

# BLUE DART



27<sup>th</sup> ANNUAL REPORT 2017 - 2018

I  MY BLUE DART



INNOVATION

**I**  **MY BLUE DART**



**INDIA'S MOST INNOVATIVE & AWARDED  
EXPRESS LOGISTICS COMPANY**

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## Our Vision

To be the best and set the pace in the express air and integrated transportation and distribution industry, with a business and human conscience.

We commit to develop, reward and recognise our people who, through high quality and professional service, and use of sophisticated technology, will meet and exceed customer and stakeholder expectations profitably.

## Our Guiding Principles

### We will:

- Treat each other fairly and with respect and dignity.
- Encourage freedom in communication of thoughts and ideas in all our interactions.
- Value integrity and be uncompromising in upholding it at all times.
- Give due importance to the health, safety and well-being of our people.
- Ensure that our 'People First' philosophy serves as a driving force behind the success of our organisation.
- Encourage and inculcate in all a winning attitude.
- Encourage learning, self-development and building effective leadership.
- Expect our people to be accountable for all their actions related to the company.
- Provide a workplace where each and every employee is nurtured and who, in turn, will nurture the organisation, thereby creating wealth for stakeholders.
- Drive the 'First Time Right' concept to achieve 100% Quality and Customer Satisfaction.
- Encourage passion and enthusiasm for Work, Service Quality and Customer Care.
- Project a positive, caring and professional image of ourselves and our service at all times.
- Avoid waste by being conscious of the impact of all our actions on the environment.
- Continue to be a law-abiding, apolitical and secular company.





# BOARD OF DIRECTORS



**Sharad Upasani**  
Chairman



**Anil Khanna**  
Managing Director



**Malcolm Monteiro**  
Director



**Charles Brewer**  
Additional Director



**Narendra Sarda**  
Director



**Air Marshal M. McMahon (Retd.)**  
Director



**Tulsi Nowlakra Mirchandaney**  
Additional Director

## KEY MANAGERIAL PERSONNEL



**Yogesh Dhingra**  
Group Chief Financial Officer &  
Chief Strategy Officer  
(Resigned w.e.f. June 15, 2018)



**Aneel Gambhir**  
Chief Financial Officer



**Tushar Gunderia**  
Company Secretary &  
Head - Legal & Compliance

# EXECUTIVE MANAGEMENT



**Balfour Manuel**  
Head - B2B



**V. N. Iyer**  
Head - Corporate Accounting



**Ketan Kulkarni**  
Head - Marketing, Corporate  
Communications & Sustainability



**Manoj Madhavan**  
Chief Information Officer



**Samir Shah**  
Head - eCommerce



**Michael Pereira**  
Head - Air Operations



**Vinay Srivastava**  
Head - Admin, Procurement  
& Real Estate



**Sukhwinder Singh**  
Head - North Region



**Russel De San Lazaro**  
Head - West 1 Region



**K. Gopa Kumar**  
Head - South 1 Region



**B. C. Kalappa**  
Head - South 2 Region



**Sandeep Petkar**  
Head - West 2 Region



**Subrata Biswas**  
Head - East Region



# CHAIRMAN'S STATEMENT



## Dear Stakeholders,

I am pleased to present our Annual Report for the year ended March 31, 2018.

This year, your Company has done reasonably well notwithstanding a challenging business environment and varied consumer demands. What has not changed however is the unique ability of Blue Darters to continue to be agile and adapt to an environment that remains volatile and challenging, and respond in a manner that reflects our qualities and experience.

Your Company is one of India's most innovative and awarded Express Logistics brand. The value and service experience created for customers still leads the industry. The Company's market leading services and expertise is highly regarded, and is a global benchmark. A high Net Promoter Score of 84% in 2017 is a proof of that – perhaps the best in the world.

Your Company posted ₹ 14,210 Lakhs profit after tax for the year ended March 31, 2018. Income from operations for the year ended March 31, 2018 was ₹ 279,085 Lakhs. Your Company carried over 1,958.66 Lakhs domestic shipments and over 9.15 Lakhs international shipments weighing more than 696,961 tonnes during the same period.

The Board of Directors of your Company has recommended a Dividend of ₹12.50 (Rupees Twelve and fifty paise only) per equity share for the year ended March 31, 2018, subject to necessary approval by the members in the ensuing Annual General Meeting.

Your Company has been established based on strong brand equity built on the fundamentals and values that are representation of great workplaces. Rated as one of India's Super brands and Readers Digest Trusted Brand, your Company is associated with international standards, reliability, trustworthiness, hi-technology, strong Corporate Social responsibility and customer centricity.

India's macroeconomic environment is expected to be stable for the long-term with minor interim hindrances. With about 7%+ real GDP growth, it is one of the fastest growing major economies.

As per the DHL Global Trade barometer, the Indian trade growth is expected to remain on record high levels. The March 2018 Index had predicted the March 2018 to May 2018 trade development at 84 and above countries such as China, USA, Germany, UK etc. The global average is 66.

The future is more complex than ever before. The express business in India is experiencing change led by heightened competitive environment; new entrants and captive business models of some major customers.

This year too, we have initiated a thorough review of our business. We took on the challenges that affect our industry and business in an even stronger and more decisive manner.

In line with the goal to deliver exceptional services, your Company has embarked on several initiatives that will bring long term benefits to customers. A transformation process has been initiated to win in every market – metros, tier I, II, III & IV by providing superior consumer convenience, introducing unique products, delivering the best-in-class services and maintaining the reach advantage. Technology and Automation will be the pivots of this strategy. We have already enhanced our reach to over 15,000 pin codes as on date. The investments being made on various initiatives may have some short term challenges, however, it would create value for business, stakeholders in the long term.

Digital transformation is on a steady path of consolidation in Blue Dart. As one of the fore-runners in creating technology delights, your Company has revolutionized the digital payment options with 15 mobile wallets / UPI / credit and debit card options; and investments in the new contemporary website, business intelligence, AI and data analytical tools, smart dashboards, auto-route applications, deployment of parcel lockers, pilots of electrical vehicles etc are just some of the reflection of your Company's future vision for its customers, partners and planet earth.

Your Company continues to tap into the social media space through its official Facebook, Twitter, Google+ and YouTube pages to reach an extensive audience base and rapidly growing followers.

The future growth will come from industries (manufacturing and services) and private consumption. The landmark goods and

services tax (GST) will substantially simplify trade. The e-waybill implementation has been mixed and slowly stabilizing now. Blue Dart has championed the leader's role in the implementation of these two landmark changes.

In year gone by, 99.2% of Blue Darters participated in the Annual Employee Satisfaction Survey (ESS). Pride for working at Blue Dart clearly emerges as the highest score at 97.4%. Blue Dart has been recognized as the No.2 Best Multinational Workplaces in Asia 2018 by Great Place to Work Institute (GPTW) Asia, amongst the Top 50 of India's Best Companies to Work For – 2017 by Great Place to Work Institute (GPTW) India for the 7<sup>th</sup> time, awarded a Business Superbrand for the 10<sup>th</sup> consecutive time and a Reader's Digest Most Trusted Brand for the 11<sup>th</sup> consecutive time this year.

Your Company is aligned to the group's Mission 2050: Zero Emissions goals. Your Company has won the Deutsche Post DHL CEO Award for Living Responsibility for two years in a row. This is a wonderful global recognition for our Corporate Social Responsibility programs.

Blue Dart places a premium on and remains committed to good Corporate Governance, aligned to the best corporate practices. Strong Corporate Governance has always been an integral part of the Company's business philosophy. Building community trust through responsible and sustainable management of its business is an indispensable part of Blue Dart. The Company is

committed to its Living Responsibility motto. Living Responsibility or in common parlance, 'Corporate Responsibility' is a core element of Blue Dart's corporate strategy. Your Company (along with DPDHL group) focuses its corporate responsibility on environmental protection (GoGreen), disaster management (GoHelp) and championing education (GoTeach).

The team on ground is focused to deliver on all parameters for all its stakeholders – customers, investors, government and employees. To support the aspirations of growth, business plans are being set-up, deployed and investment support is being articulated to strengthen the logistics delivery system and to further strengthen market leadership position and make Blue Dart's governance stronger.

I thank you, the shareholders, for your support and I thank the Board and all Blue Darters for their hard work and commitment to this great Company.

Warm regards,

Mumbai  
June 20, 2018

Sharad Upasani  
Chairman

# FINANCIAL SUMMARY

₹ in Lakhs  
(Unless otherwise specified)

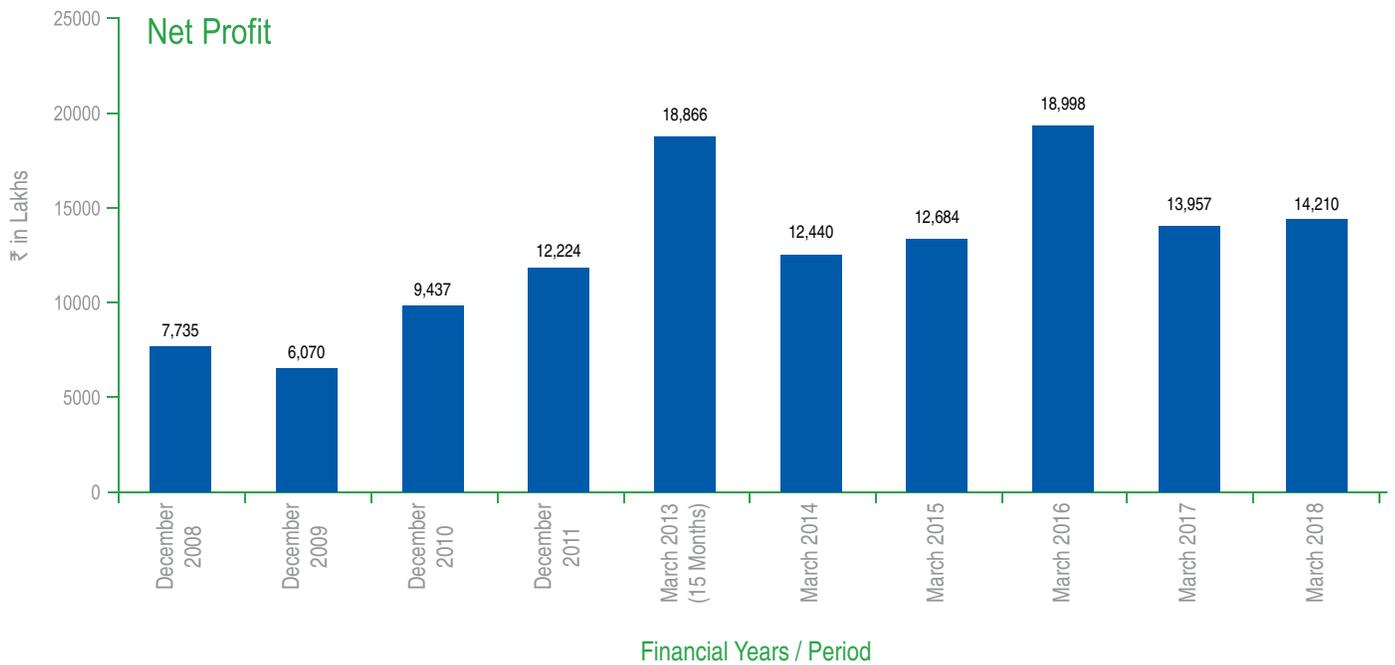
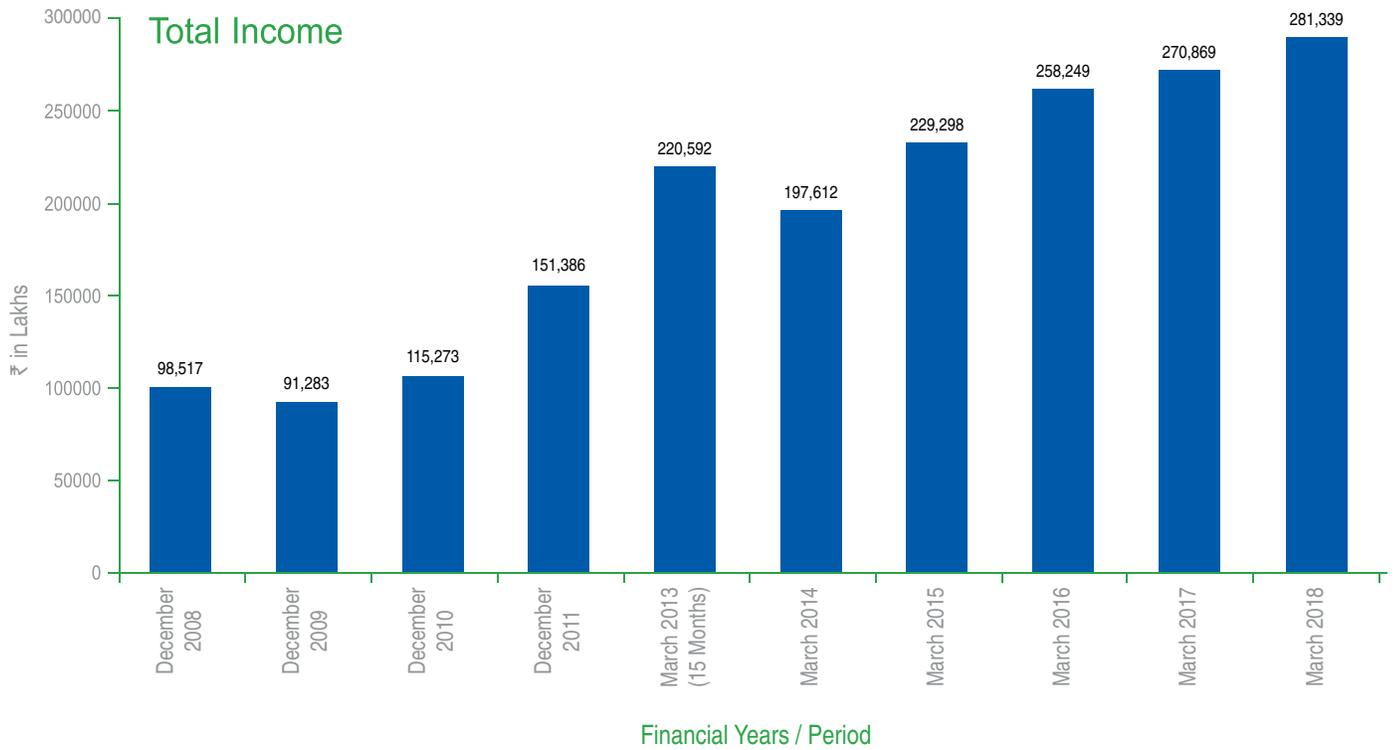
Particulars	December 2008	December 2009	December 2010	December 2011	March 2013 (15 Months)	March 2014	March 2015	March 2016	March 2017	March 2018
Income from Operations	97,446	90,523	114,741	149,271	216,651	193,415	226,850	255,192	268,087	279,085
Other Income	1,071	760	532	2,115	3,941	4,197	2,448	3,057	2,782	2,254
<b>Total Income</b>	<b>98,517</b>	<b>91,283</b>	<b>115,273</b>	<b>151,386</b>	<b>220,592</b>	<b>197,612</b>	<b>229,298</b>	<b>258,249</b>	<b>270,869</b>	<b>281,339</b>
Total Expenditure	84,935	80,150	99,324	131,338	190,021	176,162	204,467	222,121	241,645	253,104
Profit before Depreciation, Interest and Tax	13,582	11,133	15,949	20,048	30,571	21,450	24,831	36,128	29,224	28,235
Depreciation	1,657	1,776	1,922	2,160	3,448	2,710	4,354	4,022	4,393	4,498
Finance Cost	50	55	1	0	1	3	1,121	3,114	3,125	2,559
Profit Before Tax	11,875	9,302	14,026	17,888	27,122	18,737	19,356	28,992	21,706	21,178
Income Tax expenses	4,140	3,232	4,589	5,664	8,256	6,297	6,672	9,994	7,749	6,968
<b>Profit After Tax</b>	<b>7,735</b>	<b>6,070</b>	<b>9,437</b>	<b>12,224</b>	<b>18,866</b>	<b>12,440</b>	<b>12,684</b>	<b>18,998</b>	<b>13,957</b>	<b>14,210</b>
Equity	2,376	2,376	2,376	2,376	2,376	2,376	2,376	2,376	2,376	2,376
Reserves	36,811	42,605	51,765	63,437	62,593	61,153	27,334	44,686	49,796	59,749
<b>Networth</b>	<b>39,187</b>	<b>44,981</b>	<b>54,141</b>	<b>65,813</b>	<b>64,969</b>	<b>63,529</b>	<b>29,710</b>	<b>47,062</b>	<b>52,172</b>	<b>62,125</b>
Debt (non current)	-	-	-	-	-	-	33,219	33,219	16,609	7,118
Fixed Assets (Net)	17,319	17,167	18,310	23,273	22,018	22,772	21,538	24,334	23,422	21,946
EPS Basic and Diluted (₹)	32.6	25.6	39.8	51.5	79.5	52.4	53.5	80.1	58.8	59.9
<b>Book Value (₹)</b>	<b>165.2</b>	<b>189.6</b>	<b>228.2</b>	<b>277.4</b>	<b>273.8</b>	<b>267.7</b>	<b>125.2</b>	<b>198.3</b>	<b>219.9</b>	<b>261.8</b>
ROCE (in percentage)	33.6	22.2	28.3	29.8	41.5	29.2	32.4	43.5	33.3	34.4
*Net Debt/ Equity (in times)	-	-	-	-	-	-	0.7	0.2	0.3	-

\*Net Debt = (Total term debt - Cash and Bank Balances excluding amounts held on behalf of customers and Dividend Accounts)

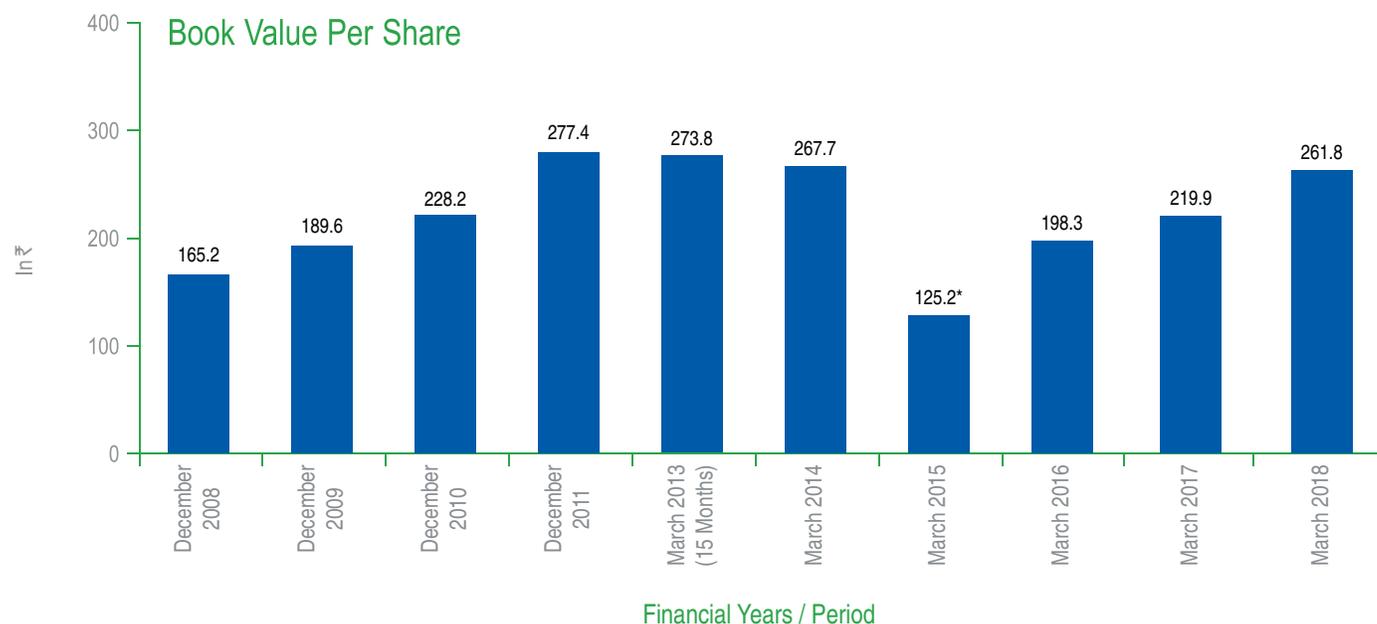
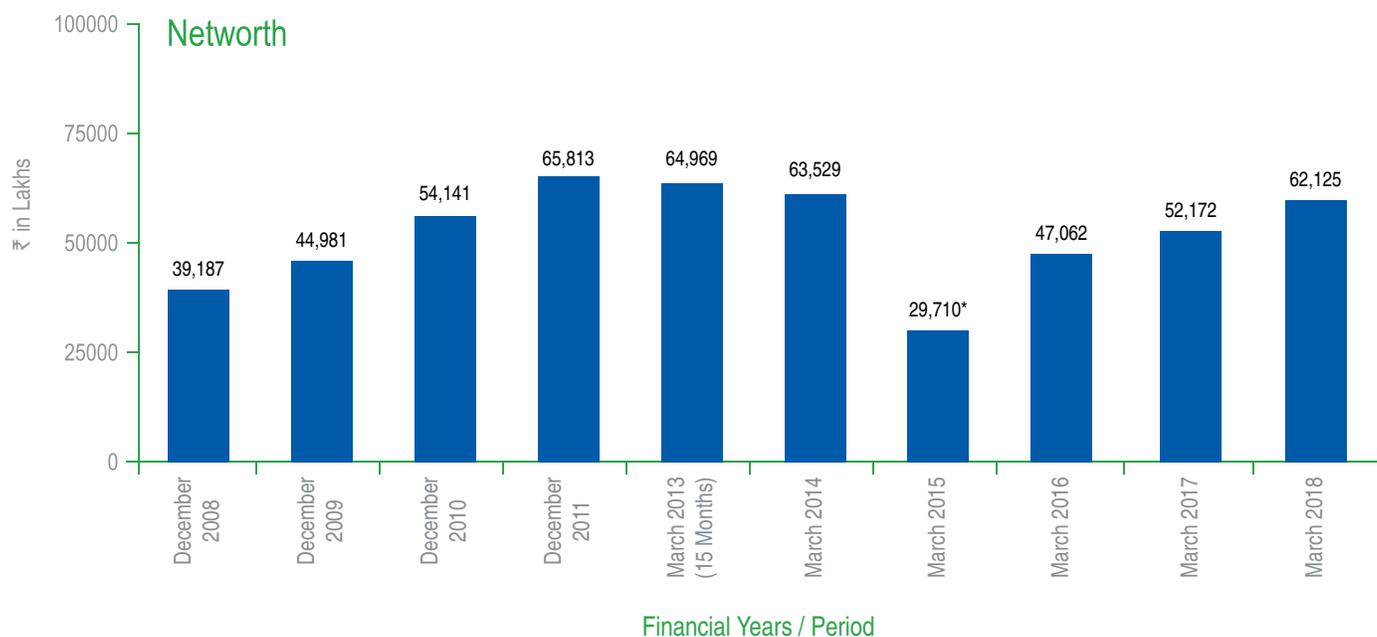
Note:

Beginning April 1, 2016, the Company has adopted Ind AS for the first time with a transition date of April 1, 2015 and for the purpose of comparative financials, transition date has been taken as April 1, 2015. Accordingly, effective financial year ending March, 2016 onwards the financials are prepared in accordance with the Companies (Indian Accounting Standards) Rules 2015 (Ind AS) as prescribed under section 133 of the Companies Act, 2013 and other recognised accounting practices as applicable. For earlier years, the financials are as per the previous IGAAP.

## Ten years review



# FINANCIAL SUMMARY



**Note:**

Beginning April 1, 2016, the Company has adopted Ind AS for the first time with a transition date of April 1, 2015 and for the purpose of comparative financials, transition date has been taken as April 1, 2015. Accordingly, effective financial year ending March, 2016 onwards the financials are prepared in accordance with the Companies (Indian Accounting Standards) Rules 2015 (Ind AS) as prescribed under section 133 of the Companies Act, 2013 and other recognised accounting practices as applicable. For earlier years, the financials are as per the previous IGAAP.

\*After appropriating ₹ 40,487 lakhs or ₹ 170.60 per Equity Share towards allotment of Unsecured, Redeemable, Non-Convertible Debentures by way of bonus, Dividend Distribution Tax thereon and related expenses.

I  MY BLUE DART



HIGHLY RESPONSIVE END-TO-END  
EXPRESS LOGISTICS SOLUTIONS

# AWARDS AND ACCOLADES

## The list of the awards received for the year 2017-18.

### Brand / Customer Service / Retail / Loyalty

- Blue Dart was recognized as the Best Express Air & Integrated Transportation Solutions Provider 2018 by APAC Insider Indian Excellence Awards.
- Blue Dart conferred with the Air Cargo Transportation Award at the 8th Annual Supply Chain & Logistics Summit & Excellence Award 2018 by Indian Chamber of Commerce
- Blue Dart awarded with the Best Integrated Logistics Service Provider at the India Cargo Awards North & East
- Awarded Reader's Digest Most Trusted Brand Award 2016 for the 11th time in a row
- Voted as a Business Superbrand for the 10th consecutive year by Superbrands
- Blue Dart conferred with the Brand Excellence Award in Supply Chain & Logistics Sector at the ABP News Brand Excellence Awards
- Blue Dart conferred with award for Marketing Excellence in Supply Chain & Logistics Sector at Global Marketing Excellence Awards
- Blue Dart Express recognized as 'Compliance Team, 2017' by Legasis Group.

