added Tax, Service Tax, Customs Duty, Excise Duty, Cess and other material statutory dues in arrears as at 31 March, 2016 for a period of more than six months from the date they became payable.

- c. There are no dues of Income Tax, Sales Tax, Service Tax, Customs Duty, Excise Duty and Value Added Tax as on 31 March 2016 on account of disputes.
- (viii) In our opinion and according to the information and explanations given to us, the Company has not defaulted in the repayment of loans or borrowings to banks or financial institutions. The Company has not taken any loan from government and it has not issued any debentures.
- (ix) The Company has not raised moneys by way of initial public offer or further public offer (including debt instruments) or term loans and hence reporting under clause (ix) of the CARO 2016 Order is not applicable.
- (x) To the best of our knowledge and according to the information and explanations given to us, no fraud by the Company and no material fraud on the Company by its officers or employees has been noticed or reported during the year.
- (xi) The Company is a private company and hence the provisions of section 197 of the Companies Act, 2013 do not apply to the Company.
- (xii) The Company is not a Nidhi Company and hence reporting under clause (xii) of the CARO 2016 Order is not applicable.
- (xiii) In our opinion and according to the information and explanations given to us the Company is in compliance with Section 177 and 188 of the Companies Act, 2013, where applicable, for all transactions with the related parties and the details of related party transactions have been disclosed in the financial statements etc. as required by the applicable accounting standards.
- (xiv) The Company is registered under Chapter IXA of the Companies Act, 1956 and hence reporting under clause (xiv) of CARO 2016 is not applicable.
- (xv) In our opinion and according to the information and explanations given to us, during the year the Company has not entered into any non-cash transactions with its directors or persons connected with him and hence provisions of section 192 of the Companies Act, 2013 are not applicable.
- (xvi) The Company is not required to be registered under section 45-I of the Reserve Bank of India Act, 1934.

For S. B. BILLIMORIA & CO.
Chartered Accountants
(Firm Registration No. 101496W)

Sd/-
(Jitendra Agarwal)
Partner
(Membership No. 87104)

Place: Gurgaon
Date: 24 June, 2016

ANNEXURE "C" TO THE INDEPENDENT AUDITORS' REPORT

(Referred to in paragraph 3 under 'Reports on Other Legal and Regulatory Requirements' section of our report of even date)

- i. The amount of debts due from sale of goods and services are as disclosed in note 16 to the financial statements. According to the information and explanations given to us no debts are considered as doubtful of recovery.
- ii. According to the information and explanations given to us, cash on hand as at year-end has been physically verified by the management and no discrepancies were noticed on such verification. According to the information and explanations given to us, the Company does not hold any investment securities.
- iii. The details of assets and liabilities as at 31 March, 2016 are as per the financial statements of the Company as at and for the year ended 31 March, 2016.
- iv. In our opinion and according to the information and explanations given to us, the Company has not done any transaction which appears to be contrary to the provisions of part IXA of the Companies Act, 1956.
- v. According to the information and explanations given to us, the Company has not granted any loan to its directors.
- vi. According to the information and explanations given to us, the Company has not given any donations or subscriptions during the year.

For S. B. BILLIMORIA & CO.
Chartered Accountants
(Firm Registration No. 101496W)

Sd/-
(Jitendra Agarwal)
Partner
(Membership No. 87104)

Place: Gurgaon
Date: 24 June, 2016

PAAYAS MILK PRODUCER COMPANY LIMITED
BALANCE SHEET AS AT 31 MARCH, 2016

	Note No.	As at 31 March, 2016	As at 31 March, 2015
		Rupees	Rupees
A. EQUITY AND LIABILITIES			
1. Shareholders' funds			
(a) Share capital	3	228,047,300	154,118,900
(b) Reserves and surplus	4	180,775,620	79,276,141
		<u>408,822,920</u>	<u>233,395,041</u>
2. Share application money pending allotment		10,250,800	-
3. Deferred grant	5	225,583,738	150,498,473
4. Non - current liabilities			
(a) Long - term borrowings	6	-	62,960,000
(b) Long - term provisions	7	-	319,420
(c) Deferred tax liabilities (net)	8	4,568,931	5,440,955
		<u>4,568,931</u>	<u>68,720,375</u>
5. Current liabilities			
(a) Short - term borrowings	9	989,892,434	-
(b) Trade payables	10		
(i) Total outstanding dues of micro and small enterprises		-	-
(ii) Total outstanding dues of creditors other than micro and small enterprises		428,771,537	327,622,478
(c) Other current liabilities	11	127,296,890	174,931,286
(d) Short - term provisions	12	42,894,991	21,599,517
		<u>1,588,855,852</u>	<u>524,153,281</u>
Total		<u>2,238,082,241</u>	<u>976,767,170</u>
B. ASSETS			
1. Non - current assets			
(a) Fixed assets			
(i) Tangible assets	13a	303,977,060	259,164,616
(ii) Intangible assets	13b	64,448,644	18,581,887
(iii) Capital work-in-progress	13c	63,707,964	43,371,059
		<u>432,133,668</u>	<u>321,117,562</u>
(b) Long - term loans and advances	14	5,633,602	1,956,806
		<u>437,767,270</u>	<u>323,074,368</u>
2. Current assets			
(a) Inventories	15	82,485,442	43,931,143
(b) Trade receivables	16	1,086,822,743	250,021,950
(c) Cash and cash equivalents	17	611,504,641	349,381,309
(d) Short - term loans and advances	18	17,228,118	4,183,267
(e) Other current assets	19	2,274,027	6,175,133
		<u>1,800,314,971</u>	<u>653,692,802</u>
Total		<u>2,238,082,241</u>	<u>976,767,170</u>

See accompanying notes forming part of the financial statements
 In term of our report attached

For S.B. BILLIMORIA & CO.
 Chartered Accountants

Sd/-
JITENDRA AGARWAL
 Partner

Place: Gurgaon
 Date: 24.06.2016

For and on behalf of the Board of Directors

Sd/-
Manju Jakhar
 Director

Sd/-
Anup Gupta
 Company Secretary

Place: Jaipur
 Date: 24.06.2016

Sd/-
Bhagwan Sahay
 Director

Sd/-
Kapil Pachori
 Sr Manager(Finance)