### Human Resources

- Blue Dart, was ranked 2nd amongst the 15 Best Multinational Workplaces in Asia - 2018 by the Great Place to Work® Institute, Asia.
- Blue Dart ranked as Best Workplaces in Asia (2017) by Great Place to Work® Institute, India
- Blue Dart was honoured with the prestigious 'Global HR Excellence - Organization with Innovative HR Practices' award at the World HRD Congress

- Most Innovative Recruiting or Talent Management Program/Initiative by HR & Leadership Awards (For Excellence in Human Resource Development)

### Sustainability

- Blue Dart bags the prestigious World Post & Parcel Award for its flagship CSR initiative Blue Edge: Empowering Lives in London.
- Blue Dart awarded with The Best Environment Friendly Project Award for Electric Vehicle (EV) Pilot at the ET Now, Rise with India CSR Award
- Blue Dart wins the Prestigious Silver at DPDHL CEO Awards 2018 for the second consecutive year for Living Responsibility for its initiative Blue Homes.
- Blue Dart was awarded a trophy as a token of gratitude from Rise India Foundation for extended its help by shipping two tonnes of relief material for the "Bihar Flood Relief Project" under its GoHelp, Disaster Relief focus.
- Blue Dart was awarded the Best Corporate Social Responsibility Practices' award at the 10th Indy's Awards

### Individual

- Global HR Excellence Awards - Lifetime Achievement Award - Anil Khanna - World HRD Congress
- Anil Khanna felicitated with an award at 'The Global Leadership Research Conference 2016' for his contribution in Logistics sector
- Aneel Gambhir, CFO, Blue Dart was honoured with the award for Cost Control and Management at the 8th Annual CFO100 Programme
- Aneel Gambhir was honoured with the CFO NEXT 100 Award at the CFO Next 100 Award 2016

- Mani Bhushan, Head - Product Development, Analytics, Market Research, Reach Expansion and Innovation was honoured with the Analytics Professional of India Award

- Recognized as one of '100 Most Impactful CSR Leaders - Global Listing' - Ketan Kulkarni - at World CSR Congress
- Awards for Retail Excellence - Retail Leadership Award - Ketan Kulkarni - at Asia Retail Congress
- Marketing Professional of the Year - Ketan Kulkarni - at the 10th Indy's awards
- CISCO Sustainability Leadership Award - Ketan Kulkarni - India Sustainability Leadership Summit & Awards



# SUSTAINABILITY AT BLUE DART









# BUSINESS RESPONSIBILITY REPORT

## ABOUT BLUE DART

Blue Dart is South Asia's premier courier and integrated air express package distribution company covering over 35,000 locations in India. Blue Dart is a part of the DPDHL group - the premier global brand in logistics distribution services that covers over 220 countries and territories worldwide.

### Vision of Blue Dart :

"To be the best and set the pace in the express air and integrated transportation and distribution industry, with a business and human conscience. We commit to develop, reward and recognise our people who, through high quality and professional service, and use of sophisticated technology, will meet and exceed customer and stakeholder expectations profitably."

### Mission/ Future goals of Blue Dart :

Blue Dart plans to leverage its established infrastructure to continue adding value and customised solutions to the changing and evolving demands of the customer. Blue Dart plans to carve for itself a leadership position in the industry through technology development, premium services, quality network and strategic alliances. Blue Dart aims to continue delivering value to its stakeholders through its Corporate Responsibility, People Philosophy and Corporate Governance based on distinctive customer service centricity, operational excellence, business ethics and profitability.

## BUSINESS RESPONSIBILITY AT BLUE DART

It is a privilege to present the Business Responsibility Report of Blue Dart Express Limited for the Financial Year (FY) 2017-18. In conformance to the requirements of the clause (f) of sub regulation (2) of regulation 34 of SEBI's Listing Regulations, this report is aligned with the nine principles of the National Voluntary Guidelines on Social, Environmental & Economic Responsibilities of Business (NVG-SEE) notified by the Ministry of Corporate Affairs, Government of India. Additionally, this report includes the Corporate Social Responsibility (CSR) section which is compliant to Schedule VII of Section 135 of the Companies Act, 2013. Blue Dart has adopted responsible business practices in its operations with the belief that social and environmental performances of a company are as vital as its financial and operational performance. The report involves disclosure of the following nine principles as per NVG-SEE framework:

<p><b>Principle 1</b></p> <p>Businesses should conduct and govern themselves with Ethics, Transparency and Accountability</p>	<p><b>Principle 2</b></p> <p>Businesses should provide goods and services that are safe and contribute to sustainability throughout their life cycle</p>	<p><b>Principle 3</b></p> <p>Businesses should promote the wellbeing of all employees</p>
<p><b>Principle 4</b></p> <p>Businesses should respect the interests of, and be responsive towards all stakeholders, especially those who are disadvantaged</p>	<p><b>Principle 5</b></p> <p>Businesses should respect and promote human rights</p>	<p><b>Principle 6</b></p> <p>Businesses should respect, protect, and make efforts to restore the environment</p>
<p><b>Principle 7</b></p> <p>Businesses, when engaged in influencing public and regulatory policy, should do so in a responsible manner</p>	<p><b>Principle 8</b></p> <p>Businesses should support inclusive growth and equitable development</p>	<p><b>Principle 9</b></p> <p>Businesses should engage with and provide value to their customers and consumers in a responsible manner</p>

## BUILDING A RESPONSIBLE BUSINESS – ETHICS AND CORPORATE GOVERNANCE

Blue Dart believes that it is imperative for it to manage its business affairs in the most fair and transparent manner with a firm commitment to its values. For Blue Dart, Corporate Governance is an ethically driven business process that is committed to values, aimed at enhancing the organisation's brand and reputation.

Since inception, Blue Dart has inculcated and maintained a strong culture of values, ethics and integrity. The basic philosophy of Corporate Governance at Blue Dart is to achieve business excellence and to create and enhance the value for its shareholders, customers, employees and business associates thereby making a significant contribution to the economy. Blue Dart's corporate governance framework is a reflection of its culture, policies, relationship with stakeholders and commitment to values. The Company endeavors to achieve the highest levels of transparency,

accountability, integrity and responsibility and continues to focus on good corporate governance, in line with local and global standards. As a responsible corporate citizen, the company complies with the applicable laws of the land in letter as well as in spirit.

At Blue Dart, the aspects of Human Rights are embedded in the Company's Whistleblower Policy, Sexual Harassment Policy, Risk Management Policy and HR Code of Conduct. The Whistleblower Policy of the Company provides procedural framework to handle the concerns and grievances of employees, customers, vendors and/or third party intermediaries. The HR code of conduct covers the aspects of safe and healthy work environment and no discrimination. Being an equal opportunity workplace, Blue Dart ensures that the rights of women employees of the company are not compromised with by putting in clear guidelines and grievance mechanism in place. In this regard, the Company has formulated the Sexual Harassment Policy with an objective of protection against sexual harassment of women and providing safe working environment to them.

The Company has laid down a Code of Conduct for the Board Members and Senior Management Team of the Company. The Company has also laid down a Code of Conduct for its employees. The Code of Conduct is a comprehensive document which articulates the Company's expectations from its people to reflect the ethics and values of the organisation and resultantly earn goodwill of its customers and enhance its reputation. The Company has also laid down Vendor Code of Conduct for all its vendors.

At Blue Dart, we value high ethical standards of behavior and expect honesty, openness and integrity in whatever we do. The Company has formalized this process and institutionalized the 'Whistle Blower Policy' within the organisation. The Whistle Blower Policy ensures that strict confidentiality is maintained whilst dealing with concerns and also that no discrimination will be meted out to any person for a genuinely raised concern. Pursuant thereto, a dedicated helpline viz. [bluedart@ethicshelpline.in](mailto:bluedart@ethicshelpline.in) has been set up which is managed by an independent professional entity.

The Company has posted the "Whistle Blower Policy" on its website and it can be accessed at <http://www.bluedart.com/WhistleBlowerPolicy>.

During FY 2017-18, two Whistleblower complaints were received which were investigated and acted upon. One complaint of previous year which was under investigation was also investigated and acted upon. Further, five Investors complaints were received and disposed off during the year ended March 31, 2018. During the last 5 years, no cases were filed against the company regarding unfair trade practices, irresponsible advertising and/or anti-competitive behaviour.

The Company's Code of Conduct upholds the principles of human rights and fair treatment. This policy covers the company and extends to its group, suppliers and contractors. The company has a grievance redressal mechanism through which it receives complaints on the human rights aspects and satisfactorily resolves it. The grievance cell covers human rights issues such as child labor, forced labor, sexual harassment and discriminatory employment, etc. During FY 2017-18, two employee complaints were received and have been satisfactorily resolved. One complaint of previous year which was under process of resolution was also resolved. Further, two complaints were received from Vendor out of which one complaint has been investigated and acted upon and one complaint is under investigation.

Blue Dart pursues policy advocacy in a responsible manner. The company is a member of associations namely International Market Assessment India Private Limited, FICCI, EICI, Maharashtra Economic Development Council, CMIE, Nine Dot Nine Mediaworx Private Limited, Bombay Management Association, The Institute Of Internal Auditors, All India Management Association, Bombay Chartered Accountants Society, Indian Merchant Chambers, Mumbai First, Bombay Chamber of Commerce & Industry and Confederation of Indian Industry. Through the above mentioned associations, Blue Dart has advocated for the advancement and improvement of public good.

Blue Dart Aviation Limited (BDAL), a subsidiary of the Company, is the only domestic cargo airline in the country that has sustained its operations for the past 22 years. It is the sole domestic freighter operator with scheduled flights. Policies that have been framed by the Ministry of Civil Aviation and the regulator have heretofore catered primarily to the growing passenger segment with numerous airlines operating larger fleet of aircraft. It is therefore necessary for BDAL to chart out and steer policies for operations which are in many ways divergent from passenger operations. The submissions, both individually and jointly with trade bodies such as the CII, FICCI and EICI, made to the regulators (DGCA, AERA, BCAS), AAI and to the Ministry of Civil Aviation over the past 10 years were through a process of engagement, awareness building, collaborative approach, education and benchmarking proven and successful best practices.

The initiatives and policy changes thus made have averted major cost and operations impacts and benefitted not just BDAL, but all future cargo airline operators. These initiatives have contributed to greater efficiency and sustainability of the air cargo transportation segment. The initiatives and policies include:

- Ground Handling Policy: Dispensation for domestic freighter operators.
- Cargo Working Group Report on Air Cargo Logistics in India published by the MoCA in 2012. Several inputs were provided by BDAL.

- National Civil Aviation Policy June 2016: Policy changes in air cargo including long lease tenure of airport facilities for air express freighter operators, International operations for cargo airlines with FDI
- Clarification on import duty for engines.
- CII Sub Committee on Sustainable Growth Strategies for Indian Aviation led by BDAL.
- MoCA Task Force on Skill Development for the Air Cargo Segment.

## **MANAGING STAKEHOLDER PRIORITIES – STAKEHOLDER ENGAGEMENT AT BLUE DART**

Blue Dart is committed to openness in dealing with all its stakeholders. Transparency and honesty are the guiding principles in its communication activities internally and externally. Blue Dart is guided by the principle of “right-to-know” and hence provides access to company information recommended by recognized standards of corporate governance to all its stakeholders.

Blue Dart has identified government, governmental organizations, regulators, customers, suppliers, investors, civil society organizations and the consumers as its key stakeholders. Blue Dart actively engages with these stakeholders to create an environment that is supportive of solutions. Blue Dart has defined the mode of engagement, frequency of engagement, key agenda and feedback mechanism for its various stakeholders separately. The formal process of engagement with various stakeholders includes:

- Identification of key stakeholders.
- Consultation with key stakeholders.
- Identification and prioritization of concerns and needs.
- Addressing the prioritized concerns and needs in a consistent and transparent manner.

As part of its Corporate Social Responsibility, Blue Dart runs various programs for the upliftment of disadvantaged, vulnerable, underprivileged and marginalized sections of society. All programs are classified under the three pillars of Living Responsibility – GoTeach, GoGreen and GoHelp. Stakeholders have been clearly identified for every program. These include students and young adults from poor financial background, hearing impaired, women, senior citizens, etc. in areas of education, preventive healthcare, women empowerment, sanitation, waste management etc. A detailed description of the activities can be found in the Corporate Social Responsibility section.

### **Engagement with NGOs**

Blue Dart has partnered with several non-profit organizations of high repute in various capacities to run programs that are aligned under the three pillars. Blue Dart works closely with each of its NGO partners to identify the stakeholders and beneficiaries of each intervention. Blue Dart also extends assistance to various NGOs by providing free of cost logistics support to them. The company stretches its hand to help in the best possible way to support NGOs that work for the elderly, less privileged children, disabled people, those providing relief materials in disaster hit areas and many more noteworthy causes. This year Blue Dart provided FOC logistics support to NGOs like Concern India Foundation, Oasis India, Rise India Foundation & Society for Prevention of Cruelty to Women.

### **Customer Value at Blue Dart**

Blue Dart places the highest priority on making customers successful, knowing that customer success guarantees its own success. The company's activities are governed by its knowledge of the requirements of customers and the market. The company includes and prioritizes customer focus in all its business processes, projects and dealings. Knowing that the company will be measured by its ethical, social and environmental performance as much as by the quality of its service, Blue Dart strives for best practice in all these areas to secure customer trust and goodwill, and thus enhance its reputation.

Blue Dart has an established grievance mechanism to resolve customer complaints. The source of receiving grievance can be verbal, written, through mail or social media. All these complaints get logged into a module called CARESS-Complaint Appreciation Resolution & Evaluation to Satisfaction System. Blue Dart has carried over 1,958.66 Lakhs domestic shipments and over 9.15 Lakhs international shipments out of which 0.0001% complaints were registered and resolved.

### **Customer Satisfaction Survey**

A Customer Satisfaction Survey was carried out in 2016 for Blue Dart by Ipsos, a leading global market research company. The objective of this survey was to assess service quality level across customers and in turn measure customer satisfaction vis-à-vis competition and to evaluate

experience of end consumers with Blue Dart. The methodology involved two steps viz, 1. Exploratory Module i.e. face to face depth interviews for both customers and end consumers to map parameters to be used for the measurement phase and 2. Measurement Phase i.e. face to face CAPI to assess Blue Dart vis-à-vis competition on various parameters mapped in exploratory module. The key information areas obtained through this survey were customer loyalty and satisfaction measurement, their overall experience, value, likelihood to recommend, likelihood to continue, likelihood to increase, brand preference, satisfaction scores across touch points and their sub-parameters vis-à-vis competition

The survey covered 1,486 customers in 18 cities and 1,563 end consumers. The Customer Satisfaction Index for Blue Dart has increased to 64% in 2016 against 46% in previous study, a strong jump of 18%.

### **Net Promoter Score (NPS)**

Blue Dart has a strong First Choice Culture. The Company drives a quality program named First Choice that has a five step DMAIC (Define, Measure, Analyze, Improve and Control) methodology to long-term solutions. The brand also deploys the Net Promoter Approach that helps identify the Net Promoter Score and highlights the areas of improvement. The Approach relentlessly works on achieving “best-in-breed” Customer Satisfaction standards. Blue Dart’s equity, a measure of customer loyalty towards a brand, is the highest amongst its peers. The brand is associated with international standards, reliability, trustworthiness, hi-technology, strong corporate social responsibility and customer centricity.

### **ASPIRING TO BE EMPLOYER OF CHOICE: WORKFORCE MANAGEMENT AT BLUE DART**

Human capital is the most important resource for the success of an organisation. Blue Dart is known to be an Employer of Choice. It is a people-focused company. Blue Dart acknowledges the importance of employees and takes sincere efforts to ensure their well-being.

#### **Employee diversity at Blue Dart**

As on March 31, 2018, Blue Dart comprised over 11,000 employees of which 539 are women. Blue Dart has also availed services through outsourced service provider. With a view to empower the specially-abled, Blue Dart has employed 23 specially-abled individuals as permanent employees. Blue Dart provides equal opportunity as an employer where no discrimination is made on the basis of gender, caste or creed. The company sees employee diversity as a guiding principle in its employment policy. This means promoting the diversity and heterogeneity of the individuals in the company in order to attain the highest possible productivity, creativity and efficiency. Skills, performance and ethical conduct are the only indicators for employee qualification at Blue Dart.

#### **Engagement with employees**

The company has identified employees as a key stakeholder group. Blue Dart engages with employees on a frequent basis through various modes like daily news, team briefs, open houses, town halls, panel review, etc. and has identified key employee priorities such as career building and growth, trainings. Additionally, Blue Dart carries out skill development and safety related trainings for employees. It also conducts employee satisfaction surveys.

Blue Dart believes that its employees deserve to work in a safe and healthy environment. The company is therefore committed to a healthy and congenial work environment for its people. Blue Dart promotes health care as a key element of its sustained productivity and the quality of its services. Blue Dart provides safety and skill up-gradation trainings to its permanent employees. Apart from this, Blue Dart employs individuals from underprivileged backgrounds and those that are physically challenged to promote inclusive growth. Out of the total permanent employees, about 74% have received safety trainings in the reporting period. This count covered 73% of women Blue Darters and 44% of Blue Darters with disabilities. During FY 2017-18, about 26% of permanent employees received trainings on skill upgradation. The training involved participation of 64% women Blue Darters and 26% specially-abled Blue Darters.

#### **Addressing employee grievances**

Blue Dart makes sure that employee grievances reach the management through its grievance redressal mechanism. This grievance mechanism for employees covers aspects on human right issues (child labor, forced/ involuntary labor), discriminatory employment and sexual harassment. The grievance redressal process consists of following steps:

- i. Employees fill the prescribe form under the GRP (Grievance Redressal Programme) and submit to their immediate superior.
- ii. The grievance is reviewed at Branch level first and if not closed in 7 days, it is forwarded for Regional review.
- iii. If it is not closed in 7 days, it is forwarded for MD’s review who within 7 working days communicates his decision to the Corporate HR & RH for implementation.

In view of above, Blue Dart does not have an employee association that is recognized by the management.

## **ENVIRONMENT & ENERGY**

Blue Dart acknowledges the impact of its business activities on the environment and is committed to improving its environmental track record through precautionary measures and the use of environment friendly technology. Blue Dart's parent company DPDHL has an Environment Policy which is binding for all its group companies. The policy has primary objectives of achieving transparency, improving operational efficiency and minimizing environmental impact, generating value, demonstrating leadership and mobilizing employees. The company measures its processes and services against the highest quality standards. The guiding principles of Blue Dart are national and international environmental standards - such as ISO 9001-2015 standard series.

### **Environmental risks at Blue Dart**

Emission is identified as a major risk by Blue Dart. Blue Dart monitors its emissions from transportation via air and road ways on a regular basis and is compliant with the Motor-Vehicle Act and Pollution certificate. Emissions and waste generated by Blue Dart are within the permissible limits given by CPCB/SPCB. Hence, no legal notices have been received from CPCB/ SPCB.

### **Addressing environmental concerns**

As part of DPDHL group, Blue Dart aims to follow the mandate of Mission 2050.

**Mission 2050- Zero emissions:** From now until 2050, the Group's mission will be to drive business towards zero emissions logistics by setting the standard for the future of the transport sector and doing its part to help the world community reach its goal of limiting global warming to less than two degrees Celsius.

Under the Living Responsibility credo of GoGreen, Blue Dart has undertaken certain initiatives to protect the environment. The initiatives include:

1. Plantation of saplings.
2. Energy conservation techniques such as usage of LED lamps in offices, power saver, GoGreen lights off initiative.
3. Celebration of Earth Hour every month, Earth Day, World Environment Day.
4. Installation of sensors in water taps at Headquarter with an aim to save water.
5. Route optimisation techniques.

Blue Dart believes in providing services that are safe and thus contributes to their sustainability. Blue Dart has taken following initiatives to incorporate environmental concerns, risks and opportunities in its day to day services:

#### **A. Smart Truck**

Blue Dart's Smart Truck technology is designed to provide solutions to urban logistics challenges such as traffic restrictions, density and clogging, while ensuring environmental protection and fulfilling customer need for on-time delivery. These "intelligent" pick-up and delivery vehicles compute delivery deadlines to calculate the ideal sequence for shipments, and use real-time GPS to avoid traffic jams and optimize routings, thereby enabling flexibility and last-minute pick-ups. This allows the Smart Truck to spend more time on the road to perform their pick-up and delivery services.

#### **B. Carbon Neutral Service (CNS)**

Blue Dart offers a specialized Carbon Neutral Service initiative, wherein customers are provided with an environmentally responsible shipping option to neutralize the carbon emissions produced by the transportation of their shipments. Blue Dart, along with DPDHL offers India's first end-to-end GoGreen Carbon Neutral Service across international and domestic markets. It is an extension of DPDHL's global environment protection program which was launched in 2008.

The service allows customers to neutralize their carbon footprint by paying an offset charge over and above their shipping rates. The carbon emissions resulting from the transportation of customer's shipments are offset by re-investing in environmental protection projects verified by SGS (Societe Generale de Surveillance), a United Nations independent auditor. A certificate verified by SGS is issued to CNS customers annually that mentions the total amount of CO<sub>2</sub> offset against the emissions resulting from the transportation of their shipments.

The GoGreen Carbon Neutral Service provides benefits like evaluation of emissions, offsetting of carbon emissions in high quality Gold Standard projects through CO<sub>2</sub> emission reports, robust accounting systems to measure CO<sub>2</sub> inventory, annual certificate and availability on all products range – domestic and International. Other benefits include effective carbon management, ensuring a balance between economic benefit and assuming responsibility for communities, positive impact on climate change and support corporate sustainability mandates.

Since the launch of the environment protection program in 2008, Blue Dart has seen a lot of interest evinced by customers who pursue sustainability as a part of their agenda. This service has been subscribed to by over 211 environmentally responsible customers. CNS not only enables customers to contribute to a greener future, but also helps build healthier and productive communities.

DPDHL has set a target of 30% efficiency improvement over the base of 2008 by 2020 for all its group companies. Blue Dart has achieved an efficiency improvement of 24.5% in 2017 and is poised to achieve the target.

Following are a few examples of initiatives taken to support carbon neutrality in various business decisions:

- Replacing aircraft engines with variants having higher efficiency and lower emissions.
- Re-lamping facilities with CFL or LED bulbs in replacement of incandescent bulbs.
- Switching from CRT to LCD computer monitors.
- Using translucent roofing materials to benefit from natural lighting in hubs.
- Air and ground network route optimization to improve network utilization and emission efficiency.
- Facility for customers to receive their shipments at centrally located parcel locker facilities rather than opting for home and office deliveries.
- Delivery of shipments by bicycles and by staff travelling on foot for destinations close to the service centres.

### **C. Packaging options**

#### **- Smart Box (Domestic)**

A convenient, economical, packaging unit priced to include a door-to-door delivery service within India. The units come in 2 sizes—10kgs and 25kgs - and are designed to accommodate a variety of products.

#### **- Express Pallet (Domestic)**

A convenient, flexible yet economical way to send goods within India in both air and ground modes. The units come in 3 sizes, which can be built to accommodate 50kg, 75kg and 100 kg, and are designed to accommodate a variety of products.

### **D. Recycling Canvas and Plastic Bags**

The use and disposal of conventional plastic bags and canvas bags has a severe impact on the environment that leads to global warming. In order to reduce its carbon impact and minimize waste generation, Blue Dart recycles plastic and canvas bags. Canvas bag is reused as small polybags are put together into a single canvas bag for delivery of shipments. Plastic bags are reused 3-4 times whereas canvas bags are used 6-7 times before safe disposal.

### **E. Kill Bill Concept**

Blue Dart has introduced the Kill Bill concept in its delivery facilities. The Company has minimized the use of Air Waybills (AWB). Alternatively, Blue Dart uses bar code or thermal stickers in transportation of goods. About 75% of Blue Dart's shipments are done without the use of Air Waybills.

### **Sustainable Sourcing at Blue Dart**

Blue Dart has taken steps in sustainable sourcing of their transportation facilities. While sourcing vehicles from vendors, the company ensures that every vehicle should have all valid paperwork such as RC Book, Vehicle fitness certificate, Required Permit, Insurance Paper, PUC. It also ensures that the driver possesses a valid driving license.

## Improving capacities and capabilities of Local vendors

Blue Dart has been constantly working on improving the capacity and capability of local and small vendors.

- **Regional Service Participants (RSP):**

Blue Dart appoints its RSP to perform sales, deliveries and services including Domestic Priority, International Shipments, Dart Apex and Surface. This also involves sub products which are communicated by Blue Dart from time to time. Blue Dart and RSP are independently owned separate legal entities. Services are rendered by RSP to Blue Dart with respect to sales, pick up and deliveries of Blue Dart consignments. This is done as per the terms of the agreement signed by both the parties and any additional services which may be agreed in writing from time to time and called upon by Blue Dart. Blue Dart supports the RSP with C2PC platform and OTMs.

The RSP operates in a geographical area with specified pin code locations within which the Regional Service Participant has been appointed by Blue Dart to operate in order to ensure timely pick-up and deliveries. Within the prescribed territory the Regional Services Participant is authorized by Blue Dart to effect sales of Blue Dart products at the mutually agreed rates (specified in Rate Annexure) by using Blue Dart waybill. The RSP has its own independent office(s) in the territory through which it independently conducts its day-to-day operations. The RSP takes efforts to effectively and actively enhance the business, revenue and reputation of Blue Dart within the territory, and maintains good relations with customers and potential customers.