Sd/-
Ratan Kumar Singh
 Director & Chief Executive

PAAYAS MILK PRODUCER COMPANY LIMITED
STATEMENT OF PROFIT AND LOSS FOR THE YEAR ENDED 31 MARCH, 2016

	Note No.	Year ended	Year ended
		31 March, 2016	31 March, 2015
		Rupees	Rupees
1. Revenue from operations	20	8,427,938,193	5,968,306,041
2. Other income	21	25,135,688	26,421,217
3. Total revenue (1+2)		8,453,073,881	5,994,727,258
4. EXPENSES			
(a) Cost of materials consumed	22	182,659,671	30,268,643
(b) Purchases of traded goods	23	7,303,812,882	5,268,016,191
(c) Changes in inventories of finished goods & stock-in-trade	24	(44,020,535)	(5,699,417)
(d) Employee benefits expense	25	68,683,635	62,359,707
(e) Finance costs	26	22,222,413	9,423,268
(f) Depreciation and amortization expense	13	34,143,100	15,865,760
(g) Other expenses	27	686,498,039	474,846,633
Total expenses		8,253,999,205	5,855,080,785
5. Profit before tax (3-4)		199,074,676	139,646,473
6. Tax expense:			
(a) Current tax		71,000,000	46,305,832
(b) Deferred tax charge/(credit)		(872,024)	3,319,765
Net tax expense		70,127,976	49,625,597
7. Profit for the year (5-6)		128,946,700	90,020,876
8. Earnings per equity share:	31		
(Nominal value Rs. 100 per share)			
(a) Basic		76.27	87.52
(b) Diluted		76.25	87.52

See accompanying notes forming part of the financial statements

In term of our report attached

For and on behalf of the Board of Directors

For S.B. BILLIMORIA & CO.

Chartered Accountants

Sd/-
JITENDRA AGARWAL
Partner

Sd/-
Manju Jakhar
Director

Sd/-
Anup Gupta
Company Secretary

Sd/-
Bhagwan Sahay
Director

Sd/-
Kapil Pachori
Sr Manager(Finance)

Sd/-
Ratan Kumar Singh
Director & Chief Executive

Place: Gurgaon
Date: 24.06.2016

Place: Jaipur
Date: 24.06.2016

PAAYAS MILK PRODUCER COMPANY LIMITED
CASH FLOW STATEMENT FOR THE YEAR ENDED 31 MARCH, 2016

	Year ended 31 March, 2016 Rupees	Year ended 31 March, 2015 Rupees
A. CASH FLOW FROM OPERATING ACTIVITIES:		
Profit before tax	199,074,676	139,646,473
Adjustments For :		
Finance costs	21,018,532	7,908,569
Interest income	(17,390,780)	(14,699,644)
Depreciation and amortization expense	34,143,100	15,865,760
Operating Profit before working capital changes	236,845,529	148,721,158
Adjustments for movement in working capital:		
Decrease/(increase) in inventories	(38,554,299)	(9,614,244)
Decrease/(increase) in trade receivables	(836,800,793)	(210,597,140)
Decrease/(increase) in long term loans and advances	(3,636,691)	-
Decrease/(increase) in short term loans and advances	(13,044,851)	933,103
(Decrease)/increase in trade payables	101,149,059	258,803,319
(Decrease)/increase in provisions	(319,420)	319,420
(Decrease)/increase in other current liabilities	(38,283,320)	11,942,662
Cash generated from/(used in) operations	(592,644,786)	200,508,278
Net income taxes (paid)/refund	(59,128,632)	(46,292,970)
Net cash flow from/(used in) operating activities (A)	(651,773,418)	154,215,308
B. CASH FLOW FROM INVESTING ACTIVITIES:		
Decrease/(increase) in bank balances not considered as cash and cash equivalents	(16,961,289)	(36,476,855)
Capital expenditure on fixed assets (net of capital grant received)	(104,469,823)	(57,052,624)
Interest received	21,291,885	13,507,151
Net cash flow from/(used in) investing activities (B)	(100,139,227)	(80,022,328)
C. CASH FLOW FROM FINANCING ACTIVITIES:		
Proceeds from issue of share capital	73,928,400	62,292,600
Share application money received	10,250,800	-
Repayment of long term borrowings	(62,960,000)	-
Net increase/(decrease) in working capital borrowings	989,892,434	(55,584,193)
Dividend Paid including dividend tax	(7,850,613)	(10,743,218)
Finance costs paid	(6,186,333)	(7,908,569)
Net cash flow from/(used in) financing activities (C)	997,074,688	(11,943,380)
Net increase/(decrease) in Cash and cash equivalents (A+B+C)	245,162,043	62,249,600
Cash and cash equivalents at beginning of the year	159,809,030	97,559,429
Cash and cash equivalents at the end of the year	404,971,073	159,809,030
Components of Cash and cash equivalents as at:		
Balances with banks:		
in current accounts	290,707,541	159,809,030
in deposit accounts	114,263,532	-
Cash and cash equivalents as per Cash Flow Statement	404,971,073	159,809,030
Add: Bank balances not considered as Cash and cash equivalent	206,533,568	189,572,279
Cash and bank balances as per Balance Sheet (Note 17)	611,504,641	349,381,309

See accompanying notes forming part of the financial statements
In term of our report attached

For and on behalf of the Board of Directors

For S.B. BILLIMORIA & CO.
Chartered Accountants

Sd/-
JITENDRA AGARWAL
Partner

Sd/-
Manju Jakhar
Director

Sd/-
Anup Gupta
Company Secretary

Sd/-
Bhagwan Sahay
Director

Sd/-
Kapil Pachori
Sr Manager(Finance)

Sd/-
Ratan Kumar Singh
Director & Chief Executive

Place: Gurgaon
Date: 24.06.2016

Place: Jaipur
Date: 24.06.2016

PAAYAS MILK PRODUCER COMPANY LIMITED

Notes forming part of the financial statements

1. Corporate information

Paayas Milk Producer Company Limited ("the Company") was incorporated on 19 May 2012 under Part IXA of the Companies Act, 1956.