- **Pickup – Delivery Associate (PDA)**

PDA is engaged, inter alia, in the business of providing logistics support to effect pick-up and delivery of consignments within a given geographical area with specified pin code locations in which PDA shall provide the services on a principal to principal basis. Alike RSP, PDA uses its best efforts effectively and actively to enhance the business, revenue and reputation of Blue Dart. PDA employs and maintains a sufficient number of adequately trained and competent personnel to perform duties, obligations and responsibilities with respect to the services.

- **FCC – Franchisee**

The Franchisee appointed by Blue Dart operates as a Franchise Collection Centre of Blue Dart. Blue Dart offers base rates to Franchisee for various domestic, international, SFC and Apex shipments. These rates are discounted rates taken from the published Blue Dart tariff. The Franchisee charges its customers as per the tariff card provided by Blue Dart and undertakes not to charge more than the tariff card under any circumstances. The Franchisee pays to Blue Dart for each domestic and international shipment as per the base rates, irrespective of the actual rate that is charged by the Franchisee to the shipper. The Franchisee does not engage in any other business activity which is in direct competition or is similar to the type of business conducted by Blue Dart. The Franchisee ensures 100% security of all shipments picked up from its shipper and is compliant with Blue Dart's security procedures.

- **Express Sales Associates (ESA)**

In order to broad base its services by reaching the retail segment more effectively and efficiently, Blue Dart appoints Express Sales Associates who can pick up the shipments on behalf of Blue Dart from his allocated territory. ESA have the expertise to carry out business of pick-up of shipments and should possess his own vehicle which will be branded as per Blue Dart's standard for picking up of the shipments. ESA represents and further warrants that they have the requisite permissions and has registration with the relevant regulatory authorities including Central Excise/Service Tax Authorities, for the purpose of operating as an ESA of Blue Dart. ESA reports and coordinates all his activities with the operation-in-charge of the nominated office of Blue Dart. ESA picks up shipment in the allocated territory from the customers and hands over the same at the transfer point on the same day together with the consolidated report (challan) of all the shipments, within the cut-off timings.

## CORPORATE SOCIAL RESPONSIBILITY

Social responsibility is a core element in Blue Dart's corporate strategy. Blue Dart is committed to support the communities around which it operates and recognizes the need to contribute to their well-being with its initiatives. As a socially responsible corporate, Blue Dart has an in-house sustainability team responsible for identifying and addressing various sustainability issues and supporting initiatives that make the world a better place for future generations. The Corporate Social Responsibility (CSR) programs at Blue Dart are compliant with Schedule VII of Section 135 of the Companies Act, 2013.

Blue Dart positions its corporate responsibility between economic benefits and liability towards the communities. The diagram below is a pictorial representation of Blue Dart's corporate responsibility approach. A number of initiatives focused on environment, education, society and health care are undertaken by the Company as part of its Corporate Social Responsibility (CSR) intervention.

### CSR Committee

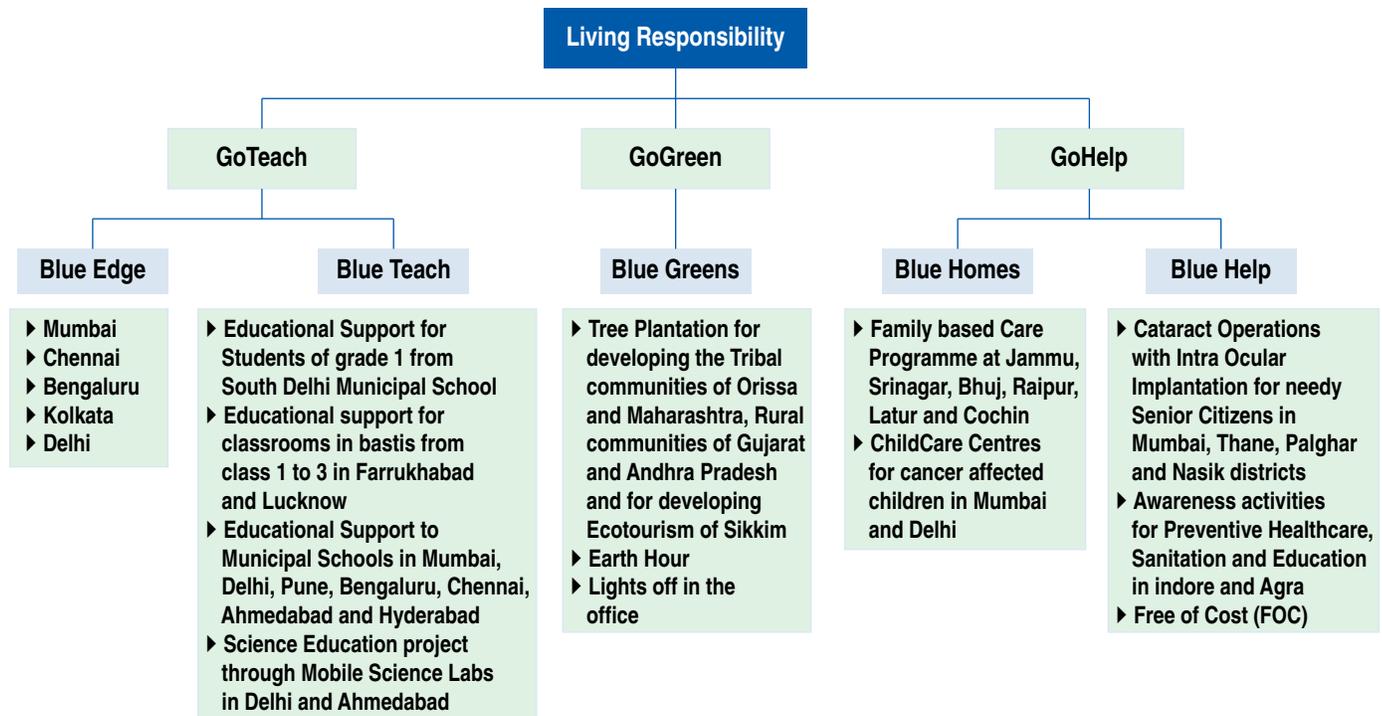
Blue Dart Express Limited has constituted a CSR Committee in the Meeting of Board of Directors of the Company held on February 5, 2014 as contemplated under the provisions of the Companies Act, 2013. The CSR Committee of the Board comprises of Mr. Sharad Upasani as Chairman of the Committee and Mr. Anil Khanna and Mr. Malcolm Monteiro as members of the Committee. The responsibilities of this committee include formulation and updating of CSR Policy, which is approved by the Board, recommending CSR expenditure to the Board for approval and monitoring CSR activities. The company has also constituted CSR Implementation/ Management Committee comprising of Chief Financial Officer (CFO), Head- Marketing, Corporate Communications & Sustainability, Head - B2B and Head - Corporate Accounting for implementation and execution of CSR initiatives adopted by the company in accordance with the provisions of the Companies Act, 2013.

### Social Responsibility at Blue Dart

With the rapidly changing environment, Blue Dart has adopted CSR as strategic tool for sustainable growth. For Blue Dart, CSR primarily means integration of business processes with social processes and not merely an investment of funds for social activity. Blue Dart is one of the forerunners in Corporate Social Responsibility. As an Indian company with a global outlook, Blue Dart endeavors to maintain a delicate balance between economic, environmental and social interests. Being a leader in the logistics space for the last 34 years, Blue Dart has reached all corners of India thereby touching many lives.

Under the motto of "Living Responsibility", Blue Dart (along with DPDHL) focuses its corporate responsibility on three pillars namely **GoTeach (Education)**, **GoGreen (Protecting the environment)** and **GoHelp (Disaster management response)**. Blue Dart has partnered with NGOs of high repute to run programs under these three pillars.

Following diagram is a presentation of the three pillars of CSR.



## GoTeach

Blue Dart aims to provide equal educational opportunities for the underprivileged and marginalized communities in which it works; under the Living Responsibility credo of GoTeach, all programs are aligned under the two pillars of Blue Edge and Blue Teach.

- A. Blue Dart started an initiative called '**Blue Edge: Empowering Lives**', aimed at enriching the lives of young adults from difficult environments, who have not been able to complete their education. This program is run in association with Oasis India, Hope Foundation and Noida Deaf Society (NDS). The program ensures that the underprivileged section of the society is not deprived of education as a building block to their ability to earn and support their future and families and contribute positively to the community. Blue Dart started its first Blue Edge Centre at Mumbai in 2008, followed by Chennai in 2011, Bengaluru in 2014, Delhi in 2016 (special intervention for hearing impaired) and Kolkata in 2016. This program has helped transform the lives of young adults from underprivileged sections of society. It educates them about possible employment opportunities while equipping them with relevant skill sets, enabling them to make informed choices and bring stability into their lives.

Since inception, more than 2,001 students have successfully completed this program and have been felicitated at Graduation Ceremonies held in Blue Dart offices in Mumbai, Chennai, Bengaluru, Delhi and Kolkata. Many of the students who have graduated from this program have been placed successfully in reputed organizations in sunrise verticals like Telecom, Retail, FMCG, Aviation etc. and have effectively kick-started their potentially stable careers and lives.

The award winning Blue Edge: Empowering Lives program, was once again recognised at a global stage for its outstanding achievement in the field of education. Blue Dart was presented with the Gold Award in the Living Responsibility category at the DPDHL CEO Awards, 2017.

Success of Blue Edge: Empowering Lives program ensured that it was nominated as a Lighthouse Project under GoTeach from AP EEMEA. The program also received funding of 50,000 Euros from DHL as a token of appreciation for the good work conducted in the field of education and also for further extension of this program to another city in India. This fund was used to set up the Blue Edge centre in Chennai which began operations in April 2011.

- B. **Blue Teach** aims to reach out to beneficiaries touching their lives right from their childhood. Blue Teach elevates the lives of children from different strata of society, making them independent and sustainable in their lives.

- Blue Dart works with Magic Bus (till FY 2017-18) for the Blue Dart Sports Excellence Program in Football and Kabaddi which aims to develop sporting talent by giving special coaching in Football and Kabaddi to students from underprivileged households. The program deploys the power of sports as a developmental tool to bring about lasting and positive personal and social development of children and youth from marginalised communities, which empowers them to make informed choices about their livelihood options. Under the initiative of BlueTeach, Blue Dart supports Magic Bus for:
  - Blue Dart Magic Bus Sports Excellence Kabaddi Program in Bhiwandi (3 girls teams and 3 boys teams)
  - Blue Dart Magic Bus Sports Excellence Program in Kolkata (1 girls team and 3 boys teams)
- Blue Dart along with its other business units – DHL Express, DHL Global Forwarding and DHL Supply Chain support Teach For India (TFI), a non-profit organization that is a part of the Teach For All network. College graduates and working professionals are recruited to serve as full-time teachers in low-income schools for two years. The goal is to end the problem of educational inequity in India and provide an excellent education to all children. TFI operates in 353 schools across seven cities of India - Mumbai, Pune, New Delhi, Chennai, Ahmedabad, Bengaluru and Hyderabad reaching approximately 40,000 students.
- Blue Dart works with Education & Health Foundation (E&H) to support the Gyan Shala model in Lucknow, Kanpur and Farrukhabad. The program has impacted 875 children studying in Grade 1 to 3. E&H Foundation provides free quality education and healthcare to children in Uttar Pradesh and works through two models, in collaboration with Bharti Foundation (Rural Areas) & Education Support Organization (ESO) for the Gyan Shala model (Urban Areas). Classes are held in poor bastis (slums) providing focus on quality education to the neediest underprivileged children of the society.
- Blue Dart supports one Grade of Kindergarten of the Peepul-SDMC (South Delhi Municipal Corporation) school (formerly Ark) in Lajpat Nagar, Delhi consisting of 90 students from 3 sections. Peepul is registered in India with a track record of working effectively with government agencies and other non-profit partners to deliver high impact education programs throughout the country.

- Blue Dart runs Mobile Science Lab vans in Delhi and Ahmedabad in association with Agastya International Foundation. The Mobile Science Lab vans travel to 20 government schools in Ahmedabad and 18 in New Delhi to reach out to children to teach them new ways of learning in the classroom and spark their innate creativity. The Mobile Science Lab vans reach out to over 6,222 students through 28,000 exposures in the two cities every academic year.

## GoHelp

Under the Living Responsibility credo of GoHelp, Blue Dart has aligned its initiatives under two key pillars of Blue Homes and Blue Help.

A. **Blue Homes** consists of two programs that are run in association with SOS Children's Villages and St. Jude India ChildCare Centre respectively.

- Blue Dart has associated with SOS Children's Villages India, an independent, non-governmental, social development organization that provides family-based care for parentless or abandoned children in India. Blue Dart supports six homes consisting of 66 children, in Jammu, Srinagar, Bhuj, Raipur, Latur and Cochin. The organization advocates the concerns, rights and needs of children in need of care and protection. SOS Children's Villages helps orphaned children in need, to help them shape their own future. Primary target beneficiaries are children without parental care (orphaned and abandoned children) and disadvantaged children in vulnerable families at the risk of losing adequate parental care.
- In 2016 Blue Dart began the Blue Dart Centre consisting of 12 units that provides shelter and nutrition to cancer affected children. The program runs in association with St. Jude India Child Care Centres, an NGO working towards filling a vital need of care giving, nutrition and providing shelter to children suffering from cancer and under treatment at Tata Memorial hospital, Mumbai. This centre stands in the 3 buildings donated by Mumbai Port Trust at Cotton Green in Mumbai, to St. Jude India. Needy children under treatment for cancer in a city away from their hometown need a clean, safe, hygienic place to stay, nutritional support, transportation to hospital for treatment, as well as recreation, education and counseling. The Blue Dart Centre provides all of this and even more to the children and their parents.

In 2017, Blue Dart has extended its partnership by supporting the operational expenditure of 3 centers in Delhi, with 11 family units per centre and is continuing the support this year as well.

Blue Dart was once again recognised for its efforts in Living Responsibility for Blue Homes at the DPDHL CEO Awards 2018 for the second consecutive year.

B. In association with HelpAge India and UHRC, **Blue Help** carries out the following activities:

- Blue Dart has partnered with HelpAge India to conduct Cataract surgeries with Intra Ocular Lens (IOL) implantation to the needy elders. 2,667 surgeries have been done till date in and around Mumbai, Thane and Palghar districts.
- Blue Dart has partnered with Urban Health Resource Center (UHRC), for various activities to spread awareness about hygiene, cleanliness, education, consumption of clean drinking water, etc. through awareness activities like street plays, rally, etc. in Indore and Agra. Under this program, Blue Dart also runs the Blue Dart Reading Room, a mobile library for underprivileged slum children based in Indore and Agra.

## GoGreen

Under the Living Responsibility credo of GoGreen, Blue Dart runs programs that are aligned under the pillar of **Blue Greens-**

- Blue Dart has partnered with Grow-Trees.com, official planting partner for United Nation's Environment Program's (UNEP) Billion Tree campaign and WWF for planting
  - 36,000 trees in Kheda district, Gujarat,
  - 25,000 trees in Koraput district, Odhisha,
  - 20,000 trees in Chittoor district, Andhra Pradesh
  - 20,000 trees in Sikkim
  - 10,000 trees in Yavatmal, Maharashtra

These trees are planted only on public/community land so that they can benefit maximum number of people.

Blue Dart planted 111,000 trees in 2017 contributing to over 10% of the DPDHL Group's global target of planting 1 million trees a year.

- **Power Saver- Lights Off:** Blue Dart practices Lights Off for an hour between 1:00 pm – 2:00 pm on the last Saturday of every month across all its offices in India. Employees are encouraged to switch off the lights at their residence between 8:30 pm to 9:30 pm on the same day.
- **Earth Hour:** Blue Dart celebrated Earth Hour on March 24, 2018 by encouraging all Blue Darters to pledge to switch off all the lights for an hour in office and for one hour at home. The activity was also promoted on Blue Dart's social media platforms by posting illustrative messages related to the environment.
- **World Environment Day:** Blue Dart HQC celebrates World Environment Day by circulating mailers on Environment awareness & its Dos & Don'ts. Relevant posts also uploaded on Blue Dart's official Facebook and Twitter Page creating awareness amongst its fans and followers.

**CSR Expenditure for FY 2017-18** – Under the umbrella of the 3 pillars of Living Responsibility – GoTeach, GoHelp and GoGreen, a total amount of **INR 4,68,03,531** has been spent by Blue Dart. For more details on CSR Expenditure, please refer to the Directors' Report.

## ANNEXURE - SEBI FORMAT

### a. Section A: General Information about the Company

QUESTION	INFORMATION/REFERENCE SECTION
1. Corporate Identity Number (CIN) of the Company	L61074MH1991PLC061074
2. Name of the Company	Blue Dart Express Limited
3. Registered address	Blue Dart Centre, Sahar Airport Road, Andheri (East), Mumbai - 400099
4. Website	www.bluedart.com
5. E-mail id	<a href="mailto:communications@bluedart.com">communications@bluedart.com</a>
6. Financial Year reported	1st April, 2017 to 31st March, 2018
7. Sector(s) that the Company is engaged in (industrial activity code-wise)	Courier and Express services (NIC : 5320)
8. List three key products/services that the Company manufactures/ provides (as in balance sheet)	Courier and Express services
9. Total number of locations where business activity is undertaken by the Company	Blue Dart is South Asia's premier courier, and integrated express package Distribution Company. We have the most extensive domestic network covering over 35,000 locations, and service more than 220 countries and territories worldwide through our group company DHL, the premier global brand name in express distribution services.
i. Number of International Locations (Provide details of major 5)	
ii. Number of National Locations	
10. Markets served by the Company – Local/State/National/International	India

### b. Section B: Financial Details of the Company

QUESTION	INFORMATION/REFERENCE SECTION
1. Paid up Capital (INR)	2376 Lakhs
2. Total Turnover (INR)	279,085 Lakhs
3. Total profit after taxes (INR)	14,210 Lakhs
4. Total Spending on Corporate Social Responsibility (CSR) as percentage of profit after tax (%)	2%
5. List of activities in which expenditure in 4 above has been incurred:-	Refer 'Empowering Local Communities - Corporate Social Responsibility at Blue Dart' section of Business Responsibility Report

**c. Section C: Other Details**

QUESTION	INFORMATION
1. Does the Company have any Subsidiary Company/ Companies?	Yes, the Company has two subsidiary companies viz. Blue Dart Aviation Limited and Concorde Air Logistics Limited
2. Do the Subsidiary Company/Companies participate in the BR Initiatives of the parent company? If yes, then indicate the number of such subsidiary company(s)	There is no direct participation
3. Do any other entity/entities (e.g. suppliers, distributors etc.) that the Company does business with, participate in the BR initiatives of the Company? If yes, then indicate the percentage of such entity/entities? [Less than 30%, 30-60%, More than 60%]	No

**d. Section D: BR Information**

QUESTION	INFORMATION
<b>1. Details of Director/Directors responsible for BR</b>	
a) Details of the Director/Directors responsible for implementation of the BR policy/policies	<ul style="list-style-type: none"> <li>• DIN Number – 01739334</li> <li>• Name - Mr. Sharad Upasani</li> <li>• Designation – Chairman</li>   <li>• DIN Number – 01334483</li> <li>• Name - Mr. Anil Khanna</li> <li>• Designation – Managing Director</li>   <li>• DIN Number – 00089757</li> <li>• Name - Mr. Malcolm Monteiro</li> <li>• Designation – Director</li> </ul>
b) Details of the BR head	<ul style="list-style-type: none"> <li>• DIN Number (if applicable) –</li> <li>• Name – Mr. Aneel Gambhir</li> <li>• Designation – CFO</li> <li>• Telephone number - 28396444</li> <li>• E-mail ID - Aneelg@bluedart.com</li> </ul>

<b>2. Principle-wise (as per NVGs) BR Policy/policies (Reply in Y/N)</b>											
<b>S.No</b>	<b>Questions</b>	<b>P1</b>	<b>P2</b>	<b>P3</b>	<b>P4</b>	<b>P5</b>	<b>P6</b>	<b>P7</b>	<b>P8</b>	<b>P9</b>	
1	Do you have a policy/policies for	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
2.	Has the policy been formulated in consultation with relevant stakeholders?	All the policies have been formulated in consultation with the Management of the Company and is approved by Board of Directors.									
3.	Does the policy conform to any national/international standards? Specify if Yes	All the policies are compliant with respective principles of NVG guidelines.									
4.	Has the policy been approved by the Board? Has it been signed by MD/Owner/CERO/ Appropriate Board Director?	All the policies have been approved by the Board and have been signed by the Managing Director.									
5.	Does the company have a specified committee of the Board/ Director/Official to oversee the implementation of the policy?	The Board has constituted BRR Committee consisting of Mr. Sharad Upasani, Mr. Anil Khanna and Mr. Malcolm Monteiro.									
6.	Indicate the link for the policy to be viewed online	Copies will be made available on receipt of written request from shareholders.									
7.	Has the policy been formally communicated to all relevant internal and external stakeholders?	The policies have been formally communicated to internal and external stakeholders.									
8.	Does the company have in-house structure to implement the policy/policies?	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
9.	Does the company have a grievance redressal mechanism to address stakeholders' grievance related to the policy/policies?	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
10.	Has the company carried out independent audit/evaluation of the working of this policy by an internal or external agency?	It will be done in due course.									

<b>QUESTION</b>	<b>REFERENCE SECTION</b>
<b>3. Governance related to BR</b>	
Indicate the frequency with which the Board of Directors, Committee of the Board or CEO to assess the BR performance of the Company. (Within 3 months, 3-6 months, Annually, More than 1 year?)	Annually
Does the Company publish a BR or a Sustainability Report? What is the hyperlink for viewing this report? How frequently it is published?	The Company has been publishing information on its sustainability efforts as part of its annual report on a voluntary basis

**e. Section E: Principle - wise performance**

<b>QUESTION</b>	<b>REFERENCE SECTION</b>
<b>Principle 1: Ethics, Transparency and Accountability</b>	
1. Does the policy relating to ethics, bribery and corruption cover only the company? Yes/No. Does it extend to the Group/Joint-Ventures/Suppliers/Contractors/NGOS/Others?	Refer 'Building a Responsible Business - Ethics and Corporate Governance' section of Business Responsibility Report
2. How many stakeholders' complaints have been received in the past financial year and what percentage was satisfactorily resolved by the management? If so provide details thereof, in about 50 words or so.	

QUESTION		REFERENCE SECTION
<b>Principle 2: Sustainable Products and Services</b>		
1.	List up to 3 of your products or services whose design has incorporated social or environmental concerns, risks and/or opportunities.	Refer 'Environment & Energy' section of Business Responsibility Report
2.	For each such product, provide the following details in respect of resource use (energy, water, raw material etc.) per unit of product (optional): i. Reduction during sourcing/production/ distribution achieved since the previous year throughout the value chain? ii. Reduction during usage by consumers (energy, water) has been achieved since the previous year?	
3.	Does the company have procedures in place for sustainable sourcing (including transportation)? If yes, what percentage of your inputs was sourced sustainably? Also, provide details thereof, in about 50 words or so.	
4.	Has the company taken any steps to procure goods and services from local & small producers, including communities surrounding their place of work? If yes, what steps have been taken to improve their capacity and capability of local and small vendors?	
5.	Does the company have a mechanism to recycle products and waste? If yes what is the percentage of recycling of products and waste (separately as <5%, 5-10%, >10%). Also, provide details thereof, in about 50 words or so.	

<b>Principle 3: Employee Well Being</b>		
1.	Please indicate the Total number of employees.	Refer 'Aspiring to be Employer of Choice : Workforce Management at Blue Dart' section of Business Responsibility Report
2.	Please indicate the Total number of employees hired on temporary/ contractual/ casual basis.	
3.	Please indicate the Number of permanent women employees.	
4.	Please indicate the Number of permanent employees with disabilities.	
5.	Do you have an employee association that is recognized by management?	
6.	What percentage of your permanent employees is members of this recognized employee association?	
7.	Please indicate the number of complaints relating to child labor, forced labor, involuntary labor, and sexual harassment in the last financial year and pending, as on the end of the financial year.	
8.	What percentage of your under mentioned employees were given safety & skill up-gradation training in the last year? • Permanent Employees • Permanent Women Employees • Casual/Temporary/Contractual Employees • Employees with Disabilities	

<b>Principle 4: Valuing Marginalised Stakeholders</b>		
1.	Has the company mapped its internal and external stakeholders?	Refer 'Managing Stakeholder Priorities – Stakeholder engagement at Blue Dart' section of Business Responsibility Report
2.	Out of the above, has the company identified the disadvantaged, vulnerable & marginalized stakeholders?	
3.	Are there any special initiatives taken by the company to engage with the disadvantaged, vulnerable and marginalized stakeholders. If so, provide details thereof, in about 50 words or so.	

QUESTION		REFERENCE SECTION
<b>Principle 5: Human Rights</b>		
1	Does the policy of the company on human rights cover only the company or extend to the Group/Joint Ventures/Suppliers/Contractors/NGOs/ Others?	Refer 'Building a Responsible Business - Ethics and Corporate Governance' section of Business Responsibility Report
2.	How many stakeholder complaints have been received in the past financial year and what percent was satisfactorily resolved by the management?	