The Company procures milk directly from milk producers through Milk Pooling Points in villages of Rajasthan and sells to various dairies. The Company also process raw milk for manufacture of Polypack Milk (PPM) and Ghee. The Company also trades in cattle feed, dairy fresh and Semen.

2. Significant accounting policies

The significant accounting policies are as follows:

a. Basis of accounting

The financial statements of the Company have been prepared in accordance with the Generally Accepted Accounting Principles in India (Indian GAAP) to comply with the Accounting Standards specified under Section 133 of the Companies Act, 2013 and the relevant provisions of the Companies Act, 2013 ("the 2013 Act") / Companies Act, 1956 ("the 1956 Act") as applicable. MCA has clarified that the provisions of part IXA of the Companies Act, 1956 shall be applicable to a producer company in the manner as if the Companies Act, 1956 has not been repealed. The financial statements are prepared on accrual basis under the historical cost convention. The accounting policies adopted in the preparation of the financial statements are consistent with those followed in the previous year.

b. Use of estimates

The preparation of financial statements in conformity with Indian GAAP requires management to make estimates and assumptions considered in the reported amounts of assets and liabilities (including contingent liabilities) and the reported income and expenses during the year. The management believes that the estimates used in the preparation of the financial statements are prudent and reasonable. Future results could differ due to these estimates and the differences between the actual results and the estimates are recognized in the period in which results are known/materialize.

c. Cash and cash equivalents (for the purposes of Cash Flow Statement)

Cash comprises cash on hand and demand deposits with banks. Cash equivalents are short-term balances (with an original maturity of three months or less from the date of acquisition), highly liquid investments that are readily convertible into known amounts of cash and which are subject to insignificant risk of changes in value.

d. Cash flow statement

Cash flows are reported using the indirect method, whereby profit / (loss) before extraordinary items and tax is adjusted for the effects of transactions of non-cash nature and any deferrals or accruals of past or future cash receipts or payments.

The cash flows from operating, investing and financing activities of the Company are segregated based on the available information.

e. Revenue recognition

Sales are recognized, net of returns and trade discounts, on transfer of significant risk and rewards of ownership to the buyers, which generally coincides with the delivery of goods to customers.

f. Other income

Interest income on deposits is recognized on accrual basis.

g. Fixed assets (Tangible/Intangible)

Fixed assets are carried at cost less accumulated depreciation / amortisation and impairment losses, if any. The cost of fixed assets comprises its purchase price net of any trade discounts and rebates, any import duties and other taxes (other than those subsequently recoverable from the tax authorities), any directly attributable expenditure on making the asset ready for its intended use, other incidental expenses and interest on borrowings attributable to acquisition of qualifying fixed assets up to the date the asset is ready for its intended use. Subsequent expenditure on fixed assets after its purchase is capitalized only if such expenditure results in an increase in the future benefits from such asset beyond its previous assessed standard of performance.

h. Capital work-in-progress

Assets which are not ready for their intended use are carried at cost, comprising direct cost, related incidental expenses and attributable interest.

i. Depreciation and amortisation

Depreciation on tangible and intangible fixed assets has been provided on straight line method as per the useful life of the assets assessed as under based on technical advice, taking into account the nature of asset, the estimated usage of assets, the operating condition of the asset, past history of replacements, anticipated technological changes, manufactured warranties and maintenance support etc.

The useful life considered for charging depreciation is as follows:

Description	Useful life (in years)
Building	30
Plant and equipment	10
Milk cans	4
Furniture and fixtures	15
Computers and software	3
Office equipment	10
Trade marks	5

Depreciation is provided pro-rata from the date of addition.

j. Inventories

Inventories comprise raw materials and packing material, finished goods and stores and spares. Inventories are valued at lower of cost and net realizable value after providing for obsolescence and other losses, where considered necessary. Cost is determined using weighted average method. Cost includes all charges incurred in bringing the inventories to their present location and condition. Finished goods include appropriate proportion of overheads.

k. Grants

Government grants and subsidies are recognised when there is reasonable assurance that the Company will comply with the conditions attached to them and the grants / subsidies will be received. Government grants related to depreciable fixed assets are treated as deferred grants which is recognised in the statement of profit and loss on a systematic and rational basis over the useful life of the asset, i.e., depreciation charge on assets procured from such grants is appropriated from Deferred Grant and recognized in the Statement of Profit and Loss by way of reduced depreciation charge.

Revenue government grants and subsidies are recognised as income over the periods necessary to match them with the costs for which they are intended to compensate, on a systematic basis and are deducted in reporting the related expense.

l. Employee benefits

Employee benefits include Provident Fund, Employee State Insurance scheme, Gratuity and compensated absences.

a. Defined contribution plans

The Company's contributions to provident fund and employees state insurance scheme is considered as defined contribution plan and are charged to the Statement of Profit and Loss based on the amount of contributions required to be made as and when services are rendered by the employees.

b. Defined benefit plans

Gratuity is considered as defined benefit plan. Gratuity is provided based on actuarial valuation carried out at the balance sheet date. The incremental liability based on an actuarial valuation as per the 'Projected Unit Credit' method, as at the reporting date, is charged to the Statement of Profit and Loss Account. Actuarial gains and losses are recognized in the Statement of Profit and Loss.

c. Short-term employee benefits

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

during the year when the employees render the services. These benefit includes performance incentives and compensated absences which are expected to occur within twelve months after the end of the period in which the employee renders the related services.

d. Long-term employee benefits

Compensated absences which are not expected to occur within twelve months after the end of the period in which the employee renders the related services are recognized as a liability at the present value of the defined benefit obligation as at the balance sheet date on the basis of actuarial valuation.

m. Earnings per share

Basic earnings per share is computed by dividing the net profit after tax by weighted average number of equity shares outstanding during the year. Diluted earnings per share is computed by dividing the net profit after tax by the weighted average number of equity shares outstanding during the year as adjusted to the effects of all dilutive potential equity shares, except where results are anti-dilutive.

n. Taxes on income

Income tax comprises current tax and deferred tax. Current tax is the amount of tax payable on the taxable income for the year as determined in accordance with the applicable tax rates and the provisions of Income Tax Act, 1961 and other applicable tax laws.