<b>Principle 6: Environment</b>		
1.	Does the policy related to Principle 6 cover only the company or extends to the Group/Joint Ventures/Suppliers/Contractors/NGOs/others?	Refer 'Environment & Energy' section of Business Responsibility Report
2.	Does the company have strategies/initiatives to address global environmental issues such as climate change, global warming, etc.? Y/N. If yes, please give hyperlink for webpage etc.	
3.	Does the company identify and assess potential environmental risks?	
4.	Does the company have any project related to Clean Development Mechanism? If so, provide details thereof, in about 50 words or so. Also, if Yes, whether any environmental compliance report is filed?	
5.	Has the company undertaken any other initiatives on - clean technology, energy efficiency, renewable energy, etc.? Y/N. If yes, please give hyperlink for web page etc.?	
6.	Are the Emissions/Waste generated by the company within the permissible limits given by CPCB/SPCB for the financial year being reported?	
7.	Number of show cause/ legal notices received from CPCB/SPCB which are pending (i.e. not resolved to satisfaction) as on end of Financial Year.	

<b>Principle 7: Policy Advocacy</b>		
1.	Is your company a member of any trade and chamber or association? If Yes, Name only those major ones that your business deals with:	Refer 'Building a Responsible Business - Ethics and Corporate Governance' section of Business Responsibility Report
2.	Have you advocated/lobbied through above associations for the advancement or improvement of public good? Yes/No; if yes specify the broad areas ( drop box: Governance and Administration, Economic Reforms, Inclusive Development Policies, Energy security, Water, Food Security, Sustainable Business Principles, Others)	

<b>Principle 8: Inclusive Growth</b>		
1.	Does the company have specified programmes/initiatives/projects in pursuit of the policy related to Principle 8? If yes details thereof.	Refer 'Empowering Local Communities - Corporate Social Responsibility at Blue Dart' section of Business Responsibility Report
2.	Are the programmes/projects undertaken through in-house team/own foundation/external NGO/ government structures/any other organization?	
3.	Have you done any impact assessment of your initiative?	
4.	What is your company's direct contribution to community development projects- Amount in INR and the details of the projects undertaken?	
5.	Have you taken steps to ensure that this community development initiative is successfully adopted by the community? Please explain in 50 words, or so.	

QUESTION		REFERENCE SECTION
<b>Principle 9: Customer Value</b>		
1.	What percentage of customer complaints/consumer cases are pending as on the end of financial year.	Refer 'Building a Responsible Business - Ethics and Corporate Governance' section of Business Responsibility Report
2.	Does the company display product information on the product label, over and above what is mandated as per local laws? Yes/No/N.A./ Remarks (additional information)	
3.	Is there any case filed by any stakeholder against the company regarding unfair trade practices, irresponsible advertising and/or anti-competitive behavior during the last five years and pending as on end of financial year. If so, provide details thereof, in about 50 words or so.	Refer 'Managing Stakeholder Priorities – Stakeholder engagement at Blue Dart' section of Business Responsibility Report
4.	Did your company carry out any consumer survey/ consumer satisfaction trends?	

## DIRECTORS' REPORT

### To the Members,

Your Directors take great pleasure in presenting the Twenty Seventh Annual Report of your Company for the financial year ended March 31, 2018.

### FINANCIAL RESULTS

(₹ in Lakhs)

Particulars	Standalone		Consolidated	
	For the year ended March 31, 2018	For the year ended March 31, 2017	For the year ended March 31, 2018	For the year ended March 31, 2017
Revenues				
Service Charges	2,79,085	2,68,087	2,79,924	2,68,950
Other Income	2,254	2,782	2,067	2,616
Less : Operating Expenses	2,53,104	2,41,645	2,44,796	2,34,777
<b>Gross Profit (EBIDTA)</b>	<b>28,235</b>	<b>29,224</b>	<b>37,195</b>	<b>36,789</b>
Less : Finance Cost	2,559	3,125	4,050	4,501
Depreciation & Amortisation	4,498	4,393	11,445	10,375
Earnings before tax	21,178	21,706	21,700	21,913
Less : Income Tax Expenses	6,968	7,749	7,229	7,929
<b>Earnings after tax</b>	<b>14,210</b>	<b>13,957</b>	<b>14,471</b>	<b>13,984</b>
Other Comprehensive Income (post Tax)	27	(279)	46	(285)
Total Comprehensive Income for the year	14,237	13,678	14,517	13,699
<b>Retained Earnings</b>				
Balance as at the beginning of the year	34,490	31,713	25,186	22,761
Add : Profit for the year	14,210	13,957	14,471	13,984
Profit available for appropriation	48,700	45,670	39,657	36,745
<b>Less : Appropriations</b>				
Deferred Tax adjustments on settlement of Put/Call liability	-	-	-	373
Dividend (including dividend distribution tax)	4,284	8,568	4,284	8,568
Transfer to / (from) Debenture Redemption Reserve	(2395)	2,333	(2,395)	2,333
Actuarial loss / (gain) on remeasurement of post employment benefit obligation, net of tax	(27)	279	(46)	285
<b>Balance as at the end of the year</b>	<b>46,838</b>	<b>34,490</b>	<b>37,814</b>	<b>25,186</b>

### Notes :

- The above figures are extracted from the standalone and consolidated financial statements prepared in compliance with Indian Accounting Standards (Ind AS). These financial statements of the Company comply with all aspects with Indian Accounting Standards (Ind AS) notified under Section 133 of the Companies Act, 2013 (the Act) [Companies (Indian Accounting Standards) Rules, 2015] and other relevant provisions of the Act.
- Expenses for the year ended March 31, 2017 include one time professional charges of ₹ 3,514 lakhs towards consultation & advisory services to strengthen the company's strategic plans.

# DIRECTORS' REPORT

## REVIEW OF PERFORMANCE

The year 2017-18 was a defining year for the Indian economy which faced the impact of demonetization and GST implementation amongst other critical things. It has been a year of transition and transformational reforms for the country. The impact of these two reforms was evident as GDP growth reduced to 5.6%\* in the first quarter of 2017-18. However, the economy did recover thereafter and it has grown at 6.7%\* in 2017-18.

In such a challenging scenario, your Company posted a profit after tax on a standalone basis of ₹ 14,210 Lakhs for the year ended March 31, 2018 as compared to ₹ 13,957 Lakhs for the year ended March 31, 2017. Income from the operations for the year ended March 31, 2018 was ₹ 279,085 Lakhs as compared to ₹ 268,087 Lakhs for the year ended March 31, 2017.

With a dedicated air and ground network enhanced with cutting-edge technology, Blue Dart continues to be South Asia's premier air and integrated transportation, distribution and Logistics Company. It offers a wide range of innovative and simplified solutions across industry verticals. Your company has been persistent in its commitment to deliver excellent service quality, high customer satisfaction and innovative service offerings. Your company is a market leader in the organised air express industry, a leading player in the organised ground express and one of the preferred partners for the e-commerce industry. Your company offers an extensive coverage in the country with a dedicated infrastructure, captive fleet, trained teams for deliveries and 24x7 shipment visibility which further enhances qualitative service offerings. Your Company also offers multiple delivery options viz; parcel shops, parcel locker and mobile service centers for greater convenience of our valued customers.

Your Company has an impeccable service record driven by a motivated and passionate team, the testimony for which rests in the numerous awards bestowed on the Company over the years. As a responsible corporate entity, your Company continues to contribute towards environmental and social causes that enhance and nurture society in which it operates.

Your Company has invested extensively in the technology infrastructure to create differentiated delivery capabilities, quality services and customized solutions for customers. The use of technology has optimized the cost, improved processes and allowed the company to introduce innovative solutions to provide customers high quality service. Your Company provides most efficient solutions to e-tailers and their customers with a seamless and unique experience. Few instances include digitization of entire logistics chain, customized reports and automated performance updates, APIs, 24x7 shipment visibility, online dashboards for real time status etc. In order to enable digitalized payments, your Company added 15 digital wallets on the courier hand-held machines apart from enabling acceptance of credit/debit cards. As a consequence, information technology remains one of the key differentiators for the Company in the industry.

Your Company's online presence on social media through official Facebook, Twitter, Google+ and YouTube reached an impressive

audience base and is rapidly gathering followers, creating a stream of customers who are ardent advocates of the brand and influence a positive opinion in the new age media.

Your Company is also the first, largest and till date the only express delivery company in India with dedicated freighters offering air services through a fleet of six Boeing 757 – 200 in the seven major cities of India flying through the night to allow late cut-offs and early morning deliveries ensuring customer delight. Your Company continues to focus on innovation, reach expansion, transit time improvements, emerging towns (Tier-II, III and IV) activation, strengthening distribution channels to enhance reach and strives to keep delivering beyond expectation of all stakeholders.

Blue Dart continues to be certified to the ISO 9001 standards since 1996 and successfully re-certified itself in August 2017 for a 3 year period to the new global ISO 9001-2015 standards for "design, management and operations of the countrywide express transportation and distribution services within the Indian sub-continent and international destinations serviced through multinational express companies".

Your Company continues to drive "First Choice" and "Net Promoter Approach" (NPA) initiatives, enhancing process improvements, customer centricity and service quality mission.

## DIVIDEND

Your Directors are pleased to recommend a Dividend of ₹ 12.50 (Rupees Twelve and Fifty Paise Only) per equity share for the year ended March 31, 2018, subject to necessary approval by the Shareholders at the Annual General Meeting of the Company.

The Dividend on Equity shares including Dividend Distribution Tax, once approved by the members at the ensuing Annual General Meeting, will sum up to a total of ₹ 3,576 Lakhs equivalent of 25.2% of the standalone profit after tax as compared to the total dividend (including Dividend Distribution Tax) of ₹ 4,284 Lakhs for the previous year.

### Dividend Distribution Policy :

Regulation 43A of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("LODR"), requires the top 500 listed companies to formulate a Dividend Distribution Policy based on market capitalization. In compliance with the said requirement, the Company has formulated Dividend Distribution Policy which is available on the company's website viz;

[https://www.nseprimeir.com/z\\_BlueDart/files/DividendDistributionPolicy\\_BlueDart.pdf](https://www.nseprimeir.com/z_BlueDart/files/DividendDistributionPolicy_BlueDart.pdf)

## REDEMPTION AND INTEREST ON DEBENTURES

In compliance with the provisions of law, the Company has successfully redeemed its Series I, Unsecured, Non-Convertible Debentures (9.3% p.a) bearing ISIN - INE233B08087 on November 20, 2017 to the eligible debenture holders for an amount of ₹ 16,610 Lakhs.

During the year, the Company paid Interest on the Unsecured, Redeemable, and Non-Convertible Debentures aggregating to ₹ 2,558 Lakhs.

\*Ministry of Statistics report dated June, 2018

## DIRECTORS' REPORT

Details of outstanding unsecured, redeemable, non-convertible, Debentures are as under:

Particulars	Series II	Series III
Issue price	₹10/-	₹10/-
Issue date	November 21, 2014	November 21, 2014
No of debentures	94911736	71183802
Rate of Interest	9.4% p.a.	9.5% p.a.
Period (Tenure)	48 months	60 months
Date of Redemption	November 20, 2018	November 20, 2019

Axis Trustee Services Ltd. is acting as the Debenture Trustee.

### TRANSFER TO DEBENTURE REDEMPTION RESERVE

In accordance with the requirements of the Companies Act, 2013, the Company has created an additional provision of ₹ 1,757 Lakhs (previous year ₹ 2,333 Lakhs) in respect of Unsecured, Redeemable, Non-Convertible, fully paid up Debentures. During the year, the Company has reversed an amount of ₹ 4,152 Lakhs towards redemption of Series I Debentures. The balance in Debenture Redemption Reserve as at March 31, 2018 stood at ₹ 3,243 Lakhs (previous year – ₹ 5,638 Lakhs)

### OPERATIONS REVIEW

Your Company offers secure and reliable delivery of consignments to over 35,000 locations in India. As part of DPDHL Group, your Company accesses the largest and most comprehensive express and logistics network worldwide through DHL, covering over 220 countries and territories and offers the entire spectrum of the logistics solutions.

Your Company is a flexible, innovative and an agile organization offering solutions to all sectors across the express logistics supply chain in the country, be it traditional business such as Banking & Financial Services (BFSI), IT, Automotive, Pharmaceuticals etc. or new age opportunities in the areas of e-tailing.

Your Company is one of India's most innovative and awarded express Company. Your Company has always pioneered solutions for the industry backed by an unmatched infrastructure, hi-tech solutions, extensive reach, a fleet of six Boeing 757-200 freighters with a capacity of 500 tonnes per night, a flotilla of vehicles, three & two wheelers, electric vehicle pilots, 11,000 plus passionate, committed and talented Blue Darters dedicated towards delivering 'service excellence' and value for all our esteemed customers.

Your Company carried over 1,958.66 Lakhs domestic shipments and over 9.15 Lakhs international shipments weighing more than 696,961 tonnes during the financial year ended March 31, 2018.

### FACILITIES / INFRASTRUCTURE

Towards its reach expansion project, the Company added 617 offices across India from January, 2018 to March, 2018. The Company has also increased its pin code services to cater to 98% of the India's business needs. Your Company plans to further strengthen and

consolidate its air and ground infrastructure, expand reach and offer best-in-class transit times.

### AVIATION SYSTEM

The Company has an ACMI Contract with India's first and only cargo airline, Blue Dart Aviation Limited ("BDAL"), a wholly owned subsidiary company for dedicated air carriage capacity which has ensured strong support in sustaining Blue Dart's leadership position through its unique aviation network.

During the year, your Company received repayment of Loan from BDAL of ₹ 2,441 Lakhs (Previous year ₹ 3,911 Lakhs). As on March 31, 2018, the outstanding loan balance is ₹ 2,996 Lakhs (Previous year ₹ 5,437 Lakhs) of which ₹ 1,903 Lakhs (Previous year ₹ 2,441 Lakhs) receivable within 12 months from the Balance Sheet date. The loan carries an interest computed at an average 'base' rate of IDBI Bank and ICICI Bank with an interest re-set bi-annually. The Company has paid ₹ 8,735 Lakhs as Inter-Corporate Deposit to BDAL and the same was fully repaid as on March 31, 2018.

During the year, BDAL uplifted 91,471 tonnes on its network and also handled 38 charters. This was possible with an unprecedented additional 170 day flights in addition to the scheduled night operations to handle additional loads within limited resources and it significantly contributed to your company's performance.

BDAL has delivered 'On Time Performance' of 81% and 'Technical Dispatch Reliability' of 99.22%, in an increasingly congested aviation environment and operating a fleet of ageing aircraft.

### FINANCE

Your Company's financial position continues to remain stable with an adequate liquidity to meet its current obligations. During the year, the Company has undertaken various cost rationalization initiatives which contributed positively towards the Company's profitability.

As on March 31, 2018, Company has liquid assets (cash & cash equivalents) of ₹ 18,216 Lakhs, as against ₹ 21,170 Lakhs at the previous year end. The reduction in liquidity is mainly on account of redemption of Series I Debentures amounting to ₹ 16,610 Lakhs in November 2017.

The Company's Earnings per Share (basic & diluted) for the year ended March 31, 2018 stood at ₹ 59.89 per share as compared to ₹ 58.82 per share for the previous year ended March 31, 2017.

### CASH FLOWS

During the year, your Company has generated net cash flow of ₹ 20,988 Lakhs from its operations as against ₹ 14,293 Lakhs in the preceding financial year on a standalone basis. Cash flow was partially deployed in the capital assets, investments, debt servicing and payment of dividend.

### WORKING CAPITAL MANAGEMENT

Despite challenging, uncertain and an adverse macroeconomic scenario, your Company continued to manage its working capital efficiently which is within the benchmarks laid by the DPDHL group.

## DIRECTORS' REPORT

Your Company efficiently utilized its surplus funds by investing into various high rated debt schemes (liquid category) of the mutual funds / fixed deposits with the Banks for effective cash flow management. Liquidity in the Balance Sheet requires to be balanced between earning and adequate returns covering financial risk. The Company's growth has been entirely fuelled through cash generation from the operations which is adequate to support its working capital and capital expenditure requirements.

### CREDIT RATING

Your Company continues to enjoy high credit rating for its Debentures and working capital facilities / short-term debt programme:

1. ICRA Ltd. (an Associate of Moody's Investors Service) and India Ratings & Research Private Ltd. (a Fitch Group Company) have reaffirmed "[ICRA] AA" (stable) rating and "IND AA" (stable) rating respectively for Company's Unsecured, Non convertible Debentures of ₹ 33,220 Lakhs (outstanding ₹ 16,609 Lakhs as on March 31, 2018).
2. "[ICRA] A1+" (ICRA A one plus) reaffirmed by ICRA Ltd. for the Company's commercial paper/ short-term debt programme of ₹ 2,500 Lakhs (outstanding – Nil). The rating indicates highest credit quality for short term instruments (outstanding amount is Nil as on March 31, 2018).
3. "ICRA AA" (stable) (ICRA double A) (long term rating) to the Company's Bank limits (working capital) of ₹ 3,615 Lakhs (including fund based and non- fund based limits). The rating considered to have high degree of safety regarding timely servicing of financial obligation carrying very low credit risk. ICRA also assigned "ICRA A1+" (ICRA A one plus) (short term rating) for the said limits. The rating indicates very strong degree of safety regarding timely payment of financial obligation carrying lowest credit risk.
4. IND "A1+" (IND A one plus) reaffirmed by India Ratings and Research Private Ltd. for the Company's short-term debt programme of ₹ 3,000 Lakhs (outstanding – Nil), indicating the strongest capacity of timely payment of its financial commitments (outstanding amount is Nil as on March 31, 2018).

### SUBSIDIARY COMPANIES

The Audited Financial Statements of Blue Dart Aviation Ltd. (BDAL) and Concorde Air Logistics Ltd. (CALL), the wholly owned subsidiary companies for the year ended March 31, 2018 together with the reports of Directors and Auditors are attached. The Statement containing salient features of the financial statements of the subsidiary companies in the prescribed format viz; AOC-1 is attached as an 'Annexure A' to the Board's Report. The statement also provides the details of performance and financial position of the subsidiary companies.

The Consolidated Financial Results represent those of the Company and its wholly owned subsidiaries viz; BDAL and CALL. The Company has consolidated its results in accordance with the Ind AS 110 - 'Consolidated

Financial Statements' pursuant to Section 133 of the Companies Act, 2013 read with the Companies (Indian Accounting Standards) Rules, 2015, as amended.

Pursuant to requirements of Regulation 16 (c) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, the Company has formulated 'Policy on determining Material Subsidiaries'.

The Policy is posted on the website of the Company viz; [www.bluedart.com](http://www.bluedart.com).

The web link of the said Policy is; [http://www.nseprimeir.com/z\\_BlueDart/files/Bluedart\\_PolicyonMaterialSubsidiary.pdf](http://www.nseprimeir.com/z_BlueDart/files/Bluedart_PolicyonMaterialSubsidiary.pdf)

### DHL EXPRESS (SINGAPORE) PTE. LTD., PROMOTER SHAREHOLDER

DHL Express (Singapore) Pte.Ltd. holds 75% of the Equity Capital of the Company. The combined service offerings of both the organisations covers an entire spectrum of distribution within India and globally and provides customers with a firm strategic advantage. Blue Dart is a leading brand in the country with an unmatched domestic network, robust infrastructure and skilled personnel. DHL is an acknowledged global leader with a strong and long-standing presence in India. Together, both present a powerful backbone to the business and support the "Make in India" mission.

In our efforts to constantly collaborate and optimise with the support of our group companies viz; DHL Express (India) Pvt. Ltd., DHL Supply Chain (India) Pvt. Ltd., DHL Logistics Pvt. Ltd., DHL eCommerce (India) LLP, DHL eCommerce (Singapore) Pte.Ltd., Singapore, Deutsche Post IT Services, GMBH, the India Steering Committee comprising of the Senior Management Team Leaders from each group Company made significant progress in the past year to maximise synergies amongst business units with a focus on improving infrastructure, service quality and cost efficiencies, thereby improving customer experience.

### OUTLOOK FOR THE FUTURE

The Indian Government's policy initiatives like 'Make in India' and the nation-wide implementation of a uniform indirect tax system hold promise for an efficient, integrated and buoyant economy. The Logistics industry would be a critical enabler and facilitator on this journey towards achieving an envisioned growth potential.

The logistics industry is a trade-facilitator and enabler for the economy since it ensures efficient and cost-effective flow of goods and other commercial sectors are dependent on it. The logistics industry in India is evolving rapidly. It is the interplay of infrastructure, technology and new types of service providers, which defines whether the logistics industry will be able to help its customers reduce their costs and provide effective services. With globalization, logistics is expected to play an increasing role in driving the Indian economy. In 2016, India was ranked 35<sup>th</sup> in The World Bank's Logistics Performance Index (LPI) that ranks countries based on their logistics performance – moving up from 54<sup>th</sup> in 2014.

Further, with an advent of Goods and Service Tax (GST), there are emerging opportunities for the logistics industry in India. The logistics

## DIRECTORS' REPORT

industry comprises of activities viz; storage, freight management, supply chain management, managing vendors and partners, transportation, handling damage claims and much more. Lately, many new entrants have entered the market and recent developments in other industries have also accelerated growth in the logistics industry. New technology, new market entrants, enhanced customer expectations and innovative business models are key factors which would drive the future of the industry and expected to change industrial landscape of India.

With implementation of GST, companies with small warehouses in several cities could set up a few in specific regions based on the 'hub-and-spoke' model for freight movement from the warehouses the different manufacturing plants, wholesale outlets, retail outlets and various 'Point of Sale'. The growth is backed by the boom in the e-commerce sector and expansionary policies of FMCG firms.

The global economic outlook and outlook for India is expected to improve as India Inc begins to overcome the economic slowdown post demonetisation and GST implementation. Reforms and growth oriented policies are expected to provide a fresh impetus particularly in the corporate and small and medium sized enterprises (SME) sector which should, in turn, enhance demand for the logistics sector.

The Indian e-tailing industry is increasingly attracting customers from tier II, III and IV towns. With increase in awareness about benefits of online trading, there has been a significant rise of investment in e-tailing. Blue Dart is the preferred e-tail logistics service provider for most leading e-portals. As an organization, we have built and invested in a strong e-tail team to strengthen network capabilities, expand reach to cover the entire Country. The Company will build its future on strong fundamentals viz; quality, consistency, reliability, passion, commitment, operational efficiency, customer centricity, employee satisfaction and sustainable business and environment.

Your Company is optimistic about the growth of various industries such as Life Sciences and Healthcare, Automotive/ Automobiles, Consumer Durables, Banking & Financial Services, Computer/IT, e-tailing etc. which are largely domestic consumption-driven and are expected to continue to grow. Your Company will continue its focus on product innovation and service enhancements by partnering in the industrial and services growth story. The SME sector is also a good avenue for growth and company has been extensively partnering their sector in its growth through customized products and solutions and increased connectivity to markets. Your company is geared to face challenges for the years to come. Your Directors look forward to improved performance in the coming years.

### GST

Your Company successfully transitioned to the new GST legislation with effect from July 1, 2017. It has been a major transition for your Company from indirect tax compliance perspective, moving from the centralised compliance under an erstwhile service tax law to a statewide compliance under the GST law. A lot of thought work has undergone for final identification of applicable principles to determine taxability of the services with respect to the 'place of supply' and location of service provider and service recipient. Your Company was engaged with various stakeholders

in the legislative authorities, industry associations among others in the process. The Company registered itself in the multiple States and is in compliance with the Statewide GST legislations in line with the provisions of the law. The Company has updated its systems and processes to ensure timely compliances of law in terms of submission of various monthly returns and payment of GST as per timelines in spite of concerns around readiness and systems speed issues of the GSTN website in the initial period.

The Company also engaged with the customers and vendors in a continuous communication to align interpretations as various provisions of the law were unfolded in order to ensure seamless transition to a new era. A lot of information with respect to the GSTN nos. of customers and vendors were also exchanged in the process to ensure uninterrupted business transactions. With effect from April 01, 2018, GST E-Waybills are applicable for movement of goods. The Company has updated its operating systems to automate and integrate the E-waybills related process.

### AWARDS AND RECOGNITIONS

Your Company's innumerable efforts in the pursuit of an endless excellence were recognized throughout the year ended March 31, 2018. The position as an industry leader was significantly reiterated by the accolades received from several industry bodies and customers. Your Company won several awards which validate its Brand Equity, Leadership, Human Resource Philosophy, Customer Service, Business Acumen and Corporate Social Responsibility.

Your Company is benchmarked to international standards and has won several brand leadership awards. It was voted as a Business Superbrand for the 10<sup>th</sup> consecutive year and Reader's Digest Most Trusted Brand Award for the 11<sup>th</sup> consecutive year, honoured with the Brand Excellence in Supply Chain & Logistics Sector at the ABP Brand Excellence Awards, the Air Cargo Transportation Award at the Indian Chamber of Commerce 8th Annual Supply Chain & Logistics Summit & Excellence Award 2018, Ranked No. 2 amongst the 15 Best Multinational Workplaces In Asia – 2018 by the Great Place to Work Institute, Asia, and ranked as one of the Best Workplaces in India (2017) by the Great Place to Work Institute, India, was conferred the National Award for Marketing Excellence in Supply Chain & Logistics Sectors at Global Marketing Excellence Awards.

Your Company was honoured with the DHL AP Innovation Award 2017 and DHL eCommerce Award 2017 – HR, awarded with the prestigious 'Global HR Excellence – Organisation with Innovative HR Practices' award at the World HRD Congress.

Your Company was honoured with the Silver at the DPDHL CEO Awards 2018 for its efforts in 'Living Responsibility' (Blue Homes) for the 2<sup>nd</sup> consecutive year, awarded Sustainable Education Strategy Award, Best in Class Corporate Social Responsibility practice, Responsible Business of the Year and Environmental Leadership Award at the Responsible Business Awards, awarded the Best Environment Friendly Project Award for Electric Vehicle (EV) Pilot by ET now in associated with the Rise with India.

## DIRECTORS' REPORT

Mr. Anil Khanna, Managing Director, was conferred with several distinguished awards which include viz; an 'Iconic Leader' at the prestigious Globe Platinum Awards 2016 in Hong Kong, award for Outstanding Contribution to CSR at the South Asian Partnership Summit & Business Awards in Sri Lanka and ranked as most valuable CEO by 'Business World' magazine.

Mr. Aneel Gambhir, CFO, was honoured with the 'CFO 100' Award at the CFO 100 Award 2018 and awarded for 'Cost Control and Management' at the 8th Annual CFO100 Programme.

Mr. Yogesh Dhingra, Group CFO & CSO was honoured with CFO of the Year & one of the Most Influential CFOs of India by Chartered Institute of Management Accountants CIMA and was awarded Best CFO for Excellence in Sustained Wealth Creation at the CMO Asia's 'Asia CFO Excellence Awards'. He was awarded Lifetime Achievement Award at the National Award for CFO Excellence.

### DIRECTORS AND KEY MANAGERIAL PERSONNEL

Ms. Bettina Staffa (DIN: 06963668) and Mr. Thomas Kipp (DIN : 06921955) tendered their resignations as Directors with effect from October 17, 2017 and December 05, 2017 respectively on account of their pre-occupation. The Board of Directors placed on record its appreciation for the valuable services rendered by Ms. Bettina Staffa and Mr. Thomas Kipp during their tenure as a Director and wished them the very best in all their future endeavours.

During the year, Mr. Charles Brewer (DIN: 07854413) and Ms. Tulsi Nowlakha Mirchandaney (DIN: 01842520) were appointed as Additional Directors of the Company with effect from July 28, 2017 and October 17, 2017 respectively and they hold office as Non-Executive Non-Independent Directors upto the date of ensuing Annual General Meeting (AGM). Blue Dart has received a notice in writing from the members proposing the candidature of Mr. Charles Brewer (DIN: 07854413) and Ms. Tulsi Nowlakha Mirchandaney (DIN: 01842520) as Directors on the Board of the Company. Further, the Nomination and Remuneration Committee (NRC) and Board of Directors of the Company have recommended the appointment of Mr. Charles Brewer (DIN: 07854413) and Ms. Tulsi Nowlakha Mirchandaney (DIN: 01842520) as Non-Executive Non – Independent Directors, liable to retire by rotation, to the Shareholders at the ensuing AGM.

Mr. Charles Brewer is CEO of DHL eCommerce, a division of Deutsche Post DHL Group, which he joined in 1984. In his role, he leads a global team responsible for developing solutions that enable the e-commerce sector. He is a proven expert in supply chain, international shipping and e-commerce with over 32 years of industry experience, covering multiple global regions and disciplines across Europe, Asia Pacific, the Americas and Africa. Prior to joining DHL eCommerce, Mr. Charles Brewer was the Managing Director for DHL Express, Sub-Saharan Africa where he was responsible for the successful business and operations of 54 countries and territories, encompassing more than 50,000 customers, 4,000 employees, 250 facilities, 5 regional hubs and 20 dedicated DHL aircraft.

Mr. Charles Brewer commenced his career at DHL in UK, before moving

to the DHL Express Asia Pacific region where he was appointed the Country Manager for Philippines and subsequently Country Manager for Malaysia. After Asia Pacific, Mr. Charles Brewer spent 5 years in the Americas region, where he first led the commercial organization and later was the General Manager for the North East region. After completing school at Lord Wandsworth College, Mr. Charles Brewer went on to Cranfield and Reading University and has also completed executive programmes at Henley Management College.

Ms. Tulsi Nowlakha Mirchandaney is the Managing Director and Accountable Manager of Blue Dart Aviation, India's only domestic cargo airline and South Asia's largest, with a fleet of six Boeing 757 freighters. Blue Dart Aviation is the only cargo airline that has sustained its operations in India for the past 22 years. Ms. Mirchandaney's responsibility spans the organization's flight and ground operations, inhouse airframe line and heavy maintenance and ground handling activities with a workforce of over 1100 committed professionals. Ms. Tulsi Mirchandaney has been actively associated with the airline and express industry in India for over 45 years and with Blue Dart group for 22 years, having been involved with the launch of Blue Dart Aviation prior to its inception in 1996. Ms. Tulsi Mirchandaney spearheaded First Choice, the Group's continuous improvement programme and was the first Senior Advisor for First Choice in Blue Dart. In Blue Dart Aviation, she has been instrumental in bringing about policy changes in civil aviation to acknowledge the contribution of air express and support the distinctive requirements of the cargo airline industry in the country. Ms. Tulsi Mirchandaney has an MBA degree in International Aviation from Concordia University, Montreal and has been felicitated by the Ministry of Civil Aviation for her Contribution to Civil Aviation in the country.

In the Board Meeting of the Company held on January 30, 2018, the Board of Directors approved re-appointment of Mr. Anil Khanna as Managing Director of the Company for a further period of three years with effect from February 21, 2018 to February 20, 2021, subject to approval by the members of the Company.

Mr. Khanna is a graduate from St. Stephen's College, Delhi and holds an MBA degree in Marketing and Finance from UBS, Chandigarh. Mr. Khanna has 39 years of experience in various industries and has been with Blue Dart since 1992.

Mr. Anil Khanna took over as Managing Director in 2007 and since then has led the organization successfully with clear strategic vision, focus on customers and inclusive execution of customer centric value propositions, thereby consolidating Blue Dart's leadership position in the market place. Under his leadership, Blue Dart has increased its market share in Air and Ground Express and has broadened its strategic focus from being an air express company since inception to being a company that straddles customer offerings across time definite, priority, deferred as well as focus on industry specific solutions in air and ground express segments. The Company has also expanded its e-tailing business under the leadership of Mr. Anil Khanna.

Prior to his commencement of tenure as a Managing Director in 2007, Mr. Anil Khanna was instrumental in transforming the Western

## DIRECTORS' REPORT

Region by strengthening its sales systems and structure. As Senior Vice President, he turned around the West – 1 Region to a highly result oriented region in the country. In a short span of time, western region of Blue Dart under his leadership went on to become the No. 1 region in the country. Mr. Khanna also possesses varied experience in the paints and varnishes, consumer durables, auto components and construction chemical industries.

In accordance with the provisions of the Companies Act, 2013 and Articles of Association of the Company, Mr. Malcolm Monteiro (DIN: 00089757), Director, retires by rotation at the ensuing Annual General Meeting and, being eligible, offers himself for re-appointment.

On recommendation of the Nomination & Remuneration Committee, the Board of Directors of the Company in its Board Meeting held on May 08, 2018 approved re-appointment of Mr. Sharad Upasani, as an Independent Director of the Company for a further period of five years with effect from July 23, 2019 till July 22, 2024, subject to approval by the members of the Company. Since Mr. Sharad Upasani is 79 years old, consent of the Members by way of Special Resolution is sought by the Company in compliance with Regulation 17 (1A) of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) (Amendment) Regulations, 2018, for continuance of his appointment/ re-appointment as a Non-Executive Independent Director of the Company beyond the age of 75 years for the period with effect from April 01, 2019 till the expiry of his renewed tenure.

Mr. Sharad Upasani has been appointed as the Chairman of the Board of Directors of the Company with effect from December 21, 2007. Mr. Upasani has done Masters in Commerce and LLB from Mumbai University and also holds MBA degree from USA. He has varied experience in Administration and had the opportunity to work both in the State and Central Government and Public Sector Corporations. He has worked as Secretary of Industry Department, Maharashtra State and as Managing Director of Maharashtra State Finance Corporation, Chairman of Maharashtra State Textile Corporation and Vice – Chairman of Maharashtra State Road Transport Corporation. He retired as Chief Secretary, Government of Maharashtra.

At the Central level, he has worked in the Finance Ministry, Industry Ministry and Information & Broadcasting Ministry. He was also Chairman of the Company Law Board and Chairman of the Bureau of Costs and Prices, New Delhi. He was also Chairman of Film Certification Board, Mumbai and Vice-Chancellor of Agricultural University, Akola, Maharashtra.

Mr. Upasani was also on deputation to International Monetary Fund, Washington from 1974 to 1978. He is a member of Bar Council of Maharashtra and Goa. After retirement from Government Service as Chief Secretary, Government of Maharashtra, he is now giving Consultancy on Corporate Law matters and acts as Arbitrator in corporate disputes. He is also Trustee of Bhartiya Agro Industries Foundation (BAIF), Pune which works for rural upliftment in about 16 States in India.

The Company has received necessary declaration from each Independent Director under section 149(7) of the Companies Act,

2013, that they meet requisite criteria of independence as laid down under Section 149(6) of the Companies Act, 2013 and Regulation 25 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Mr. Yogesh Dhingra, Group Chief Financial Officer & Chief Strategy Officer tendered his resignation vide letter dated March 15, 2018 on account of his desire to pursue other opportunities and he has been relieved of his responsibilities w.e.f. June 15, 2018. The Board of Directors noted his resignation and placed on record their sincere appreciation and thanks for his contribution during association with the Company for the last 26 years.

Mr. Anil Khanna, Managing Director, Mr. Aneel Gambhir, Chief Financial Officer and Mr. Tushar Gunderia, Company Secretary & Head – Legal & Compliance, are Key Managerial Personnel of the Company.

### NUMBER OF BOARD MEETINGS

The Board of Directors met 7 (seven) times during the year ended March 31, 2018. The details of Board Meetings and attendance of Directors are provided in the Corporate Governance Report.

### AUDIT COMMITTEE

The Audit Committee comprises of three Non-Executive Directors, viz; Mr. Sharad Upasani, Mr. Malcolm Monteiro and Mr. Narendra Sarda.

The Chairman of the Committee is Mr. Sharad Upasani.

The terms of reference of the Audit Committee are in accordance with the provisions of Section 177 of the Companies Act, 2013 and Regulation 18 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. In the meeting of the Board of Directors of the Company held on April 15, 2016, the Board of Directors enhanced terms of reference and scope and functioning of the Audit Committee to align with the new requirements of the Companies Act, 2013 and SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

### INTERNAL FINANCIAL CONTROL SYSTEMS

Your Company has in place sound internal control system to ensure that all assets are protected against loss from any unauthorised use and all transactions are recorded and reported correctly. The Company's internal control system is further supplemented by the internal audits carried out by an in-house internal audit team and a co-sourced audit firm viz; KPMG. Well-established and robust internal audit processes, both at the business and corporate level, continuously monitor adequacy and effectiveness of the internal control environment across the company and status of compliances with the operating systems, internal policies and regulatory requirements.

During the year, your company has established and maintained adequate and effective internal financial controls over financial reporting criteria established by the company considering the essential components of internal control stated in the guidance note on the Audit of Internal Financial Controls over Financial Reporting issued by the Institute of Chartered Accountants of India (ICAI). These responsibilities

## DIRECTORS' REPORT

include the design, implementation and maintenance of adequate internal financial controls which were operating effectively for ensuring an orderly and efficient conduct of business, including adherence to company's policies, the safeguarding of its assets, prevention and detection of frauds and errors, accuracy and completeness of the accounting records, and timely preparation of reliable financial information as required under the Act.

### DOWNSTREAM INVESTMENT

As per the Auditor's Certificate on a downstream investment in the Indian subsidiary, the Company is in compliance with the FDI regulations and has obtained requisite certificate from the statutory auditors in this regard.

### VIGIL MECHANISM / WHISTLE BLOWER POLICY

In terms of the provisions of Section 177 of Companies Act, 2013 and Regulation 22 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, the Company has formalized the process and institutionalized 'Whistle Blower Policy' within the Company.

The Company engaged the services of KPMG Advisory Services Pvt. Ltd., renowned consultancy firm which has established the Blue Dart Ethics Hotline. In terms of the policy, all suspected violations and 'Reportable Matters' must be reported to the Ethics Committee via Blue Dart Ethics Hotline. Ethics Committee comprises of Mr. Aneel Gambhir, CFO, Mr. Tushar Gunderia, Company Secretary & Head-Legal & Compliance and Ms. Sonali Raut, Head – Internal Audit. The Policy is applicable to all directors, employees, officers, customers, vendors and/or third party intermediaries viz; agents and consultants whether appointed on permanent, temporary, full-time, part-time, contractual, probation or on retainer basis and engaged to conduct business on behalf of the Company and its subsidiary companies. The Policy provides for direct access to the chairperson of the Audit Committee in appropriate or exceptional cases. None of the Whistle Blowers were denied access to the Audit Committee of the Board.

The Company has posted "Whistle Blower Policy" on its website viz; [www.bluedart.com](http://www.bluedart.com).

The web link of the Whistle Blower Policy is <http://www.bluedart.com/WhistleBlowerPolicy>.

### FAMILIARIZATION PROGRAMME FOR INDEPENDENT DIRECTORS

Pursuant to requirements of Regulation 25 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, the Company has in place a familiarisation programme for the Independent Directors with regard to their role, duties and responsibilities, nature of the industry in which the Company operates, business / operating model of the Company etc. The Board Members are provided with all necessary documents/ reports and internal policies to enable them to familiarise with the Company's procedures and practices.

Periodic presentations are made at the Board and the Board constituted committee meetings pertaining to business and performance updates of the company, global business environment, business strategies and risks involved. Directors attend training programmes/ conferences on relevant subject matters and keep themselves abreast of the latest corporate, regulatory and industry developments.

The same has been posted on website of the Company viz; [www.bluedart.com](http://www.bluedart.com).

The weblink of familiarisation programme is [http://www.nseprimeir.com/z\\_BlueDart/files/FamiliarisationProgramme.pdf](http://www.nseprimeir.com/z_BlueDart/files/FamiliarisationProgramme.pdf)

### CSR COMMITTEE

In accordance with the statutory requirements, your Company constituted the CSR Committee on February 5, 2014. The CSR Committee of the Company comprises of Mr. Sharad Upasani as Chairman of the Committee and Mr. Anil Khanna and Mr. Malcolm Monteiro as members of the Committee.

CSR Committee along with CSR Implementation/Management Committee is responsible for formulating and implementing CSR Policy of the Company.

Mr. Aneel Gambhir, CFO is the permanent invitee to the CSR Committee of the Board. Mr. Tushar Gunderia acts as Secretary to the Committee.

### CSR INITIATIVES / CSR POLICY

The Corporate Social Responsibility is an integral part of our strategy. We are committed to our responsibility towards the Society, Community and environment. We want to make a positive contribution to our world by using our knowledge and domestic / global presence in a way that benefits the planet and its people.

As an Indian company with a global outlook, we endeavor to maintain healthy balance between economic, environmental and social interests.

Under the motto of "Living Responsibility", your Company (along with the DPDHL Group) focuses its corporate responsibility on protecting the environment and reducing CO2 emissions (GoGreen), disaster management (GoHelp) and championing education (GoTeach). These are supported and complemented by the regional community initiatives which demonstrate voluntary commitment, special abilities and enthusiasm of Blue Darters across the country.

In accordance with the provisions of Section 135 of Companies Act, 2013 and the Companies (Corporate Social Responsibility Policy) Rules, 2014, the Company has formulated and posted the CSR Policy on website of the company viz; [www.bluedart.com](http://www.bluedart.com).

The Annual Report on CSR activities in accordance with the Companies (Corporate Social Responsibility Policy) Rules, 2014, undertaken by the Company during the year is annexed as 'Annexure B' to the Board's Report.

# DIRECTORS' REPORT

## NOMINATION & REMUNERATION POLICY

Pursuant to provisions of Section 178 of the Companies Act, 2013, the Board has, on recommendation of Nomination & Remuneration Committee, formulated a Policy on Directors' appointment and remuneration including criteria for determining qualifications, positive attributes, independence of a Director and other matters provided under Section 178(3) of Companies Act, 2013.

Nomination & Remuneration Policy has been incorporated in the Corporate Governance Report.

## NOMINATION & REMUNERATION COMMITTEE

The Nomination & Remuneration Committee comprises of Mr. Narendra Sarda as Chairman and Mr. Sharad Upasani and Mr. Malcolm Monteiro as members of the Committee.

Mr. Anil Khanna, Managing Director and Mr. Aneel Gambhir are permanent invitees to the Committee.

## STAKEHOLDERS RELATIONSHIP COMMITTEE

Your Company re-aligned its existing 'Investors Grievance Committee' as 'Stakeholders Relationship Committee' with an enhanced scope and functioning. The Stakeholders Relationship Committee comprises of Mr. Malcolm Monteiro as the Chairman of the Committee and Mr. Anil Khanna as member of the Committee.

## RISK MANAGEMENT

Your Company has formulated a Risk Management Policy which provides an overview of the principles of risk management, explains the approach adopted by the company towards risk management and mitigation, defines the organizational structure for effective risk management, develop a "risk" culture which encourages employees to identify risks and associated opportunities and respond to them with a effective action, identify, assess, manage and mitigate existing and new risks in a planned and co-ordinated manner with minimum disruption and cost, to protect and preserve the company's human, physical and financial assets.

Risk Management Committee comprise of Mr. Narendra Sarda as the Chairman of the Committee and Mr. Sharad Upasani, Mr. Anil Khanna, Mr. Malcolm Monteiro, Directors and Mr. Aneel Gambhir, CFO, Mr. Tushar Gunderia, Company Secretary and Ms. Sonali Raut, Head – Internal Audit, as Members of the Committee.

The Risk Management Committee maintains comprehensive oversight on risks attributed to the organisation and guides Management on activities, reviews results of risk assessment and mitigation plan development process, reviews and monitor operating of risk management process and reports to the Board of Directors on status of risk management initiatives and its effectiveness. Your Company has in place a mechanism to identify, assess, monitor and mitigate various risks to key business objectives. Major risks identified by the businesses and functions are systematically addressed through mitigating measures on a continuing basis. Your Company has a process in place to inform the Audit Committee and the Board of

Directors on risk assessment and minimisation procedures and periodic review is conducted in order to ensure that Management controls risk through defined framework.

## MATERIAL CHANGES AND COMMITMENTS AFFECTING THE FINANCIAL POSITION OF THE COMPANY

There are no material changes and commitments, affecting the financial position of the Company which have occurred between the end of the financial year of the Company to which the financial statements relate and the date of the report.

## PARTICULARS OF LOANS, GUARANTEES OR INVESTMENTS UNDER SECTION 186

Loans, guarantees or investments covered under Section 186 of the Companies Act, 2013 form part of the notes to the financial statements provided in this Annual Report.

## PARTICULARS OF CONTRACT OR ARRANGEMENTS MADE WITH RELATED PARTIES

Related Party Transactions entered into during the Financial Year were at an arm's length basis and in the ordinary course of business. There are no materially significant related party transactions made by the Company with the persons /related party(s) as defined under Section 2(76) of the Companies Act, 2013 which may have a potential conflict with the interest of the Company at large.

All Related Party Transactions were placed before the Audit Committee and the Board for approval.

None of the Directors has any pecuniary relationship or transactions with the Company.

The particulars of contracts or arrangements with related parties as required under Section 134(3)(h) in prescribed Form AOC - 2 are annexed herewith as 'Annexure C' to the Board's Report.

The 'Policy on Related Party Transactions/Disclosures' as approved by the Board is posted on the Company's website viz [www.bluedart.com](http://www.bluedart.com)

The web link of 'Policy on Related Party Transactions/Disclosures' is [http://www.nseprimeir.com/z\\_BlueDart/files/Bluedart\\_RelatedPartyDisclosures\\_final.pdf](http://www.nseprimeir.com/z_BlueDart/files/Bluedart_RelatedPartyDisclosures_final.pdf)

## DIRECTORS' RESPONSIBILITY STATEMENT

Pursuant to the provisions of Section 134 (3) (c) of the Companies Act, 2013, your Directors confirm that;

- i. In the preparation of the Financial Statement, the applicable accounting standards have been followed and that no material departures have been made from the same;
- ii. They have selected accounting policies and applied them consistently and made judgements and estimates that are reasonable and prudent, so as to give a true and fair view of the state of affairs of the Company at the end of the financial year and of the profit of the Company for that year;

## DIRECTORS' REPORT

- iii. They have taken proper and sufficient care for the 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 fraud and other irregularities;
- iv. They have prepared the annual accounts on a going concern basis;
- v. They have laid down proper internal financial controls to be followed by the Company and that the financial controls were adequate and were operating effectively; and
- vi. They have devised proper systems to ensure compliance with the provisions of all applicable laws were in place and were adequate and operating effectively.

### BOARD EVALUATION

Pursuant to provisions of Companies Act, 2013, Schedule IV and Regulation 17 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, the Board of Directors has carried out an Annual Evaluation of its own performance, the Chairperson, individual Directors as well as the evaluation of the working of its Committees.

In line with effective governance requirements, the Board reviews its own performance annually using a pre-determined template designed as a tool to facilitate the evaluation process. The assessment was built around the functioning of the Board as a whole, its Committees and also the evaluation of Individual Directors. The assessment format considered performance effectiveness with regard to Board composition, expertise, dynamics, strategic oversight, risk management and internal control, succession planning and leadership.

While the individual directors' performance was reviewed by the Chairperson and rest of the Board excluding the Director being evaluated, the Chairperson's and Non-Independent Directors performance were appraised through feedback from the Independent Directors.

### AUDITORS

Pursuant to the provisions of Section 139 of the Companies Act, 2013 (the Act) read with the Companies (Audit and Auditors) Rules, 2014 (including any statutory modification(s) or re-enactment thereof, for the time being in force), M/s. S. R. Batliboi & Associates LLP, Chartered Accountants, (Firm Registration no. 101049W/E300004), were appointed as Statutory Auditors of the Company for a term of five (5) years to hold office from the conclusion of Twenty Sixth Annual General Meeting of the Company held on July 27, 2017 upto the conclusion of the Thirty First Annual General Meeting, subject to ratification of their appointment at every subsequent Annual General Meeting.

MCA vide its notification dated May 07, 2018 has enforced section 40 of the Companies (Amendment) Act, 2017 and the Companies (Audit and Auditors) Rules, 2014 wherein the requirement for ratifying the appointment of the Auditors of a Company at every Annual General

Meeting as per the provisions of section 139 (1) of the Act, 2013 has now been dispensed with. Accordingly, in terms of the said amendments, your Company has not sought ratification of the appointment of the Statutory Auditors by the Shareholders at the ensuing Annual General Meeting.

You Company has received necessary certificate from M/s. S. R. Batliboi & Associates LLP, Chartered Accountants confirming that they satisfy the criteria provided under section 141 of the Companies Act, 2013 and are not disqualified from continuing as Statutory Auditors of the Company.

The Auditors' Report for 2017-18, does not contain any qualification, reservation or adverse remarks.

### SECRETARIAL AUDITOR AND SECRETARIAL AUDIT REPORT

Pursuant to the provisions of Section 204 of the Companies Act, 2013 and The Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014, the Company had appointed M/s. Nilesh Shah & Associates, Company Secretary in Practice, to undertake "Secretarial Audit" of the Company for the year ended March 31, 2018.

The Secretarial Audit Report is annexed herewith as 'Annexure D' to the Board's Report.

The Secretarial Audit Report does not contain any qualification, reservation or adverse remark.

### DISCLOSURE ON CONFIRMATION WITH THE SECRETARIAL STANDARDS

Your Directors confirm that the Secretarial Standards issued by the Institute of Company Secretaries of India have been duly complied with.

### EXTRACTS OF ANNUAL RETURN

The details forming part of the extract of the Annual Return in form MGT- 9 in accordance with Section 92 (3) of the Companies Act, 2013 read with Companies (Management and Administration) Rules, 2014, as amended, is annexed herewith as 'Annexure E' to the Board's Report.

### SECURITIES AND EXCHANGE BOARD OF INDIA (LISTING OBLIGATIONS AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2015

The Company's Equity Shares and Unsecured, Redeemable and Non-Convertible Debentures are listed on the BSE Limited and the National Stock Exchange of India Limited (NSE). The Company has paid its Annual listing fees for the listed securities to the stock exchanges for the Financial Year 2018-2019.

The Company has formulated following Policies as required under Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

1. 'Policy for Preservation of Documents' under Regulation 9 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

## DIRECTORS' REPORT

2. 'Archival Policy' under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

The web link of 'Archival Policy' is;

[http://www.nseprimeir.com/z\\_BlueDart/files/Bluedart\\_Archival\\_Policy.pdf](http://www.nseprimeir.com/z_BlueDart/files/Bluedart_Archival_Policy.pdf)

3. 'Policy on Criteria for determining Materiality of events / information' under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

The web link of the 'Policy on Criteria for determining Materiality of events/information' is;

[http://www.nseprimeir.com/z\\_BlueDart/files/Bluedart\\_Policy\\_for\\_determining\\_Materiality.pdf](http://www.nseprimeir.com/z_BlueDart/files/Bluedart_Policy_for_determining_Materiality.pdf)

### TRANSFER OF UNCLAIMED DIVIDEND AND UNCLAIMED SHARES

The details relating to unclaimed dividend and unclaimed shares forms part of the Corporate Governance Report.

### CORPORATE GOVERNANCE AND MANGEMENT DISCUSSION AND ANALYSIS REPORT

Your Company is committed to maintaining the highest standards of Corporate Governance and adhering to the Corporate Governance requirements as set out by the Securities and Exchange Board of India (SEBI). Your Company adopts high standards of Corporate Governance in all areas of functioning with strong emphasis on transparency, integrity and accountability.