Deferred tax is recognized on timing differences; being the difference between taxable incomes and accounting income that originate in one period and are capable of reversal in one or more subsequent periods. Deferred tax is measured using the tax rates and the tax laws enacted or substantively enacted as at the reporting date. Deferred tax liabilities are recognized for all timing differences. Deferred tax assets are recognized for timing differences of items other than unabsorbed depreciation and carry forward losses only to the extent that reasonable certainty exists that sufficient future taxable income will be available against which these can be realized. However, if there are unabsorbed depreciation and carry forward losses, deferred tax assets are recognised only if there is virtual certainty that there will be sufficient future taxable income available to realize such assets. Deferred tax assets and liabilities are offset if such items relate to taxes on income levied by the same governing tax laws and the Company has a legal enforceable right for such set off.

o. Borrowing cost

Borrowing costs includes interest and ancillary costs incurred. Borrowing costs that are directly attributable to the acquisition or construction of a qualifying asset, pertaining to the period from commencement of activities relating to construction/development of qualifying asset upto the date of capitalization of

such asset, are capitalized as part of the cost of that asset. All other borrowing costs are recognized as an expense in the statement of profit and loss in the year in which they are incurred.

p. Impairment of assets

At each balance sheet date, the Company reviews the carrying values of its fixed assets to determine whether there is any indication that those assets suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of impairment loss. Recoverable amount is the higher of an assets net selling price and value in use. In assessing value in use the estimated future cash flows expected from the continuing use of the asset and from its disposal are discounted to their present value using a pre-discount rate that reflects the current market assessments of time value of money and the risks specific to the asset.

Reversal of impairment loss is recognized as income in the statement of profit and loss.

q. Provisions and contingencies

A provision is recognized when the Company has present obligation as a result of past event and it is probable that an outflow of resources will be required to settle the obligation, in respect of which a reliable estimate can be made. Provisions (excluding employee benefits) are not discounted to their present value and are determined based on best estimate required to settle the obligation at the balance sheet date. These are reviewed at each balance sheet date and adjusted to reflect the current best estimates. Contingent Assets are not recognized in the financial statements. Contingent liabilities are disclosed in the notes to accounts. Contingent assets are not recognized in the financial statements.

r. Leases

Lease arrangements where the risks and rewards incident to ownership of an asset substantially vest with the lessor are recognized as operating leases. Lease rent under operating leases are recognized in the statement of profit and loss account on straight line basis.

s. Material events

Material events occurring after the Balance Sheet date are taken into cognizance.

t. Operating Cycle

Based on the nature of products / activities of the Company and the normal time between acquisition of assets and their realisation in cash or cash equivalents, the Company has determined its operating cycle as 12 months for the purpose of classification of its assets and liabilities as current and non-current.

PAAYAS MILK PRODUCER COMPANY LIMITED
Notes forming part of the financial statements

Note 3: Share Capital

	As at 31 March, 2016		As at 31 March, 2015	
	Number of shares	Amount Rupees	Number of shares	Amount Rupees
(a) Authorised share capital				
Equity Shares of Rs. 100 each	3,000,000	300,000,000	2,000,000	200,000,000
(b) Issued, subscribed and fully Paid up share capital				
Equity Shares of Rs. 100 each	2,280,473	228,047,300	1,541,189	154,118,900

See notes (i) to (iii) below

Notes:

(i) Rights, preferences and restrictions attached to shares

The Company has issued one class of equity shares having face value of Rs. 100 each. Each member is entitled to one vote. Members are entitled to limited return (Dividend) and bonus in accordance with Article of Association of the Company.

(ii) Reconciliation of number of equity shares and amount outstanding at the beginning and at the end of the year:

	Year Ended 31 March, 2016		Year Ended 31 March, 2015	
	Number of shares	Amount Rupees	Number of shares	Amount Rupees
Shares outstanding at the beginning of the year	1,541,189	154,118,900	918,263	91,826,300
Shares issued during the year	739,284	73,928,400	622,926	62,292,600
Shares outstanding at the end of the year	2,280,473	228,047,300	1,541,189	154,118,900

(iii) The Company is registered under Part IXA of the Companies Act, 1956 as 'Producer Company' and none of the member holds 5% or more of the share capital of the Company.

PAAYAS MILK PRODUCER COMPANY LIMITED
Notes forming part of the financial statements

	As at 31 March, 2016 Rupees	As at 31 March, 2015 Rupees
Note 4: Reserves and surplus		
(a) General reserve		
Opening balance	79,276,141	7,804,643
Add: Transferred from surplus in Statement of Profit and Loss	101,499,479	71,471,498
Closing balance	180,775,620	79,276,141
(b) Surplus in Statement of Profit and Loss		
Opening Balance	-	-
Add: Profit for the year	128,946,700	90,020,876
Less:		
Proposed limited return (dividend) to members (Rs.10/- per share)	22,804,730	15,411,890
Tax on proposed limited return (dividend)	4,642,491	3,137,488
Transferred to general reserve	101,499,479	71,471,498
Closing balance	-	-
	180,775,620	79,276,141
Note 5: Deferred grant		
Opening balance	150,498,473	56,087,413
Capital Grant utilised during the year (see note 33)	146,123,469	112,970,611
Less: Depreciation pertaining to assets acquired from capital grant	71,038,204	18,559,551
Closing Balance	225,583,738	150,498,473
Note 6: Long term borrowings		
Secured		
(a) Term loan from National Dairy Development Board (NDDDB)	-	62,960,000
	-	62,960,000

Notes:

(i) Details of Security provided in respect of secured loan is as under:

The term loan is secured by a first charge over the moveable properties of the Company, present and future, save and except book debts in case of hypothecation, subject to prior charges created and/or to be created in favour of the Company's bankers on the stocks of raw materials, semi-finished and finished goods, consumable stores and book debts and such other movables as may be agreed to by the lender for securing borrower for working capital requirements only in the ordinary course of business.