Your Company believes that Corporate Governance is an application of the best management practices, compliance of law in true letter and spirit and adherence to ethical standards for effective management and distribution of wealth and discharge of social responsibility for sustainable development of all stakeholders.

A section on Corporate Governance along with a certificate from the Auditors confirming compliance of conditions of Corporate Governance as stipulated under Regulation 34 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 is annexed and forms part of the Directors' Report.

A detailed review of operations, performance and future outlook of the Company and its business is given in the Management Discussion and Analysis Report which forms an integral part of this Report and is set out as a separate section to this Annual Report.

### BUSINESS RESPONSIBILITY REPORT (BRR)

As stipulated in Listing Regulations, the Business Responsibility Report describing the initiatives undertaken by the Company from environmental, social and governance perspective is attached and forms part of this Annual Report.

### CEO/CFO CERTIFICATION

In accordance with the Regulation 17 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements)

Regulations, 2015 pertaining to corporate governance norms, Mr. Anil Khanna, Managing Director and Mr. Aneel Gambhir, CFO have certified, inter-alia, on review of financial statements and establishing and maintaining internal controls for the financial reporting for the year ended March 31, 2018. The said certificate forms an integral part of the Annual Report.

### DEPOSITS

During the year, your Company has not accepted any deposits within the meaning of the provisions of Section 73 and/or 76 of the Companies Act, 2013 and rules made thereunder.

### HUMAN RESOURCE DEVELOPMENT

The Company's Human Resources (HR) function has always been aligned with the business objectives and requirements for a effective partnership. Blue Dart is recognised as one of India's Best places to work. Some of the highlights of key areas on which HR laid emphasis and achieved results were viz; Employee Morale & Motivation, Performance Management, Succession Planning & Executive Development Review, Competency Development, Employee Wellness and Well Being, Work- Life Balance Initiatives etc.

The Employee Satisfaction Survey in 2017 was conducted with a unique and strategic approach facilitated by HR under the guidance of Managing Director and other Senior Management Team members. This approach focused on facilitating senior management communication/ dialogue/ interaction with employees and clarification sessions for ESS issues/ employee touch points. HR carried out the ESS communication campaign, focusing more on structured interaction between SMTs and employees prior to the launch of ESS in 2017. The Employee Satisfaction Survey for the year 2017 was conducted with 99.2% employees participating in the survey.

The mean satisfaction score for the year is 95.2%. 'Pride for Working in Blue Dart' has a high score of 97.4%. Employee engagement has also emerged as one of the highest scoring items with a score of 95.2%. Amongst the dimension wise scores, Organization Identity is the highest scoring with a mean satisfaction score of 96.4% which remained same as last year. This high engagement score has become possible due to active leadership of Senior Management Team members / Managers/ Supervisors through regular interactions, action plan on areas of concern and focusing on them with proper communication and feedback sessions.

### EMPLOYEES

Your Directors place on record their deep appreciation for the contribution made by employees of the Company at all levels.

Blue Dart has always been acknowledged for its people and customer centric approach. Blue Dart's People-First philosophy coupled with passion and commitment of its employees has enabled the company to overcome many challenges in the past.

The Information on the particulars of employees' remuneration as per Section 197(12) of the Companies Act, 2013, read with Rule 5(2) and 5 (3) of the Companies (Appointment and Remuneration of Managerial

## DIRECTORS' REPORT

Personnel) Rules, 2014 as amended from time to time, forms part of this Report. However, as per the provisions of Section 136 (1) of the Companies Act, 2013, the report and Financial Statements are being sent to all shareholders of the Company, excluding the Statement of Particulars of Employees which is available for inspection at the registered office of the company during working hours. Any shareholder interested in such particulars may inspect the same.

The ratio of the remuneration of each director to the median employee's remuneration and other details in terms of sub – section 12 of section 197 of the Companies Act, 2013 read with Rule 5 (1) of the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014, form part of this Report as 'Annexure F' to the Board's Report.

### **PARTICULARS REGARDING CONSERVATION OF ENERGY, TECHNOLOGY ABSORPTION AND FOREIGN EXCHANGE EARNINGS AND EXPENDITURE**

The particulars regarding conservation of Energy, Technology Absorption and foreign exchange earnings and expenditure stipulated under section 134(3)(m) of the Companies Act, 2013 read with the Companies (Accounts) Rule 2014 is annexed as 'Annexure G' to the Board's Report.

### **GENERAL**

Your Directors state that no disclosure or reporting is required in respect of following items since there were no transactions in respect of below items during the year under review:

1. Issue of equity shares with differential rights as to dividend, voting or otherwise.
2. Issue of shares (including sweat equity shares) to employees of the Company under any scheme.
3. Neither Managing Director nor the Whole-time Directors of the Company received any remuneration or commission from any of its subsidiaries.
4. No significant or material orders were passed by the Regulators or Courts or Tribunals which impact the going concern status and Company's operations in future.
5. As on March 31, 2018, there are no associate company or joint venture company within the meaning of Section 2(6) of the Act.
6. No fraud has been reported by the Auditors to the Audit Committee or the Board.
7. There was no change in the nature of business

### **ACKNOWLEDGEMENT**

Your Directors appreciate contribution made by the employees of the Company and acknowledge their hard work and dedication to ensure that the Company consistently performs well and remains a leading player in the Express Industry.

The Board of Directors wish to express their sincere appreciation and thanks to all customers, suppliers, banks, financial institutions, solicitors, advisors, Government of India, concerned State Governments and other authorities for their consistent support and co-operation extended to the Company during the year. .

We are also deeply grateful to our shareholders for the confidence and faith that they have always placed on us.

For and on behalf of the Board of Directors,

#### **Sharad Upasani**

Chairman  
DIN: 01739334

#### **Malcolm Monteiro**

Director  
DIN: 00089757

#### **Narendra Sarda**

Director  
DIN: 03480129

#### **Anil Khanna**

Managing Director  
DIN: 01334483

#### **Air Marshal M. McMahon (Retd.)**

Director  
DIN: 00234293

#### **Tulsi Nowlakha Mirchandaney**

Additional Director  
DIN : 01842520

Mumbai  
June 18, 2018

# ANNEXURES TO DIRECTORS' REPORT

## 'ANNEXURE A'

### Form AOC-I

#### Statement containing salient features of the financial statement of subsidiaries/associate companies/joint ventures

(Pursuant to first proviso to sub-section (3) of section 129 read with rule 5 of Companies (Accounts) Rules, 2014)

#### Part "A": Subsidiary Company

₹ In Lakhs

Name of the subsidiary	Concorde Air Logistics Ltd.	Blue Dart Aviation Limited
Country	India	India
The date since when subsidiary was acquired	May 11, 2004	June 22, 2015
Reporting period for the subsidiary concerned, if different from the holding company's reporting period	N.A	N.A
Reporting currency	INR	INR
Exchange rate as on the last date of the relevant Financial year in the case of foreign subsidiaries	N.A	N.A
Share capital	11	2,400
Reserves & surplus	489	2,562
Total assets	1248	46,132
Total Liabilities	748*	41,170*
Investments	-	-
Total Revenue	455	66,575
Profit before taxation	7	515
Provision for taxation	2	259
Profit after taxation	5	256
Proposed Dividend	-	-
% of shareholding	100%	100%

\* Excluding Share Capital & Reserves & Surplus

#### Notes :

- Names of subsidiaries which are yet to commence operation : None
- Names of subsidiaries which have been liquidated or sold during the year : None

#### Part B : Associates and Joint Venture – None

For and on behalf of the Board of Directors,

#### Sharad Upasani

Chairman  
DIN: 01739334

#### Anil Khanna

Managing Director  
DIN: 01334483

#### Malcolm Monteiro

Director  
DIN: 00089757

#### Air Marshal M. McMahon (Retd.)

Director  
DIN: 00234293

#### Narendra Sarda

Director  
DIN: 03480129

#### Tulsi Nowlakra Mirchandaney

Additional Director  
DIN: 01842520

#### Aneel Gambhir

Chief Financial Officer

#### Tushar Gunderia

Company Secretary

Mumbai

June 18, 2018

# ANNEXURES TO DIRECTORS' REPORT

## 'ANNEXURE B'

### ANNUAL REPORT ON CSR ACTIVITIES

1. A brief outline of the company's CSR policy, including overview of projects or programs proposed to be undertaken and a reference to the web-link to the CSR policy and projects or programs

#### Sustainability at the Company

The Sustainability Policy is aligned to Deutsche Post DHL (DPDHL) Group's motto of Living Responsibility and is based on the 3 pillars of

- ✓ GoGreen (environmental protection)
- ✓ GoHelp (disaster management)
- ✓ GoTeach (championing education)

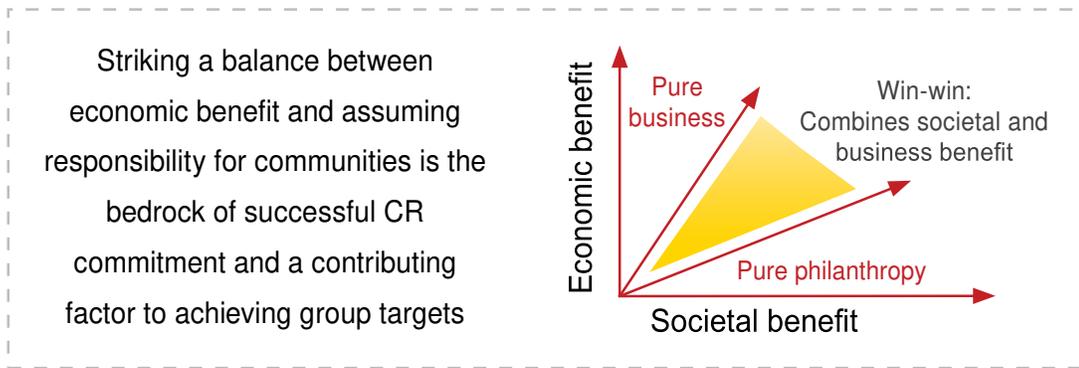
#### Philosophy

Social Responsibility is a core element of the Company's corporate strategy. As a socially responsible corporate, your Company's

commitment towards the community has been unwavering since its inception in 1983.

The Company's philosophy of giving back to society is not just a 'corporate social responsibility' it is its duty as an organization to give back to the communities and the environment from where it draws its resources. More than 'responsibility' it is 'sustainability' that is its cornerstone.

In line with DPDHL Group's 'Living Responsibility', we take our responsibility towards the communities in which we operate and towards the environment seriously. We as an organization commit to make a positive contribution to our world by using our knowledge, our vast domestic and global presence to benefit people and the environment. As an Indian company with a global outlook, we strive to maintain a balance between economic, environmental and social interests.



## ANNEXURES TO DIRECTORS' REPORT

- |  |  |
|--|--|
| <p>2. Web-Link to the CSR Policy<br/> <a href="http://www.nseprimeir.com/z_BlueDart/files/Bluedart_CSR_Policy_17022016.pdf">http://www.nseprimeir.com/z_BlueDart/files/Bluedart_CSR_Policy_17022016.pdf</a></p> <p>3. The Composition of the CSR Committee.<br/> <b>The CSR Committee of the Board comprises of the following:</b></p> <ul style="list-style-type: none"> <li>• Mr. Sharad Upasani, Chairman of the Committee</li> <li>• Mr. Malcolm Monteiro, Member of the Committee</li> <li>• Mr. Anil Khanna, Member of the Committee</li> </ul> <p>4. Average net profit of the company for last three financial years<br/>             ₹ 23,352 Lakhs</p> | <p>5. Prescribed CSR Expenditure (2% of the amount as in item 4 above)<br/>             ₹ 468 Lakhs</p> <p>6. Details of CSR spent during the financial year.</p> <p>(a) Total amount to be spent for the financial year;<br/>             ₹ 468 Lakhs</p> <p>(b) Amount unspent , if any;<br/>             NIL</p> <p>(c) Manner in which the amount spent during the financial year is detailed below.</p> |
|--|--|

### CSR Spends in 2017-18

Sr. No.	CSR project or activity identified	Sector in which the Project is covered	Projects or Programs (1) Local area or other (2) Specify the state and district where projects or programs was undertaken	Amount outlay (budget) project or programs wise	Amount spent on the projects or programs Sub – heads: (1) Direct expenditure on projects or programs (2) Overheads	Cumulative expenditure upto the reporting period	Amount spent: Direct or through implement - ing agency
1	Blue Edge: Empowering Lives	Promoting education, special education & employment enhancing vocation skills among children, women, elderly & differently-abled and livelihood enhancement projects	Mumbai Chennai Bengaluru	64,52,824	65,59,462	65,59,462	Implementing Agency: Oasis India
2	Blue Edge: Empowering Lives	Promoting education, special education & employment enhancing vocation skills among children, women, elderly & differently-abled and livelihood enhancement projects	Delhi	10,72,060	10,72,060	10,72,060	Implementing Agency: Noida Deaf Society (NDS)
3	Blue Edge: Empowering Lives	Promoting education, special education & employment enhancing vocation skills among children, women, elderly & differently-abled and livelihood enhancement projects	Kolkata	11,03,427	11,59,310	11,59,310	Implementing Agency: Hope Foundation
4	Blue Teach Promotion of Rural sports (Kabaddi & Football) - Magic Bus	Training to promote rural sports, nationally recognized sports, Paralympic sports & Olympic sports	Mumbai & Kolkata	15,00,000	-	-	Implementing Agency: Magic Bus India Foundation

## ANNEXURES TO DIRECTORS' REPORT

Sr. No.	CSR project or activity identified	Sector in which the Project is covered	Projects or Programs (1) Local area or other (2) Specify the state and district where projects or programs was undertaken	Amount outlay (budget) project or programs wise	Amount spent on the projects or programs Sub – heads: (1) Direct expenditure on projects or programs (2) Overheads	Cumulative expenditure upto the reporting period	Amount spent: Direct or through implementing agency
5	Blue Teach: Promotion of education to underprivileged children - E & H	Promoting education, special education & employment enhancing vocation skills among children, women, elderly & differently-abled and livelihood enhancement projects	Lucknow, Farrukhabad & Kanpur districts	38,50,000	38,50,000	38,50,000	Implementing Agency: E & H (Education & Health)
6	Blue Teach: Promotion of Education to municipal schools - Peepul (Formerly ARK)	Promoting education, special education & employment enhancing vocation skills among children, women, elderly & differently-abled and livelihood enhancement projects	Delhi	29,70,000	27,00,000	27,00,000	Implementing Agency: Peepul (Formerly ARK)
7	Blue Teach: Implementing Mobile Vans in Government schools - Agastya	Promoting education, special education & employment enhancing vocation skills among children, women, elderly & differently-abled and livelihood enhancement projects	Ahmedabad & Delhi	29,84,148	28,37,382	28,37,382	Implementing Agency: Agastya Foundation
8	Blue Homes: setting up homes for orphans - SOS Children's Villages	Promoting gender equality, empowering women, setting up homes and hostels for women and orphans; setting up oldage homes, day care centres and such other facilities for senior citizens and measures for reducing inequalities faced by socially and economically backward groups	Jammu, Srinagar, Bhuj, Raipur, Latur & Cochin	70,00,000	70,00,000	70,00,000	Implementing Agency: SOS Children's Villages of India
9	Blue Homes: Blue Dart Child Care Center - St. Jude India ChildCare Centre	Promoting gender equality, empowering women, setting up homes and hostels for women and orphans; setting up oldage homes, day care centres and such other facilities for senior citizens and measures for reducing inequalities faced by socially and economically backward groups	Delhi	58,30,000	53,00,000	53,00,000	Implementing Agency: St. Jude India ChildCare Centres

## ANNEXURES TO DIRECTORS' REPORT

Sr. No.	CSR project or activity identified	Sector in which the Project is covered	Projects or Programs (1) Local area or other (2) Specify the state and district where projects or programs was undertaken	Amount outlay (budget) project or programs wise	Amount spent on the projects or programs Sub – heads: (1) Direct expenditure on projects or programs (2) Overheads	Cumulative expenditure upto the reporting period	Amount spent: Direct or through implementing agency
10	Blue Help: Free of Cost Cataract Surgeries - HelpAge India	Eradicating hunger, poverty & malnutrition, preventive healthcare & sanitation & making available safe drinking water.	Mumbai, Thane and Palgarh districts	25,00,000	25,00,000	25,00,000	Implementing Agency: HelpAge India
11	Blue Help: Urban Health Resource Centre	Eradicating hunger, poverty & malnutrition, preventive healthcare & sanitation & making available safe drinking water.	Indore & Agra	5,72,000	5,72,000	5,72,000	Implementing Agency: UHRC
12	Blue Greens: Tree Plantation - Grow Trees	ensuring environmental sustainability, ecological balance, protection of flora and fauna, animal welfare, agroforestry, conservation of natural resources and maintaining quality of soil, air and water.	Gujarat, Orissa, Maharashtra, Andhra Pradesh, Sikkim	49,68,500	1,04,15,266	1,04,15,266	Implementing Agency: Pangea EcoNetAssets Private Limited/Grow Trees
13	Blue Help: Akshaya Patra	Eradicating hunger, poverty & malnutrition, preventive healthcare & sanitation & making available safe drinking water.	Pan India	-	3,80,000	3,80,000	Implementing Agency: Akshaya Patra
14	Blue Teach, Blue Help and Blue Greens: Enactus	Eradicating hunger, poverty & malnutrition, preventive healthcare & sanitation & making available safe drinking water. (iv) Ensuring environmental sustainability, ecological balance, protection of flora & fauna, animal welfare, agro forestry, conservation of natural resources & maintaining quality of soil, air & water. (x) Rural development projects.	Pan India	30,00,000	-	-	Implementing Agency: Enactus
15	Prime Ministers Relief Fund	Contribution to Prime Minister's National Relief Fund or any other fund set up by the Central Government for socio-economic development and relief and welfare of Scheduled Castes, the Scheduled Tribes, other backward classes, minorities & women.	Pan India	3,00,000	-	-	Direct

## ANNEXURES TO DIRECTORS' REPORT

Sr. No.	CSR project or activity identified	Sector in which the Project is covered	Projects or Programs (1) Local area or other (2) Specify the state and district where projects or programs was undertaken	Amount outlay (budget) project or programs wise	Amount spent on the projects or programs Sub – heads: (1) Direct expenditure on projects or programs (2) Overheads	Cumulative expenditure upto the reporting period	Amount spent: Direct or through implementing agency
16	Swachh Bharat Fund	Contribution to Prime Minister's National Relief Fund or any other fund set up by the Central Government for socio-economic development and relief and welfare of Scheduled Castes, the Scheduled Tribes, other backward classes, minorities & women.	Pan India	3,00,000	-	-	Direct
17	Administrative Overheads	-	N/A	25,00,000	23,53,456	23,53,456	Direct
18	Relief India Trust	-	-	-	1,00,000	1,00,000	Direct
19	Others	-	-	-	4,595	4,595	Direct
	<b>TOTAL</b>	-	-	<b>4,69,02,959</b>	<b>4,68,03,531</b>	<b>4,68,03,531</b>	-

**Notes:-**

- We will not be supporting Magic Bus and Enactus this year. We have adjusted the amount with GrowTrees.com in order to meet the group's target of one million trees.
- In addition we will also be supporting Akshaya Patra.

**NOTE:**

**HelpAge India** is a leading registered national level NGO, established in 1978, with a mission "to work for the cause and care of disadvantaged aged persons and to improve their quality of life."

**Agastya International Foundation** is a nonprofit, public charitable trust which is actively engaged in sparking curiosity and nurturing creativity and innovation in under privileged children through hands-on science, art and ecology.

**Oasis India** was founded in 1994 as the second member of the Oasis Global family which shares a common vision, mission and outcomes. Our work around the world reflects a common ethos of equality, inclusion, excellence, transparency and innovation. Over the years, several projects based around communities have been run offering inclusive and holistic solutions to people bound by various situations of abuse and vulnerability through education, training, health care, psycho-social care, micro-finance initiatives and residential rehabilitation.

**Teach To Lead** was formally established in 2008. Teach To Lead is a not-for-profit organization whose mission is to create a movement of leaders who will work to eliminate educational inequity in the country. Teach For India, a project of Teach To Lead, is a nationwide movement of outstanding college graduates and young professionals who will commit two-years to teach fulltime in under resourced schools and who will become lifelong leaders working from within various sectors towards the pursuit of equity in education. Today, Teach For India is in 7 cities - Mumbai, Pune, Delhi, Hyderabad, Chennai, Ahmedabad and Bengaluru. They have a total of 910 Fellows and 660 Alumni working towards eliminating educational inequity.

**Noida Deaf Society** was setup in 2005 as a not-for-profit society by Ruma Roka with an intention of enabling a positive change in the lives of Deaf children and youth. NDS focuses on providing quality education and job oriented vocational training to the deaf which enables them to become productive members of society. From humble beginnings, today NDS has been able to reach out to over 4500 deaf children and youth from across the country. In spite of

## ANNEXURES TO DIRECTORS' REPORT

the limitations of space and infrastructure, they are able to positively impact over 1200 Deaf children and youth every year. NDS is the only organization in the country which has been able to mainstream Deaf youth through sustainable employment. Over 1000 youth are successfully working in some of the most leading companies across sectors ranging from Hospitality, Retail, Information Technology, Banking, Print and Publishing, Education, Textile and Manufacturing among others.

**Hope Kolkata Foundation** was established in February 1999 for the holistic and sustainable protection and development of children who are forced to live on the street, reside in slums and who face difficult circumstances, due to abject poverty. HOPE restores once broken childhoods through the delivery of Shelter, Nutrition, Education, Medical and Health care, Counselling, Awareness Generation, Life skill training and Recreational Activities to children as young as 5 years of age.

**St. Jude India Childcare Centres:** In major cities of India where low cost cancer treatment is available, children who need treatment for cancer come to hospitals along with their parents from distant towns and villages. The hospitals do not treat them as in patients during the long drawn out treatment and these needy families do not have a place to stay whenever the child is not admitted to hospital. At their centres spread across 5 cities in India, St Jude provides support to such families by providing them free of cost shelter, nutritional support, educational and recreational activities, transportation to and from the hospital, art based therapy, music therapy, yoga, counselling for the family and new skills for income generation.

**Urban Health Resource Centre** is a non-governmental organization that addresses health, nutrition and wellbeing of the disadvantaged urban dwellers through demonstration programmes, technical support to government and non-government sector, research, advocacy and knowledge dissemination through a consultative and partnership based approach.

**Peepul** (Formerly Absolute Return for Kids (Ark)) is a registered society in India. In 2015 Ark set up a new primary school in India. The school, in New Delhi, is the first that has been set up and operated outside the UK. Peepul works with Dhanpatamal Virmani Education Trust (DVET) to implement the program in partnership with South Delhi Municipal Corporation to create a network of fee-free, high quality primary schools.

**Ark** has a track record of working effectively with government agencies and other non-profit partners to deliver high impact education programmes throughout the country.

**E&H Foundation** was set up in 2012 with a vision to provide free quality education and healthcare to the underprivileged children, with a focus on Uttar Pradesh, India.

E&H Foundation started its work by focusing on the education sector first and supports two models to provide quality education to more than 5,000 underprivileged children in Farrukhabad district, UP from class 1 to class 3.

**Grow-Trees.com** is a social enterprise which is dedicated purely for the planet, by encouraging individuals and corporates in inculcating the practice of growing trees in public land and dedicate the trees to greet or honor someone by means of an e-certificate with a personalized message. Grow trees has plantation projects spread all across the country.

**SOS Children's Villages** of India has built families for children in need, to help them shape their own future and share in the development of their communities. Primary Target beneficiaries are children without parental care (orphaned and abandoned children) and disadvantaged children in vulnerable families at the risk of losing adequate parental care. The villages are spread all across the geography of the country.

**Akshaya Patra** strives to eliminate classroom hunger by implementing the Mid-Day Meal Scheme in the government schools and government-aided schools. Alongside, it also aims at countering malnutrition and supporting the right to education of socio-economically disadvantaged children.

7. In case the Company has failed to spend the two percent of the average net profit of the last three financial three years or any part thereof, the company shall provide the reasons for not spending the amount in its Board Report.

Not Applicable

8. The CSR Committee confirms that the implementation and monitoring of CSR Policy is in compliance with CSR objectives and Policy of the company.

**Sharad Upasani**  
Chairman  
DIN: 01739334

**Anil Khanna**  
Managing Director  
DIN: 01334483

**Malcolm Monteiro**  
Director  
DIN: 00089757

Mumbai  
June 18, 2018

# ANNEXURES TO DIRECTORS' REPORT

## 'ANNEXURE C'

### FORM NO. AOC - 2

[Pursuant to clause (h) of sub-section (3) of section 134 of the Companies Act, 2013 and Rule 8(2) of the Companies (Accounts) Rules, 2014]

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

#### 1. Details of contracts or arrangements or transactions not at arm's length basis

There were no contracts or arrangements or transactions entered into during the year ended March 31, 2018, which were not at arm's length basis.