(ii) Terms of repayment of long term borrowings is as under:

The loan carries interest @9% per annum and was repayable in 60 equal monthly installments over a period of 7 years with a moratorium period of 2 years on principal repayment starting from April, 2016. The term loan has been fully repaid during the financial year 2015-16.

	As at 31 March, 2016	As at 31 March, 2015
	Rupees	Rupees
Note 7: Long term provisions		
(a) Provision for employee benefits:		
(i) For gratuity	-	319,420
	-	319,420
Note 8: Deferred tax liabilities (net)		
(i) Tax effect of items constituting deferred tax liabilities:		
a. On difference between book balance and tax balance of fixed assets	3,462,248	6,025,336
b. Provision for compensated absences and gratuity	1,257,081	-
	4,719,329	6,025,336
(ii) Tax effect of items constituting deferred tax assets:		
a. Provision for compensated absences and gratuity	-	110,545
b. Disallowances under section 40(a)(i)(a) of the Income Tax Act	-	173,040
c. Disallowances under section 35D of the Income Tax Act	150,398	300,796
	150,398	584,381
Net deferred tax liability/(asset)	4,568,931	5,440,955

PAAYAS MILK PRODUCER COMPANY LIMITED
Notes forming part of the financial statements

	As at 31 March, 2016	As at 31 March, 2015
	Rupees	Rupees
Note 9: Short - term borrowings		
(a) Unsecured Loans		
(i) Bill discounting facility	989,892,434	-
	989,892,434	-
Note 10: Trade payables		
(a) Trade Payables (other than acceptances) (see note 34)	428,771,537	327,622,478
	428,771,537	327,622,478
Note 11: Other current liabilities		
(a) Application money received for allotment of securities and due for refund	4,968,004	9,961,005
(b) Interest accrued but not due on borrowings	14,832,199	-
(c) Unclaimed/Unpaid dividends	10,698,765	-
(d) Statutory dues (Contribution to PF, Withholding Tax, Service Tax, VAT etc.)	5,343,005	3,175,127
(e) Payable for purchase of fixed assets	-	34,882,039
(f) Trade / security deposits received	86,612,091	53,754,743
(g) Advances from customers	4,842,826	3,384,804
(h) Grant received (net of utilization) (see note 33)	-	69,773,568
	127,296,890	174,931,286
Note 12: Short term provisions		
(a) Provision for proposed limited return (dividend)	22,804,730	15,411,890
(b) Provision for tax on proposed limited return	4,642,491	3,137,488
(c) Provision for income tax (net of advance tax of Rs. 56,756,111; previous year Rs. 44,770,392)	15,447,770	3,050,139
	42,894,991	21,599,517

PAAYAS MILK PRODUCER COMPANY LIMITED

Notes forming part of the financial statements

Note 13: Fixed assets

Particulars	Gross Block		Accumulated Depreciation/amortisation		Amount in Rupees Net Block	
	As at April 1, 2015	As at 31 March, 2016	As at April 1, 2015	For the year March, 2016	As at 31 March, 2016	As at March 31, 2015
(a) Tangible assets (owned)						
Buildings	3,190,183	4,618,338	8,879	126,394	4,483,065	3,181,304
Plant and equipment	243,840,651	336,712,872	34,836,798	53,866,147	88,702,945	209,003,853
Furniture and fixtures	13,887,088	6,747,732	363,728	18,600,761	18,964,489	13,523,360
Office equipment	5,346,672	972,261	591,253	622,179	1,213,432	4,755,419
Computers	40,226,952	37,755,987	11,526,272	21,748,431	33,274,703	28,700,679
Total (A)	306,491,546	139,776,356	47,326,930	94,963,912	142,290,842	259,164,616
Previous year	(141,566,085)	(164,925,461)	(16,637,140)	(30,689,790)	(47,326,930)	(124,928,945)
(b) Intangible assets (other than self generated)						
Computer software	22,249,107	56,084,149	3,717,521	10,198,642	13,916,163	18,531,586
Trade mark	90,000	-	39,699	18,750	58,449	50,301
Total (B)	22,339,107	56,084,149	3,757,220	10,217,392	13,974,612	18,581,887
Previous year	(90,000)	(22,249,107)	(21,699)	(3,735,521)	(3,757,220)	(68,301)
(c) Capital work-in-progress						
Total (C)	-	-	-	-	-	43,371,059
						63,707,964

Notes:

(i) Depreciation and amortisation expense

	Year ended 31-Mar-16	Year ended 31-Mar-15
	Rupees	Rupees
Tangible assets	94,963,912	30,689,790
Intangible assets	10,217,392	3,735,521
Less: Depreciation pertaining to assets acquired on grant	71,038,204	18,559,551
	34,143,100	15,865,760

(ii) The details of assets purchased out of capital grant and included in the above schedule are given below (see note 33):

Assets	Gross Block		Accumulated Depreciation/amortisation		Net Block	
	As at April 1, 2015	As at 31 March, 2016	As at April 1, 2015	For the year March, 2016	As at 31 March, 2016	As at March 31, 2015
Tangible assets:						
Building	3,190,183	3,190,183	8,879	106,552	115,431	3,074,752
Plant and equipment	67,115,197	111,590,126	4,060,733	23,692,937	27,753,670	83,836,456
Office equipment	4,454,088	434,700	411,986	478,964	890,950	3,997,838
Furniture and fixtures	12,140,256	17,493,851	174,652	16,685,740	16,860,392	11,965,603
Computers	38,296,750	34,382,007	10,203,167	19,909,940	30,113,107	28,093,583
Intangible assets:						
Computer Software	22,237,557	56,084,149	3,713,672	10,164,072	13,877,744	18,523,885
Total	147,434,031	140,729,380	18,573,089	71,038,204	89,611,294	128,860,941
						198,552,117

PAAYAS MILK PRODUCER COMPANY LIMITED
Notes forming part of the financial statements