#### 2. Details of material contracts or arrangement or transactions at arm's length basis:

Details of material contracts or arrangement or transaction at arm's length basis for the year ended March 31, 2018 are as follows :

- a. Name(s) of the related Party and nature of relationship – Blue Dart Aviation Ltd., Wholly Owned subsidiary of the Company
- b. Nature of Contract/ arrangements / transactions :
  - Aircraft, Crew, Maintenance and Insurance (ACMI) Agreement - ₹ 65,786 Lakhs
  - Investment – ₹ 14,260 Lakhs
  - Loans (existing) - ₹ 2,996 Lakhs
  - Aircraft Payload deposit (existing) - ₹ 1,773 Lakhs
- c. Duration of the contracts/ arrangements/ transactions – ACMI Agreement Renewed/ extended on October 1, 2017 till March 31, 2020. Loans are existing till repayment.
- d. Salient terms of contracts: The Company has ACMI Contract with BDAL for dedicated air carriage capacity which ensured strong support in sustaining the Company's leadership position. The Company is only customer of BDAL and BDAL provides services as per network requirements of the Company.
- e. Date(s) of approval by the Board, if any – May 5, 2017
- f. Amount paid as advances, if any : Aircraft Payload deposit of ₹ 1,773 Lakhs

For and on behalf of the Board of Directors,

**Sharad Upasani**  
Chairman  
DIN: 01739334

**Anil Khanna**  
Managing Director  
DIN: 01334483

**Malcolm Monteiro**  
Director  
DIN: 00089757

**Air Marshal M. McMahon (Retd.)**  
Director  
DIN: 00234293

**Narendra Sarda**  
Director  
DIN: 03480129

**Tulsi Nowlakra Mirchandaney**  
Additional Director  
DIN: 01842520

Mumbai  
June 18, 2018

# ANNEXURES TO DIRECTORS' REPORT

## 'ANNEXURE D'

### FORM NO. MR-3 SECRETARIAL AUDIT REPORT

FOR THE FINANCIAL YEAR ENDED 31<sup>ST</sup> MARCH, 2018

[Pursuant to section 204(1) of the Companies Act, 2013 and rule No. 9 of the Companies (Appointment and Remuneration Personnel) Rules, 2014]

To

The Members,  
Blue Dart Express Limited  
Blue Dart Centre,  
Sahar Airport Road,  
Andheri (East),  
Mumbai – 400 099

Dear Sir / Madam,

We have conducted the secretarial audit of the compliance of applicable statutory provisions and the adherence to good Corporate Governance practice by Blue Dart Express Limited (hereinafter called "**the Company**"). Secretarial Audit was conducted in a manner that provided us a reasonable basis for evaluating the statutory compliances/ corporate conducts / and expressing our opinion thereon.

Based on our verification of the Company's Books, Papers, Minutes Books, Forms and Returns filed with the regulatory authorities and other records maintained by the Company and also the information provided by the Company, its officers, agents and authorized representatives during the conduct of secretarial audit, we hereby report that in our opinion, the Company has, during the audit period viz; financial year ended 31st March, 2018, complied with the statutory provisions listed hereunder and also that the Company has proper Board processes and compliance mechanism in place to the extent, in the manner and subject to reporting made hereinafter:

We further report that maintenance of proper and updated Books, Papers, Minutes Books, filing of Forms and Returns with applicable regulatory authorities and maintaining other records is responsibility of management and Company, our responsibility is to verify the content of the documents produced before us, make objective evaluation of the content in respect of compliance and report thereon. We have examined on test check basis, the books, papers, minute books, forms and returns filed and other records maintained by the Company and produced before us for the financial year ended 31st March, 2018, as per the provisions of:

- (i) The Companies Act, 2013 and the rules made thereunder;
- (ii) The Securities Contracts (Regulation) Act, 1956 ('SCRA') and the rules made thereunder;
- (iii) The Depositories Act, 1996 and the Regulations and Bye-laws framed there under;
- (iv) Foreign Exchange Management Act, 1999 and the rules and regulations made there under to the extent of Foreign Direct Investment, Overseas Direct Investment and External Commercial Borrowings, to the extent the same was applicable to the Company;
- (v) The following Regulations and Guidelines prescribed under the Securities and Exchange Board of India Act, 1992 ('SEBI Act'):-
  - (a) The Securities and Exchange Board of India (Substantial Acquisition of Shares and Takeovers) Regulations, 2011;
  - (b) Securities and Exchange Board of India (Prohibition of Insider Trading) Regulations, 2015;
  - (c) The Securities and Exchange Board of India (Registrars to an Issue and Share Transfer Agents) Regulations, 1993, regarding the Companies Act and dealing with client;
  - (d) The Securities and Exchange Board of India (Listing Obligations and Disclosure Requirement) Regulations, 2015;

## ANNEXURES TO DIRECTORS' REPORT

- (vi) (a) The Company had made necessary application under Carriage by Road-Act, 2007 and has recently received Certificate of Registration from the Authority.
- (b) We have also verified systems and mechanism which is in place and Legal Compliance Manual adopted and circulated by the Company to ensure Compliance of other applicable Laws (in addition to aforementioned Laws applicable to the Company) and we have also relied on the representation made by the Company and its Officers in respect of systems and mechanism formed / followed by the Company for compliances of other applicable Acts, Laws and Regulations to the Company and found adequate Compliance of the same.
- (c) We have also verified that the Company has successfully implemented a compliance tool pan India which is an IT enabled legal support for ensuring compliance of various legislations.

We have also examined compliance with the applicable clauses of the Secretarial Standards issued by the Institute of Company Secretaries of India under the provisions of Companies Act, 2013;

We further Report that, during the year, it was not mandatory on the part of the Company to comply with the following Regulations / Guidelines:

- (a) The Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009;
- (b) The Securities and Exchange Board of India (Issue and Listing of Debt Securities) Regulations, 2009;
- (c) The Securities and Exchange Board of India (Delisting of Equity Shares) Regulations, 2009;
- (d) The Securities and Exchange Board of India (Buy Back of Securities) Regulations, 1998;
- (e) The Securities and Exchange Board of India (Employee Stock Option Scheme and Employee Stock Purchase Scheme) Guidelines, 1999 and The Securities and Exchange Board of India (Share Based Employee Benefits) Regulations, 2014;

Based on aforesaid information provided by the Company, we report that during the financial year under report, the Company has complied with the provisions of the aforementioned Act/s including applicable provisions of the Companies Act, 2013 and Rules, Regulations, Guidelines, Standards etc. mentioned hereinabove and we have no material observation or instances of non Compliance in respect of the same.

We further report that:

The Board of Directors of the Company is duly constituted with proper balance of Executive Directors, Non-Executive Directors and Independent Directors. The changes in the composition of the Board of Directors that took place during the year under review were carried out in compliance with the provisions of the Act.

We also report that adequate notice was given to all Directors to schedule the Board Meetings and agenda along with detailed notes to agenda were sent at least seven days in advance and adequate system exist for the Board Members to seek and obtain further information and clarifications on the agenda items before the meeting and for meaningful participation at the meetings.

It is noted that majority decision is carried through and proper system is in place which facilitates / ensure to capture and record, the dissenting member's views, if any, as part of the Minutes.

Based on representation made by the Company and its Officers explaining us internal systems and mechanism established by the Company which ensures compliances of other Acts, Laws and Regulations applicable to the Company, we report that there are adequate systems and processes in the Company commensurate with the size and operations of the Company to monitor and ensure compliance with applicable laws, rules and regulations.

We further report that during the year under report, the Company has not undertaken any corporate action having a major bearing on the Company's affairs in pursuance of aforesaid laws, rules and regulations.

Date : June 18, 2018  
Place : Mumbai

Name : Nilesh Shah  
For : Nilesh Shah & Associates  
FCS : 4554  
C.P. : 2631

Note : This Report has to be read with 'Annexure - A'

## ANNEXURES TO DIRECTORS' REPORT

### 'ANNEXURE A'

To,  
The Members,  
Blue Dart Express Limited  
BlueDart Centre,  
Sahar Airport Road,  
Andheri (East),  
Mumbai – 400 099

1. Maintenance of secretarial record is responsibility of the management of the company. Our responsibility is to express an opinion on these secretarial records based on our audit.
2. We have followed the audit practices and processes which were appropriate to obtain reasonable assurance about the correctness of the contents of the Secretarial records. The verification was done on test basis (by verifying records made available to us) to ensure that correct facts are reflected in secretarial records. We believe that the processes and practices, we followed, provide a reasonable basis for our opinion.
3. We have not verified correctness and appropriateness of financial records and Books of Accounts of the company.
4. Wherever required, we have obtained Management representation about the compliance of laws, rules and regulations and occurrence of events.
5. The compliance of the provisions of Corporate and other applicable laws, rules, regulations, standards is responsibility of management. Our examination was limited to the verification of process followed by Company to ensure adequate Compliance.
6. The Secretarial Audit Report is neither an assurance as to the future viability of the company nor of an efficacy or effectiveness with which the management has conducted affairs of the company.

Date : June 18, 2018  
Place : Mumbai

Name : Nilesh Shah  
For : Nilesh Shah & Associates  
FCS : 4554  
C.P. : 2631

# ANNEXURES TO DIRECTORS' REPORT

## 'ANNEXURE E'

### EXTRACT OF ANNUAL RETURN

As on the financial year ended March 31, 2018

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

#### FORM NO. MGT – 9

#### I. REGISTRATION AND OTHER DETAILS

i. CIN	:	L61074MH1991PLC061074
ii. Registration Date	:	April 5, 1991
iii. Name of the Company	:	Blue Dart Express Limited
iv. Category / Sub-Category of the Company	:	Company Limited by Shares Non-government Company
v. Address of the Registered office and contact details	:	Blue Dart Centre, Sahar Airport Road, Andheri (East) Mumbai - 400 099, India. Tel.No. +91 22 28396444
vi. Whether listed company Yes / No	:	Yes
vii. Name, Address and Contact details of Registrar and Transfer Agent, if any	:	M/s. Link Intime India Pvt. Ltd. C 101, First Floor, 247 Park, L B S Marg, Vikhroli West, Mumbai 400 083. Tel.No. +91 22 49186270 Email – rnt.helpdesk@linkintime.co.in

#### II. PRINCIPAL BUSINESS ACTIVITIES OF THE COMPANY

Sr. No.	Name and Description of main products / services	NIC Code of the Product/ service	% to total turnover of the company
1	Courier and Express services	5320	100%

#### III. PARTICULARS OF HOLDING, SUBSIDIARY AND ASSOCIATE COMPANIES

Sr. No.	Name and Address of the Company	CIN/GLN	Holding/ Subsidiary/ Associate	% of shares held	Applicable Section
1.	DHL Express (Singapore) Pte. Ltd. 150, Beach Road, Gateway West 04-01, Singapore 189720		Holding	75%	2(46)
2.	Concorde Air Logistics Limited 17, Adarsh Industrial Estate, Sahar Road, Chakala, Andheri (E), Mumbai - 400 099	U60230MH2004PLC146141	Subsidiary	100%	2(87)
3.	Blue Dart Aviation Limited Blue Dart Centre, Sahar Airport Road, Andheri (E), Mumbai - 400 099	U35303MH1994PLC078691	Subsidiary	100%	2(87)

## ANNEXURES TO DIRECTORS' REPORT

### IV. SHARE HOLDING PATTERN (Equity Share Capital Breakup as percentage of Total Equity)

#### i. Category-wise Share Holding

Category of Shareholders	No. of Shares held at the beginning of the year (as on April 1, 2017 i.e. on the basis of Shareholding Pattern of March 31, 2017)				No. of Shares held at the end of the year (as on March 31, 2018 i.e. on the basis of Shareholding Pattern of March 31, 2018)				% change during the year
	Demat	Physical	Total	% of Total Shares	Demat	Physical	Total	% of Total Shares	
A. Promoters									
(1) Indian									
a) Individual/HUF	0	0	0	0	0	0	0	0	0
b) Central Govt	0	0	0	0	0	0	0	0	0
c) State Govt (s)	0	0	0	0	0	0	0	0	0
d) Bodies Corp.	0	0	0	0	0	0	0	0	0
e) Banks / FI	0	0	0	0	0	0	0	0	0
f) Any Other	0	0	0	0	0	0	0	0	0
Sub-Total (A)(1):	0	0	0	0	0	0	0	0	0
(2) Foreign									
a) NRIs - Individuals	0	0	0	0	0	0	0	0	0
b) Other - Individuals	0	0	0	0	0	0	0	0	0
c) Bodies Corporate	17795950	0	17795950	75	17795950	0	17795950	75	0
d) Banks / FI	0	0	0	0	0	0	0	0	0
e) Any Other	0	0	0	0	0	0	0	0	0
Sub-Total (A)(2):	17795950	0	17795950	75	17795950	0	17795950	75	0
Total Shareholding of Promoters (A) = (A)(1)+(A)(2)	17795950	0	17795950	75	17795950	0	17795950	75	0
B. Public Shareholding									
1) Institutions									
a) Mutual Funds / UTI	1548992	600	1549592	6.5307	894119	400	894519	3.7699	(2.7608)
b) Banks / FI	28116	200	28316	0.1193	475648	200	475848	2.0054	1.8861
c) Central Govt.	0	0	0	0	0	0	0	0	0
d) State Govt.(s)	0	0	0	0	0	0	0	0	0
e) Venture Capital Funds	0	0	0	0	0	0	0	0	0
f) Insurance Companies	0	0	0	0	0	0	0	0	0
g) FIs	243211	0	243211	1.0250	0	0	0	0	(1.0250)
h) Foreign Venture Capita Funds	0	0	0	0	0	0	0	0	0
i) Alternate Investment Funds	0	0	0	0	29741	0	29741	0.1253	0.1253
j) Others (specify)	0	0	0	0	0	0	0	0	0
Sub-Total (B)(1):	1820319	800	1821119	7.6750	1399508	600	1400108	5.9007	(1.7744)

## ANNEXURES TO DIRECTORS' REPORT

Category of Shareholders	No. of Shares held at the beginning of the year (as on April 1, 2017 i.e. on the basis of Shareholding Pattern of March 31, 2017)				No. of Shares held at the end of the year (as on March 31, 2018 i.e. on the basis of Shareholding Pattern of March 31, 2018)				% change during the year
	Demat	Physical	Total	% of Total Shares	Demat	Physical	Total	% of Total Shares	
(2) Non-Institutions									
a) Bodies Corporate	1550022	2600	1552622	6.5434	1868855	2000	1870855	7.8846	1.3412
i) Indian	0	0	0	0	0	0	0	0	0
ii) Overseas	0	0	0	0	0	0	0	0	0
b) Individuals									
i. Individual Shareholders holding nominal share capital upto ₹ 1 lakh	948388	90719	1039107	4.3793	835996	73562	909558	3.8333	(0.5460)
ii. Individual Shareholders holding nominal share capital in excess of ₹ 1 lakh	110279	0	110279	0.4648	65279	0	65279	0.2751	(0.1897)
c) Others (specify)	50	0	50	0.0002	50	0	50	0.0002	0
1. Trust									
2. Hindu Undivided Family	46444	0	46444	0.1957	35823	0	35823	0.1510	(0.0447)
3. NRI	40248	1600	41848	0.1764	39098	1600	40698	0.1715	(0.0049)
4. OCB	0	100	100	0.0004	0	0	0	0	(0.0004)
5. Clearing Member	19809	0	19809	0.0835	11691	0	11691	0.0493	(0.0342)
6. Foreign Portfolio Investor (Corporate)	1300606	0	1300606	5.4813	1584191	0	1584191	6.6765	1.1952
7. Foreign Portfolio Investor (Individual)	0	0	0	0	10	0	10	0	0
8. IEPF	0	0	0	0	13721	0	13721	0.0578	0.0578
<b>Sub-Total (B)(2):</b>	<b>4015846</b>	<b>95019</b>	<b>4110865</b>	<b>17.325</b>	<b>4454714</b>	<b>77162</b>	<b>4531876</b>	<b>19.0993</b>	<b>1.7744</b>
<b>Total Public Shareholding (B)=(B)(1)+(B)(2)</b>	<b>5836165</b>	<b>95819</b>	<b>5931984</b>	<b>25</b>	<b>5854222</b>	<b>77762</b>	<b>5931984</b>	<b>25</b>	<b>0</b>
<b>C. Shares held by Custodian for GDRs &amp; ADRs</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Grand Total (A+B+C)</b>	<b>23632115</b>	<b>95819</b>	<b>23727934</b>	<b>100</b>	<b>23650172</b>	<b>77762</b>	<b>23727934</b>	<b>100</b>	<b>0</b>

### ii) Shareholding of Promoters

Shareholder's Name	Shareholding at the beginning of the year			Shareholding at the end of the year			% change in shareholding during the year
	No. of Shares	% of total Shares of the company	% of Shares Pledged / encumbered to total shares	No. of Shares	% of total Shares of the company	% of Shares Pledged / encumbered to total shares	
DHL Express (Singapore) Pte.Ltd.	17795950	75	0	17795950	75	0	0

## ANNEXURES TO DIRECTORS' REPORT

### (iii) Change in Promoters' Shareholding (please specify, if there is no change)

Sr. No.		No. of Shares held at the beginning of the year (as on April 1, 2017 i.e. on the basis of Shareholding Pattern of March 31, 2017)		Cumulative Shareholding during the year	
		No. of Shares	% of total Shares of the company	No. of Shares	% of total Shares of the company
1.	At the beginning of the year	No change during the year			
2.	Date wise Increase/Decrease in Promoters Share holding during the year specifying the reasons for increase/decrease (e.g. allotment / transfer / bonus/ sweat equity etc):	No change during the year			
3.	At the End of the year 31.03.2018	No change during the year			

### iv) Shareholding Pattern of top ten Shareholders (other than Directors, Promoters and Holders of GDRs and ADRs)

Sr. No.	Name & Type Of Transaction	Shareholding at the beginning of the year - 01.04.2017		Transactions During The Year		Cumulative Shareholding at the end of the year - 31.03.2018	
		No. of Shares	% of total Shares of the company	Date of Transaction	No. of Shares	No. of Shares Held	% of total Shares of the company
1	BRIGHT STAR INVESTMENTS PVT LTD	795934	3.3544			795934	3.3544
	AT THE END OF THE YEAR					795934	3.3544
2	LIFE INSURANCE CORPORATION OF INDIA	0	0.0000			0	0.0000
	Transfer			08 Dec 2017	17106	17106	0.0721
	Transfer			15 Dec 2017	2088	19194	0.0809
	Transfer			29 Dec 2017	877	20071	0.0846
	Transfer			05 Jan 2018	6020	26091	0.1100
	Transfer			12 Jan 2018	24072	50163	0.2114
	Transfer			19 Jan 2018	27525	77688	0.3274
	Transfer			26 Jan 2018	10194	87882	0.3704
	Transfer			02 Feb 2018	15733	103615	0.4367
	Transfer			09 Feb 2018	28988	132603	0.5588
	Transfer			16 Feb 2018	100989	233592	0.9845
	Transfer			23 Feb 2018	44737	278329	1.1730
	Transfer			02 Mar 2018	11000	289329	1.2194
	Transfer			09 Mar 2018	65105	354434	1.4937
	Transfer			16 Mar 2018	69565	423999	1.7869
	Transfer			23 Mar 2018	24158	448157	1.8887
	AT THE END OF THE YEAR					448157	1.8887
3	ICICI PRUDENTIAL MULTICAP FUND	344635	1.4524			344635	1.4524
	Transfer			26 May 2017	35472	380107	1.6019

## ANNEXURES TO DIRECTORS' REPORT

Sr. No.	Name & Type Of Transaction	Shareholding at the beginning of the year - 01.04.2017		Transactions During The Year		Cumulative Shareholding at the end of the year - 31.03.2018	
		No. of Shares	% of total Shares of the company	Date of Transaction	No. of Shares	No. of Shares Held	% of total Shares of the company
	Transfer			23 Jun 2017	8350	388457	1.6371
	Transfer			07 Jul 2017	(5000)	383457	1.6161
	Transfer			14 Jul 2017	(1428)	382029	1.6100
	Transfer			25 Aug 2017	351	382380	1.6115
	Transfer			01 Sep 2017	(204)	382176	1.6107
	Transfer			10 Nov 2017	85188	467364	1.9697
	Transfer			08 Dec 2017	119	467483	1.9702
	Transfer			22 Dec 2017	(285)	467198	1.9690
	Transfer			29 Dec 2017	(30300)	436898	1.8413
	Transfer			12 Jan 2018	(11946)	424952	1.7909
	Transfer			19 Jan 2018	(21069)	403883	1.7021
	AT THE END OF THE YEAR					403883	1.7021
4	MATTHEWS INDIA FUND	380973	1.6056			380973	1.6056
	AT THE END OF THE YEAR					380973	1.6056
5	DAMANI ESTATE AND FINANCE PVT LTD	303062	1.2772			303062	1.2772
	AT THE END OF THE YEAR					303062	1.2772
6	FIRST STATE INDIAN SUBCONTINENT FUND	0	0.0000			0	0.0000
	Transfer			02 Jun 2017	28364	28364	0.1195
	Transfer			09 Jun 2017	4358	32722	0.1379
	Transfer			11 Aug 2017	8009	40731	0.1717
	Transfer			18 Aug 2017	1023	41754	0.1760
	Transfer			25 Aug 2017	5428	47182	0.1988
	Transfer			01 Sep 2017	2372	49554	0.2088
	Transfer			15 Sep 2017	23661	73215	0.3086
	Transfer			29 Sep 2017	90259	163474	0.6890
	Transfer			06 Oct 2017	695	164169	0.6919
	Transfer			20 Oct 2017	28383	192552	0.8115
	Transfer			17 Nov 2017	29232	221784	0.9347
	AT THE END OF THE YEAR					221784	0.9347
7	THE SCOTTISH ORIENTAL SMALLER COMPANIES TRUSTPLC	0	0.0000			0	0.0000
	Transfer			02 Jun 2017	29631	29631	0.1249
	Transfer			09 Jun 2017	4552	34183	0.1441
	Transfer			11 Aug 2017	8057	42240	0.1780
	Transfer			18 Aug 2017	1029	43269	0.1824
	Transfer			25 Aug 2017	2444	45713	0.1927

## ANNEXURES TO DIRECTORS' REPORT

Sr. No.	Name & Type Of Transaction	Shareholding at the beginning of the year - 01.04.2017		Transactions During The Year		Cumulative Shareholding at the end of the year - 31.03.2018	
		No. of Shares	% of total Shares of the company	Date of Transaction	No. of Shares	No. of Shares Held	% of total Shares of the company
	Transfer			01 Sep 2017	612	46325	0.1952
	Transfer			15 Sep 2017	3058	49383	0.2081
	Transfer			29 Sep 2017	62327	111710	0.4708
	Transfer			20 Oct 2017	12786	124496	0.5247
	Transfer			10 Nov 2017	6046	130542	0.5502
	Transfer			17 Nov 2017	27421	157963	0.6657
	AT THE END OF THE YEAR					157963	0.6657
8	ICICI PRUDENTIAL LIFE INSURANCE COMPANY LIMITED	0	0.0000			0	0.0000
	Transfer			10 Nov 2017	30000	30000	0.1264
	Transfer			17 Nov 2017	127535	157535	0.6639
	AT THE END OF THE YEAR					157535	0.6639
9	HDFC STANDARD LIFE INSURANCE COMPANY LIMITED	58520	0.2466			58520	0.2466
	Transfer			07 Apr 2017	7050	65570	0.2763
	Transfer			14 Apr 2017	(64)	65506	0.2761
	Transfer			28 Apr 2017	(13)	65493	0.2760
	Transfer			30 Jun 2017	(21)	65472	0.2759
	Transfer			14 Jul 2017	(34)	65438	0.2758
	Transfer			21 Jul 2017	3	65441	0.2758
	Transfer			25 Aug 2017	50	65491	0.2760
	Transfer			22 Sep 2017	506	65997	0.2781
	Transfer			06 Oct 2017	309	66306	0.2794
	Transfer			20 Oct 2017	(23)	66283	0.2793
	Transfer			03 Nov 2017	(47)	66236	0.2791
	Transfer			10 Nov 2017	54000	120236	0.5067
	Transfer			17 Nov 2017	6000	126236	0.5320
	Transfer			24 Nov 2017	394	126630	0.5337
	Transfer			08 Dec 2017	1171	127801	0.5386
	Transfer			15 Dec 2017	305	128106	0.5399
	Transfer			22 Dec 2017	(840)	127266	0.5364
	Transfer			29 Dec 2017	(1345)	125921	0.5307
	Transfer			05 Jan 2018	693	126614	0.5336
	Transfer			19 Jan 2018	(532)	126082	0.5314
	Transfer			16 Feb 2018	100	126182	0.5318
	Transfer			23 Feb 2018	1066	127248	0.5363

## ANNEXURES TO DIRECTORS' REPORT

Sr. No.	Name & Type Of Transaction	Shareholding at the beginning of the year - 01.04.2017		Transactions During The Year		Cumulative Shareholding at the end of the year - 31.03.2018	
		No. of Shares	% of total Shares of the company	Date of Transaction	No. of Shares	No. of Shares Held	% of total Shares of the company
	Transfer			02 Mar 2018	537	127785	0.5385
	Transfer			16 Mar 2018	853	128638	0.5421
	Transfer			23 Mar 2018	11000	139638	0.5885
	Transfer			31 Mar 2018	12000	151638	0.6391
	AT THE END OF THE YEAR					151638	0.6391
10	SBI MAGNUM GLOBAL FUND	321050	1.3530			321050	1.3530
	Transfer			14 Apr 2017	(14974)	306076	1.2899
	Transfer			09 Jun 2017	(3769)	302307	1.2741
	Transfer			16 Jun 2017	(211)	302096	1.2732
	Transfer			30 Jun 2017	(3915)	298181	1.2567
	Transfer			18 Aug 2017	1175	299356	1.2616
	Transfer			26 Jan 2018	(1175)	298181	1.2567
	Transfer			16 Feb 2018	(129254)	168927	0.7119
	Transfer			23 Feb 2018	(24407)	144520	0.6091
	AT THE END OF THE YEAR					144520	0.6091

### (v) Shareholding of Directors and Key Managerial Personnel

Sr. No.	For Each of the Directors and KMP	Shareholding at the beginning of the year		Cumulative Shareholding during the year	
		No. of Shares	% of total Shares of the company	No. of Shares	% of total Shares of the company
1.	Mr. Aneel Gambhir	5	0.00	5	0.00
	At the beginning of the year Bought during the year Sold during the year At the end of the year	5	0.00	5	0.00
2.	<b>At the beginning of the year</b>	Except above, none of the Directors and Key Managerial Personnel hold shares in the Company			
3.	<b>Date wise Increase / Decrease in Share holding during the year specifying the reasons for increase / decrease (e.g. allotment /transfer /bonus/ sweat equity etc):</b>	Except above, none of the Directors and Key Managerial Personnel hold shares in the Company			
	<b>At the End of the year</b>	Except above, none of the Directors and Key Managerial Personnel hold shares in the Company			

## ANNEXURES TO DIRECTORS' REPORT

### (v) INDEBTEDNESS

Indebtedness of the Company including interest outstanding/accrued but not due for payment

₹ in Lakhs

	Secured Loans excluding deposits	Unsecured Loans	Deposits	Total Indebtedness
<b>Indebtedness at the beginning of the financial year</b>				
i) Principal Amount	NIL	33,219	NIL	33,219
ii) Interest due but not paid	NIL	NIL	NIL	NIL
iii) Interest accrued but not due	NIL	NIL	NIL	NIL
<b>Total (i+ii+iii)</b>	NIL	33,219	NIL	33,219
<b>Change in Indebtedness during the financial year</b>				
• Addition	NIL	NIL	NIL	NIL
• Reduction	NIL	16,609	NIL	16,609
<b>Net Change</b>	NIL	16,609	NIL	16,609
<b>Indebtedness at the end of the financial year</b>				
i) Principal Amount	NIL	16,609	NIL	16,609
ii) Interest due but not paid	NIL	NIL	NIL	NIL
iii) Interest accrued but not due	NIL	NIL	NIL	Nil
<b>Total (i+ii+iii)</b>	NIL	16,609	NIL	16,609

### VI. REMUNERATION OF DIRECTORS AND KEY MANAGERIAL PERSONNEL

#### A. Remuneration to Managing Director, Whole-time Directors and/or Manager

₹ in Lakhs

Sr. No.	Particulars of Remuneration	Name of MD/WTD/ Manager
		Anil Khanna, Managing Director
1.	<b>Gross salary</b>	
	a) Salary as per provisions contained in section 17(1) of the Income-tax Act, 1961	462.41
	b) Value of perquisites u/s 17(2) Income-tax Act, 1961	0.40
	c) Profits in lieu of salary under section 17(3) Income-tax Act, 1961	-
	d) Company contribution toward PF	27.17
2.	Stock Option	-
3.	Sweat Equity	-
4.	Commission - as % of profit - others, specify	-
5.	Others, please specify	-
	<b>Total (A)</b>	489.98
	Ceiling as per the Act	Refer note

Note : In terms of provisions of the Companies Act, 2013, the remuneration payable to MD shall not exceed 5% of the net profit of the Company. The remuneration paid to the MD is well within the said limit.