	As at 31 March, 2016	As at 31 March, 2015
	Rupees	Rupees
Note 14: Long - term loans and advances (Unsecured, considered good)		
(a) Capital advances	-	486,158
(b) Security deposits	202,347	198,000
(c) Gratuity Fund (net of liability Rs. 37,82,730)	654,084	-
(d) Leave Encashment fund (net of liability Rs. 20,17,832)	2,978,260	-
(e) Advance tax (including tax deducted at source)	1,798,911	1,272,648
	5,633,602	1,956,806
Note 15: Inventories (At lower of cost and net realisable value)		
(a) Finished goods	33,938,581	1,700,288
(b) Stock-in-trade	18,225,502	11,519,564
(c) Stock-in-trade (in transit)	29,657,215	24,580,911
(d) Stores and spares	664,144	6,130,380
	82,485,442	43,931,143
Note 16: Trade receivables (Unsecured, considered good)		
(a) Outstanding for period less than six months from due date	1,086,822,743	250,021,950
	1,086,822,743	250,021,950

PAAYAS MILK PRODUCER COMPANY LIMITED
Notes forming part of the financial statements

	As at 31 March, 2016	As at 31 March, 2015
	Rupees	Rupees
Note 17: Cash and cash equivalents		
(a) Cash and cash equivalents		
(i) Balance with banks:		
a) In current accounts	290,707,541	159,809,030
b) In deposit accounts		
- original maturity of 3 months or less	114,263,532	-
Cash and cash equivalents as per AS 3 - Cash flow statement	404,971,073	159,809,030
(b) Other bank balances		
(i) In deposit accounts (original maturity more than 3 months)	195,834,803	189,572,279
(ii) In earmarked accounts		
- Unpaid dividend accounts	10,698,765	-
	611,504,641	349,381,309

Note:

- (i) Balances with banks include deposits amounting to Rs. Nil (previous year Rs. 16,000,000) which have maturity of more than 12 months from the balance sheet date.

	As at 31 March, 2016	As at 31 March, 2015
	Rupees	Rupees
Note 18: Short - term loans and advances		
(Unsecured, considered good)		
(a) Loans and advances to employees	60,430	123,162
(b) Advances to vendors	3,787,353	1,641,984
(c) Prepaid expenses	1,097,216	1,628,828
(d) Balance with VAT authority	3,517,367	789,293
(e) Grant receivable from NDDDB (see note 33)	8,765,752	-
	17,228,118	4,183,267
Note 19: Other current assets		
(Unsecured, considered good)		
(a) Interest accrued but not due on bank deposits	2,274,027	6,175,133
	2,274,027	6,175,133

PAAYAS MILK PRODUCER COMPANY LIMITED
Notes forming part of the financial statements

	Year ended 31 March, 2016	Year ended 31 March, 2015
	Rupees	Rupees
Note 20: Revenue from operations		
(a) Sale of products		
(i) Gross sale	8,901,601,166	6,252,774,289
(ii) Less: sale to milk processors (see note below (i) below)	473,662,973	284,468,248
(iii) Net sales	8,427,938,193	5,968,306,041
Notes:		
(i) Sale to milk processors means the milk supplied by the Company to various dairies/federations for processing and packaging.		
Sale of products comprises:		
(ii) Traded goods		
a. Raw milk	7,465,664,933	5,480,594,144
b. Poly pack milk	521,149,049	306,742,685
c. Other Milk Product	30,591,181	-
d. Cattle feed	257,109,873	129,937,445
e. Semen	28,306,694	-
Total	8,302,821,730	5,917,274,274
(iii) Manufactured goods:		
a. Ghee	125,116,463	31,992,781
b. Skimmed milk	-	19,038,986
Total	125,116,463	51,031,767
Total (ii + iii)	8,427,938,193	5,968,306,041
Note 21: Other income		
(a) Interest income		
(i) On deposits with banks	17,390,780	14,699,644
(b) Other non-operating income		
(i) Membership fees	2,566,500	2,720,450
(ii) Liabilities/provisions no longer required written back	1,250,000	-
(iii) Miscellaneous income	3,928,408	9,001,123
	25,135,688	26,421,217

PAAYAS MILK PRODUCER COMPANY LIMITED
Notes forming part of the financial statements

	Year ended 31 March, 2016	Year ended 31 March, 2015
	Rupees	Rupees
Note 22: Cost of materials consumed		
Raw Milk		
(a) Opening stock	-	300,745
(b) Add: Purchases	182,659,671	29,967,898
	<u>182,659,671</u>	<u>30,268,643</u>
(c) Less: Closing stock	-	-
	<u>182,659,671</u>	<u>30,268,643</u>
Note 23: Purchases of traded goods		
(a) Raw Milk	6,228,915,397	4,618,503,346
(b) Poly Pack Milk	507,622,720	312,551,228
(c) Cattle Feed	259,506,699	124,257,623
(d) Other milk product	25,642,698	3,412,119
(e) Semen	26,396,232	-
(f) Procurement expenses	195,243,055	179,646,413
(g) Incentive to members	60,486,081	29,645,462
	<u>7,303,812,882</u>	<u>5,268,016,191</u>
Note 24: Changes in inventories of finished goods and stock-in-trade		
Decrease/(increase) in inventories of finished goods and stock-in-trade		
(a) Inventories at the beginning of the year		
Stock-in-trade	11,519,564	10,376,338
Finished goods	1,700,288	8,051,015
Stock-in-transit	24,580,911	13,673,993
	<u>37,800,763</u>	<u>32,101,346</u>
(b) Inventories at the end of the year		
Stock-in-trade	18,225,502	11,519,564
Finished goods	33,938,581	1,700,288
Stock-in-transit	29,657,215	24,580,911
	<u>81,821,298</u>	<u>37,800,763</u>
Net decrease/(increase) in inventories	<u>(44,020,535)</u>	<u>(5,699,417)</u>
Note 25: Employee benefits expense		
(a) Salaries and wages	62,346,674	56,419,231
(b) Contribution to provident and other funds	6,282,381	5,307,392
(c) Staff welfare expenses	54,580	633,084
	<u>68,683,635</u>	<u>62,359,707</u>

PAAYAS MILK PRODUCER COMPANY LIMITED
Notes forming part of the financial statements

	Year ended 31 March, 2016	Year ended 31 March, 2015
	Rupees	Rupees
Note 26: Finance costs		
(a) Interest expense on borrowings	21,018,532	7,908,569
(b) Interest on delayed payment of income tax	1,203,881	1,514,699
	22,222,413	9,423,268
Note 27: Other expenses		
(a) Consumption of stores and spares	4,381,792	721,536
(b) Power and fuel	1,480,191	694,435
(c) Milk chilling charges	88,648,353	61,677,222
(d) Conversion charges	-	310,513
(e) Rent	3,929,100	3,049,823
(f) Rates and taxes	818,355	1,696,296
(g) Repair and maintenance - buildings	3,366,446	1,361,790
(h) Repair and maintenance - machinery	21,190,676	16,877,761
(i) Repair and maintenance - others	2,586,723	496,540
(j) Advertisement and business promotion	27,879,771	10,338,933
(k) Freight, forwarding and distribution expenses	419,084,260	304,974,328
(l) Insurance charges	2,393,603	1,810,221
(m) Legal and professional fees	26,195,245	6,198,191
(n) Auditor's remuneration (refer note (i) below)	1,259,292	1,048,564
(o) Travelling and conveyance	13,690,709	8,733,300
(p) Training expenses	1,666,882	1,354,961
(q) Contractual and retainership expenses	52,536,537	34,227,026
(r) Communication expenses	5,414,940	2,191,232
(s) Miscellaneous expenses	9,975,164	17,083,961
	686,498,039	474,846,633
Note:		
(i) Auditors' remuneration comprises:		
a. Statutory audit fee	800,000	750,000
b. Tax audit fee	150,000	150,000
c. Reimbursement of expenses	145,670	20,082
d. Service tax on above	163,622	128,482
	1,259,292	1,048,564

PAAYAS MILK PRODUCER COMPANY LIMITED
Notes forming part of the financial statements

	As at 31 March, 2016	As at 31 March, 2015
	Rupees	Rupees
Note 28: Contingent liabilities and commitments	Nil	Nil

Note 29: Employee benefit plans:

Defined contribution plan

The Company offers its employees defined contribution plan in the form of provident fund and family pension fund. Provident fund and family pension fund cover all regular employees. Provident Fund Contribution is deposited with the Regional Provident Fund Commissioner (RPFC). Both the employees and the Company pay predetermined contributions into the provident fund and pension fund. The contributions are normally based on a certain proportion of the employee's salary.

The Company has recognised Rs. 4,638,675 (previous year Rs. 4,146,826) for Provident Fund and Pension Fund contribution in the statement of profit and loss.

Defined benefit plan

The Company offers its employees defined-benefit plans in the form of a gratuity scheme (a lump sum amount). Benefits under the defined benefit plans are based on years of service and the employee's compensation (immediately before retirement). The gratuity scheme covers all regular employees. In the case of the gratuity scheme, the Company contributes to a trust administered by LIC of India and funds approved by Income Tax Authorities. Commitments are actuarially determined at year-end. Actuarial valuation is done based on "Projected Unit Credit" method. Gains and losses of changed actuarial assumptions are charged to the statement of Profit and Loss.

The following tables sets out the funded status of the defined benefit plan in respect of Gratuity and amount recognised in the financial statements.

i. Change in defined benefit obligation

	31 March, 2016	31 March, 2015
	Rupees	Rupees
Present value of obligations at the beginning of the year	1,983,971	742,347
Interest cost	157,726	58,274
Current service cost	1,415,480	1,017,337
Actuarial (gains)/losses on obligation	225,553	166,013
Present value of obligations at the end of the year	3,782,730	1,983,971

ii. Fair value of plan assets

	31 March, 2016	31 March, 2015
	Rupees	Rupees
Fair value of plan assets at the beginning of the year	1,664,551	901,913
Expected return on plan assets	276,801	111,719
Contributions	2,617,210	681,580
Actuarial gains/(losses) on plan assets	(121,748)	(30,661)
Fair value of plan assets at the end of the year	4,436,814	1,664,551

iii. Return on plan assets

	31 March, 2016	31 March, 2015
	Rupees	Rupees
Expected return on plan assets	276,801	111,719
Actuarial gains/(losses)	(121,748)	(30,661)
Actual return on plan assets	155,053	81,058

iv. Amount recognised in the Balance Sheet

	31 March, 2016	31 March, 2015
	Rupees	Rupees
Present value of defined benefit obligations	3,782,730	1,983,971
Fair value of plan assets	4,436,814	1,664,551
Net liability/(asset) recognised in the balance sheet	(654,084)	319,420

v. Expenses recognised in the statement of profit and loss	31 March, 2016	31 March, 2015
	Rupees	Rupees
Current service costs	1,415,480	1,017,337
Interest cost	157,726	58,274
Expected return on plan assets	(276,801)	(111,719)
Net actuarial (gain)/loss recognized during the year	347,301	196,674
Expenses recognized in Statement of Profit and Loss	1,643,706	1,160,566
vi. Balance Sheet reconciliation	31 March, 2016	31 March, 2015
	Rupees	Rupees
Net liability/(asset) at the beginning of the year	319,420	(159,566)
Expenses as above	1,643,706	1,160,566
Contributions	(2,617,210)	(681,580)
Net liability/(asset) at the end of the year	(654,084)	319,420

The planned assets of the Company are managed by the trust and the Life Insurance Corporation of India (LIC) in terms of an insurance policy taken to fund obligations of the Company with respect to its gratuity plan. Information about the categories of plan assets with respect to its investment pattern for group gratuity fund is not available with the Company.

Estimated contribution to the employee fund during the next financial year is Rs. 600,000 (Previous Year Rs. 600,000)

The actuarial calculations used to estimate defined benefit commitments and expenses are based on the following assumptions, which if changed, would affect the defined benefit commitment's size, funding requirements and expense.

vii. Principal actuarial assumptions	31 March, 2016	31 March, 2015
Discount rate	7.95% p.a.	7.85% p.a.
Expected salary escalations	10.00% p.a.	10.00% p.a.
Expected return on plan assets	9.00% p.a.	8.99% p.a.
Attrition rate:		
Below 30 Years	3%	3%
Ages 31-44 Years	2%	2%
Ages 44 and Above	1%	1%
Mortality table used	IAL (2006-08) ultimate	IAL (2006-08) ultimate

Discount rate is based on prevailing market yields of government of India securities as at the balance sheet date for the estimated term of obligation

The estimate of future salary increase considered takes into account the inflation, seniority, promotions, increments and other relevant factors.

viii. Actuarial assumptions for compensated absences

Actuarial assumptions used for valuation of liability for compensated absences is same as vii above.

ix. Experience

adjustment	31.03.2016	31.03.2015	31.03.2014	31.03.2013
	Rupees	Rupees	Rupees	Rupees
Present value of defined benefit	3,782,730	1,983,971	742,347	170,051
Fair value of plan assets	4,436,814	1,664,551	901,913	137,672
Funded status	(654,084)	319,420	(159,566)	32,379
Gain/(loss) on obligations	(225,553)	(166,013)	2,688	-
Gain/(loss) on plan assets	(121,748)	(30,661)	(30,907)	-

PAAYAS MILK PRODUCER COMPANY LIMITED
Notes forming part of the financial statements

Note 30: Leasing arrangements

The Company has entered into lease arrangements for office premises. The Company has recognised lease rental expenses of Rs. 39,29,100 (previous year Rs. 30,49,823) in the statement of profit and loss.

The lease for corporate office premises is for a period of eight years and eight months and is cancellable at the option of the lessee by giving six months notice. Agreement provides for increase in lease payments by 15% every three years. Lease for cluster office and bindyaka are for a period of six years and five years respectively with an annual increase in lease payments by 5%.

Future minimum lease payment are:

Particulars	As at	As at
	31 March, 2016	31 March, 2015
	Rupees	Rupees
Payable not later than one year	4,238,724	3,967,377
Payable later than one year but not later than five years	9,603,045	11,865,141
Payable later than five years	5,564,850	5,340,025
	19,406,619	21,172,543

Note 31: Earnings Per Equity Share

Particulars	Unit	Year ended	Year ended
		31 March, 2016	31 March, 2015
Net profit after tax	Rs.	128,946,700	90,020,876
Weighted average number of equity shares outstanding during the year	Numbers	1,690,681	1,028,617
Nominal value per Equity Shares	Rupees	100	100
Basic earnings per share	Rupees	76.27	87.52
Equity shares used to compute diluted earnings per share	Numbers	1,690,997	1,028,617
Diluted earnings per share	Rupees	76.25	87.52

Note 32: Disclosures as required by the Accounting Standard (AS) 18 - "Related Party Disclosures" are as below:

A. Name of the related parties and nature of relationship

Nature of Relationship	Name of Entity
Key Management Personnel:	Anil Kumar Mathur (Resigned w.e.f. 31 May, 2015) Ratan Kumar Singh (Appointed w.e.f. 01 June, 2015)

B. The nature and volume of transactions during the year with the above related parties are as follows:

Particulars	(Rupees)	
	KMP	Total
Managerial remuneration:		
Anil Kumar Mathur	703,417 (3,517,206)	703,417 (3,517,206)
Ratan Kumar Singh	4,220,500 (-)	4,220,500 (-)

Figures in brackets represent previous year's figures

PAAYAS MILK PRODUCER COMPANY LIMITED
Notes forming part of the financial statements

Note 33: Details of Government grants

Details of grants received from NDDB and its utilisation is as under:

	Year ended 31 March, 2016	Year ended 31 March, 2015
(a) Opening balance	69,773,568	94,110,847
(b) Received during the year	199,186,029	256,814,919
(c) Utilised during the year		
(i) For capital assets:		
- For fixed assets	122,528,633	91,333,080
- For assets under installation (CWIP)	23,594,836	21,637,531
(ii) For revenue expenses	146,123,469	112,970,611
Total utilised (i) + (ii)	277,725,348	187,041,351
(d) Balance carried forward (a+b-c)	(8,765,752)	69,773,568

Note:

Grant utilised for purchase of capital assets has been recorded as deferred grant and revenue grant utilised has been netted off with respective expense (see note 2k).

PAAYAS MILK PRODUCER COMPANY LIMITED
Notes forming part of the financial statements

Note 34:

According to the information available with the Management, on the basis of intimation received from suppliers, regarding their status under Micro, Small and Medium Enterprises Development Act, 2006 (MSMED Act), there are no suppliers registered under Micro, Small and Medium Enterprises Development Act, 2006 (MSMED Act) therefore Company has no amounts due to Micro and Small Enterprises under the said Act.

Note 35:

The Company is engaged in trading of milk and cattle feed, which is considered as single business segment. The Company operates in single geographical segment in India. The disclosures as required under Accounting Standard AS-17 on Segment reporting are not required as the Company deals in one business and geographical segment.

Note 36:

The Company has received share application money from its members, against which allotment will be made within 3 months.

Note 37:

Previous period's figures have been regrouped/reclassified wherever necessary to correspond with the current year's classification / disclosure.

For and on behalf of the Board of Directors

Sd/-
Manju Jakhar
Director

Sd/-
Bhagwan Sahay
Director

Sd/-
Ratan Kumar Singh
Director & Chief Executive

Sd/-
Anup Gupta
Company Secretary

Sd/-
Kapil Pachori
Sr Manager(Finance)

Place: Jaipur
Date: 24.06.2016





PAAYAS[®]

पायस मिल्क प्रोड्यूसर कम्पनी



Paayas Milk Producer Company Limited

Incorporated under Part IXA of the Companies Act, 1956 (No. 1 of 1956)

(Corporate Identity Number: U01211RJ2012PTC038955)

Registered Office: D-232,233, 4th Floor, Atlantis Tower,

Vaishali Nagar, Jaipur 302021, Rajasthan, India

Phone no. 0141-2352737

Website: www.paayasmilk.com | Email: info@paayasmilk.com