## ANNEXURES TO DIRECTORS' REPORT

### B. Remuneration to other Directors

₹ in Lakhs

Sr. No.	Particulars of Remuneration	Name of Directors					Total Amount
(1)	Independent Directors						
				Sharad Upasani	Narendra Sarda	Air Marshal M.McMahon (Retd.)	
	- Fee for attending board / committee meetings			8.40	7.50	2.70	18.60
	- Commission*****			18.00	18.00	18.00	54.00
	- Others, please specify			-	-	-	-
Total (1)				26.40	25.50	20.70	72.60
(2)	Other Non – Executive Directors & Non-Independent Directors						
		Malcolm Monteiro	Thomas Kipp*	Bettina Staffa**	Charles Brewer***	Tulsi N. Mirchandaney****	
	- Fee for attending board / committee meetings	-	-	-	-	-	-
	- Commission	-	-	-	-	-	-
	- Others, please specify	-	-	-	-	-	-

\*Mr. Thomas Kipp resigned from Directorship of the Company w.e.f. December 05, 2017

\*\* Ms Bettina Staffa resigned from Directorship of the Company w.e.f. October 17, 2017

\*\*\* Mr. Charles Brewer has been appointed as an Additional Director with effect from July 28, 2017.

\*\*\*\* Ms. Tulsi N. Mirchandaney has been appointed as an Additional Director with effect from October 17, 2017

\*\*\*\*\* The Commission for the Financial year ended March 31, 2018 will be paid after adoption of financial statements by the Shareholders at the AGM to be held on July 31, 2018.

Note : In terms of the provisions of the Companies Act, 2013, the remuneration payable to Directors other than Executive Directors shall not exceed 1% of the net profit of the Company. The Remuneration paid to the Directors is well within the said limit. Mr.Malcolm Monteiro, Mr. Thomas Kipp, Ms. Bettina Staff and Mr. Charles Brewer do not accept any sitting fees/ commission as per DHL internal guidelines.

## ANNEXURES TO DIRECTORS' REPORT

### C. Remuneration to Key Managerial Personnel other than MD/Manager/WTD

₹ in Lakhs

Sr. No.	Particulars of Remuneration	Key Managerial Personnel			Total Amount
		*Yogesh Dhingra, Group CFO & CSO	Aneel Gambhir CFO	Tushar Gunderia Company Secretary	
1.	Gross salary				
	a) Salary as per provisions contained in section 17(1) of the Income-tax Act, 1961	250.02	108.47	76.19	434.68
	b) Value of perquisites u/s 17(2) Income-tax Act, 1961	0.29	0.78	0.97	2.03
	c) Profits in lieu of salary under section 17(3) Income-tax Act, 1961	0.00	0.00	0.00	0.00
	d) Company contribution towards PF	10.54	3.23	2.30	16.06
2.	Stock Option	0.00	0.00	0.00	0.00
3.	Sweat Equity	0.00	0.00	0.00	0.00
4.	Commission - as % of profit - others, specify	0.00	0.00	0.00	0.00
5.	Others, please specify	0.00	0.00	0.00	0.00
	Total**	260.84	112.48	79.46	452.78

Note: The Company has not incurred any expenditure for Stock Options granted at 'market place' (within the meaning of the erstwhile SEBI Employee Stock Option Scheme and Employee Stock Purchase Scheme) Guidelines, 1999) and the SEBI (Share based Employee Benefits) Regulations, 2014 to the Directors, Key Managerial Personnel and other Employees under its Employees Stock Option Schemes which can be ascribed to any individual Director, Key Managerial Personnel or other Employees.

\*Mr. Yogesh Dhingra resigned as Group CFO & CSO (KMP) with effect from June 15, 2018.

\*\* Does not include contribution to the approved Gratuity Scheme under the defined benefits scheme which is actuarially determined on an overall Company basis.

### VII. PENALTIES / PUNISHMENT/ COMPOUNDING OF OFFENCES

Type	Section of the Companies Act	Brief Description	Details of Penalty / Punishment/ Compounding fees imposed	Authority [RD / NCLT/COURT]	Appeal made, if any (give Details)
<b>Company</b> Penalty Punishment Compounding			None		
<b>Directors</b> Penalty Punishment Compounding			None		
<b>Other officers in Default</b> Penalty Punishment Compounding			None		

## ANNEXURES TO DIRECTORS' REPORT

### 'ANNEXURE F'

**The ratio of remuneration of each director to the median employee's remuneration and other details in terms of sub-section 12 of section 197 of the Companies Act, 2013 read with Rule 5(1) of the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014:**

A. Information pursuant in Section 197 of the Companies Act, 2013 read with Rule 5(1) of the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014

Name of Director and Key Managerial Personnel	Designation	Ratio of Remuneration to Median remuneration of all employees	Increase in remuneration over LY (%)
Anil Khanna	Managing Director	204.0	15.2% *****
Sharad Upasani	Chairman	10.2	0.0
Malcolm Monteiro	Director	0.0	NA
Thomas Kipp*	Director	0.0	NA
Narendra Sarda	Director	9.9	0.0
Bettina Staffa**	Director	0.0	NA
Air Marshal M.McMahon (Retd.)	Director	1.0	NA
Charles Brewer ***	Additional Director	0.0	NA
Tulsi Nowlakha Mirchandaney****	Additional Director	0.0	NA
Surendra Sheth*****	Director	0.8	0.0
Yogesh Dhingra	Group CFO & CSO	113.4	-1.2% *****
Aneel Gambhir	CFO	50.5	9.7% *****
Tushar Gunderia	Company Secretary	33.9	1.8% *****

\* Mr. Thomas Kipp, Director resigned from the Company with effect from December 5, 2017.

\*\* Ms. Bettina Staffa, Director resigned from the Company with effect from October 17, 2017.

\*\*\* Mr. Charles Brewer was appointed as Additional Director of the Company with effect from July 28, 2017.

\*\*\*\* Ms. Tulsi Nowlakha Mirchandaney was appointed as Additional Director of the Company with effect from October 17, 2017.

\*\*\*\*\* Mr. Surendra Sheth resigned as a Director with effect from May 12, 2016.

\*\*\*\*\* The remuneration of Managing Director was revised with the approval of the Shareholders with effect from April 1, 2017.

\*\*\*\*\* Reflects increase in remuneration consequent to revision with effect from April 1, 2017.

\*\*\*\*\* Mr. Yogesh Dhingra resigned as Group CFO & CSO (KMP) with effect from June 15, 2018.

Note :

1. The number of permanent employees as on 31<sup>st</sup> March, 2018 was 11,421.
2. Compared to the previous year 2016-17 the figures for the current year 2017-18 reflects that :
  - i) Gross Turnover has grown by 3.87% and PBT has decreased by 2.43%.
  - (ii) Median remuneration and average remuneration of all employees have increased by 6.14% and 11.04% respectively
  - (iii) Average remuneration of employees excluding Key Managerial Personnel has increased by 11.11%
  - (iv) Remuneration of Key Managerial Personnel has increased by 8.23%.
3. No employee's remuneration for the year 2017-18 exceeded the remuneration of any of whole time Directors
4. The remuneration of the Directors, Key Managerial Personnel and other employees is in accordance with the Remuneration policy of the Company provided under the section 'Report on Corporate Governance' which forms part of the Report and Accounts.
5. The Market capitalization of the Company has decreased from ₹12300 crores as of March 31, 2017 to ₹ 9000 crores as of March 31, 2018. Over the same period, the price to earnings ratio moved from 87.8 to 63.1 times. The Blue Dart Express Limited stock price as at March 31, 2018 has increased by 5040% to ₹ 3780 over the last public offering, i.e. IPO in September 1994 at the price of ₹150 per share after adjusting the bonus share issued in the ratio of 1:1 in the year 2002.

# ANNEXURES TO DIRECTORS' REPORT

## 'ANNEXURE G'

### **PARTICULARS REGARDING CONSERVATION OF ENERGY, TECHNOLOGY ABSORPTION AND FOREIGN EXCHANGE EARNINGS AND EXPENDITURE**

#### **Conservation of Energy**

Under the GoGreen program, your company is committed to minimizing the impact of its business on the environment and contributes to Environmental protection worldwide.

The GoGreen program is an integral part of DPDHL Group's Strategy 2020. In 2008, your company introduced a measurable climate protection target. From now until 2050, the Group's mission will be to drive business towards zero emissions logistics by setting the standard for the future of the transport sector and doing its part to help the world community reach its goal of limiting global warming to less than two degrees Celsius.

Your company is aligned to 'Zero Emissions 2050', the new climate protection goal announced in 2017 which includes four interim goals that we want to achieve by 2025 as per the DPDHL Sustainable Strategy:

- On a global level, an increase of carbon efficiency by 50% as compared to the 2007 baseline.
- On a local level, operate 70% of first and last mile services with clean pick-up and delivery solutions, such as bicycles and electric vehicles.
- Also by 2025, more than 50% of sales to incorporate Green Solutions, making customers' supply chains greener.

Because the success of these sustainability measures depends to a large degree on employee commitment and expertise, the company will train 80% of its employees to become certified GoGreen specialists and actively involve them in the Group's environmental protection activities.

The Company has taken this approach because it views environmentally friendly and efficient logistics as an opportunity to create value – for the environment, as a company and for customers. Your company, along with the other business units in India have committed to planting 111,000 trees in India this year.

The main focus of GoGreen is to avoid, reduce and, when necessary, give our customers the chance to offset, greenhouse gas emissions primarily CO<sub>2</sub>). These emissions account for the logistics industry's largest negative impact on the environment.

The vehicles operated for the company are in compliance of all pollution control regulations. Your company ensures that all its vehicles go through periodic PUC and maintenance checks to maintain minimum pollution levels and that all vehicles are in order of the prescribed norms for optimal operations by the manufacturer in terms of fuel consumption and better vehicle through-put and better vehicle efficiency are maintained.

The company's 24x7 network control centre operating at the headquarters in Mumbai is a centralised command system to provide support to drivers when they are on the road.

Under the GoGreen Living Responsibility pillar, your company conducted various activities to encourage its employees to contribute towards the noble cause of saving the environment.

**Power Saver – Lights Off:** Your company practices lights off for an hour between 01:00 pm to 02:00 pm on the last Saturday of every month across all its offices in India. Employees too are encouraged to switch off the lights at their residence between 8:00 pm to 9:30 pm on the same day. This initiative is championed by Anil Khanna, Managing Director, who encourages all the employees to conserve energy.

Your Company actively participates in all global initiatives such as Earth Hour, Earth Day, World Environment Day etc.

#### **Technology Absorption**

Since inception your company has truly differentiated itself with world-class state-of-the-art technology. All departments use technology to deliver superior services to the customer.

Your company is the only Indian air and ground express company that has invested extensively in technology infrastructure to create differentiated delivery capabilities, quality services and customized solutions for the customer.

The company's low cost with high standards technology architecture and innovation has allowed it to achieve service quality and operation delivery par excellence.

## ANNEXURES TO DIRECTORS' REPORT

A entirely new website is being developed with excellent state-of-the-art features & functionalities and a robust hardware platform.

Your Company has made substantial investments in IT and automation like hand-held scanners (On the Move – OTM) for pickup & deliveries, technology deployment for cash management, more customers integrated into website & APIs, Smart Truck, Parcel Lockers, Mobile Service Centres, Electric Vehicles, Mobile Wallets, roll-out of Weight Dimension Levelling (WDLs), Centralised and Improved ERP system – C2PC, etc.

Your Company has invested in Interactive Voice Response (IVR) and an official Blue Dart Facebook page, Twitter handle, Google+ page and YouTube channel for customers to interact with the company.

Your company has invested in a new retail customer centric management system – Point of Sale (POS) besides Multiple Payment Option System (MPOS) is another initiative to make lives of customer easy and accessible. A new billing, receivable management system is in progress to further strengthen the process.

Innovation is deeply ingrained in company's DNA since its inception. Over the years, Blue Dart has been at the helm of many innovations that have benefitted its end customers and hence will continue to be an area of focus going forward too.

Your company has invested heavily in technology infrastructure to create differentiated delivery capabilities, quality services and customized solutions for clients. This has enabled us to offer web-based solutions mentioned above to customers that can be integrated with their core products.

### **Foreign Exchange Earnings & Outgo**

#### **Earnings in Foreign Currency**

Earnings in foreign currency during year ended March 31, 2018 were ₹ 263 (Lakhs) [March 31, 2017: ₹ 951 (Lakhs)]

#### **Expenditure in Foreign Currency**

Expenditure in foreign currency during year ended March 31, 2018 was ₹ 567 (Lakhs) [March 31, 2017: ₹ 356 (Lakhs)]

# REPORT ON CORPORATE GOVERNANCE

## 1. Company's philosophy on Corporate Governance

The basic philosophy of Corporate Governance at 'Blue Dart' is to achieve business excellence and to create and enhance the value for its Stakeholders, Customers, Employees and business associates and thereby to make a significant contribution to the economy and society at large.

Your Company follows the principles of good and effective corporate governance over the years. The endeavour of your Company is not only to comply with the regulatory requirements but also practice Corporate Governance principles that lay a strong emphasis on integrity, transparency and overall corporate accountability.

Blue Dart is conscious of the fact that, success of a corporation is a reflection of the professionalism, conduct and ethical values of its management and employees. In addition to compliance with the regulatory requirements, Blue Dart endeavours to ensure that highest standards of ethical and responsible conduct are met throughout the organisation.

The Company is in compliance of requirements under regulations 17 to 27 of Securities Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, (Listing Regulations) as applicable, pertaining to provisions of the Corporate Governance norms. The Company has disseminated information as stipulated under clauses (b) to (i) of the regulation 46 (2) on the website of the Company.

## 2. Board of Directors

As on March 31, 2018, composition of the Board of Directors comprises of one Executive Director and six Non-Executive Directors one of whom is a Woman Director.

In terms of the provisions of Regulation 17 of the Listing Regulations, the Board is required to have at least one third of the members of the Board as Independent Directors if Chairman is a Non-Executive Director. Accordingly, the Company's present Board comprises of Mr. Sharad Upasani, Mr. Narendra Sarda and Air Marshal M. McMahon (Retd.) who are Independent Directors on the Board of the Company.

During the year, Mr. Charles Brewer was appointed as an Additional Director of the Company with effect from July 28, 2017.

Mr. Charles Brewer is CEO of DHL eCommerce, a division of Deutsche Post DHL Group, which he joined in 1984. In his role, he leads a global team responsible for developing solutions that enables the e-commerce industry.

Mr. Charles Brewer is a proven expert in supply chain, international shipping and e-commerce with over 32 years of industry experience, covering multiple global regions and disciplines across Europe, Asia Pacific, the Americas and Africa. Prior to joining DHL eCommerce, he was the Managing Director for DHL Express, Sub-Saharan Africa where he was responsible for the successful business and operations of 54 countries and territories, encompassing more than 50,000 customers, 4,000 employees, 250 facilities, 5 regional hubs and 20 dedicated DHL

aircraft.

Mr. Charles Brewer started his career at DHL in UK before moving to the DHL Express Asia Pacific region where he was appointed Country Manager for Philippines and subsequently Country Manager for Malaysia. After Asia Pacific, Mr. Brewer spent 5 years in the Americas region, where he first led the commercial organization and later was General Manager for the North East region. Mr. Charles Brewer was born in 1965 in UK. After completing school at Lord Wandsworth College, he went to Cranfield and Reading University and completed an executive program at Henley Management College.

During the year, Ms. Bettina Staffa tendered her resignation as a Director with effect from October 17, 2017. The Board of Directors accepted her resignation and placed on record their sincere appreciation and thanks for the valuable contribution by way of advice from time to time during her tenure as a Director of the Company.

Ms. Tulsi Nowlakha Mirchandaney was appointed as an Additional Director of the Company with effect from October 17, 2017.

Ms. Tulsi Nowlakha Mirchandaney is the Managing Director and Accountable Manager of Blue Dart Aviation, India's only domestic cargo airline and South Asia's largest, with a fleet of six Boeing 757 freighters. Ms. Tulsi has been actively associated with the airline and express industry in India for over 45 years and with Blue Dart group for 22 years, having been involved with the launch of Blue Dart Aviation prior to its inception in 1996.

During the year, Mr. Thomas Kipp tendered his resignation as a Director with effect from December 5, 2017. The Board of Directors accepted his resignation and placed on record their sincere appreciation and thanks for the valuable contribution by way of advice from time to time during his tenure as a Director of the Company.

In the Board Meeting of the Company held on January 30, 2018, the Board of Directors approved the re-appointment of Mr. Anil Khanna as Managing Director of the Company for a further period of three years with effect from February 21, 2018 to February 20, 2021, subject to approval of the members of the Company.

Mr. Khanna is a graduate from St. Stephen's College, Delhi and holds an MBA degree in Marketing and Finance from UBS, Chandigarh. Mr. Khanna has 39 years of experience in various industries and has been with Blue Dart since 1992.

Mr. Anil Khanna took over as Managing Director in 2007 and since then has led the organisation successfully with clear strategic vision, focus on customers and inclusive execution of customer centric value propositions, thereby consolidating Blue Dart's leadership position in the market place. Under his leadership, Blue Dart increased its market share in the Air and Ground Express and broadened its strategic focus from being an air express company since inception to being a company that straddles customer offerings across time definite, priority, deferred as well as focused on industry specific solutions in

## REPORT ON CORPORATE GOVERNANCE

the air and ground express segments. The Company has also expanded its e-tailing business under the leadership of Mr. Anil Khanna.

Prior to his commencement of tenure as a Managing Director in 2007, Mr. Anil Khanna was instrumental in transforming the Western Region by strengthening its sales systems and structure. As Senior Vice President, he turned around the west – 1 Region to a highly result oriented region in the country. In a short span of time, western region of Blue Dart under his leadership went on to become the No. 1 region in the country. Mr. Khanna also possesses varied experience in the paints and varnishes, consumer durables, auto components and construction chemical industries.

In accordance with the provisions of Companies Act, 2013 and Articles of Association of the Company, Mr. Malcolm Monteiro, Director, retires by rotation at the ensuing Annual General Meeting and being eligible, offers himself for re-appointment.

Mr. Malcolm Monteiro is CEO, DHL eCommerce, India, since February 2018. Prior to his present role, he was CEO of DHL eCommerce, Asia Pacific since April 1, 2014 and CEO of DHL Express South Asia since 2007 and he was responsible for reinforcing the vision of DHL, aggressively growing the international and domestic businesses and market share, enhancing customer experience at every customer touch point, encouraging a high level of employee engagement through active leadership for India, Sri Lanka, Pakistan, Nepal, Maldives, Bangladesh and Bhutan.

Mr. Monteiro was the Managing Director of the Company between the period from March 13, 2006 to February 21, 2007 and led the organisation's commendable performance during the same period. He has over 18 years of experience in various functions in Blue Dart. Mr. Malcolm Monteiro holds a post-graduate degree in Management from IIM, Ahmedabad, and is a graduate in Electrical Engineering from IIT, Bombay both of which are world-renowned top ranking institutions in their respective fields.

### Directorship in Other Companies

#### 1. Just Dial Ltd.

Mr. Malcolm Monteiro, Director, is not a member of any other committees as contemplated under Regulation 26 of Listing Regulations, other than a member of the Audit Committee and Chairman of Nomination & Remuneration Committee of Just Dial Ltd. and does not hold any shares in that Company.

Mr. Monteiro and any of the other Directors of the Company do not have any inter-se relationship.

All key decisions are taken only after detailed deliberations and discussions by the Board. The Board of Directors possesses adequate experience, expertise and skills necessary to manage affairs of the Company in the most efficient manner. The Board acts with an autonomy and independence in the strategic decision-making process and in discharging its fiduciary responsibilities.

The DHL nominee Directors hold a firm belief that DHL's best interests are aligned with the continued growth and success of the Company.

As regards appointment and tenure of the Independent Directors, following Policy is adopted by the Board:

- i) Company has adopted the provisions with respect to appointment and tenure of Independent Directors which is consistent with the Companies Act, 2013.
- ii) In accordance with the Provisions of the Companies Act, 2013, Independent Directors can be appointed for two terms of 5 years each.
- iii) With aforesaid changes, the Company would not have any upper age limit of retirement of Independent Directors from the Board and their appointment and tenure would be governed by the provisions of the Companies Act, 2013.

### Board Independence

The definition of 'Independence' of Directors is derived from Regulation 16 of the Listing Regulations and Section 149(6) of the Companies Act, 2013. Based on confirmation/ disclosures received from the Directors and on evaluation of relationships disclosed, Mr. Sharad Upasani, Chairman, Mr. Narendra Sarda and Air Marshal M. McMahon (Retd.), Directors are Independent in terms of the Provisions of Regulation 16 of the Listing Regulations and Section 149(6) of the Companies Act, 2013.

The Company has issued formal letter of appointment to Independent Directors in the manner as provided in the Companies Act, 2013. The terms and conditions of the said appointment are disclosed on the website of the Company.

### Board Procedure

The Board of Directors is presented with all the relevant information on vital matters which may impact working of the Company as well as those which require deliberations at the highest level. It is ensured that information, as required under Regulation 17(7) and Part A of the Schedule II of the Listing Regulations is made available to the Board of Directors to enable them to discharge their functions effectively.

There is no relationship between the Directors inter-se.

### Composition of the Board

The size and composition of the Board conforms to the requirements of Corporate Governance norms as stipulated under the provisions of the Listing Regulations.

### Information to the Board

The meetings of the Board of Directors are scheduled well in advance and generally held at the Company's Registered Office in Mumbai. The Notice of the Board Meeting and Board Agenda with detailed enclosures are sent in advance to all Directors.

### Number of Board Meetings

During the year under review, seven Board Meetings were held viz; May 05, 2017, May 19, 2017, July 27, 2017, October 17, 2017, November 29, 2017, December 6, 2017 and January 30, 2018.

## REPORT ON CORPORATE GOVERNANCE

The details of attendance of each Director at the Board Meetings, last Annual General Meeting, and number of other directorship and membership in the Committees thereof, are as under:

Name of Director	Position	Designation	Attendance Particulars		Directorship in Other Indian Companies	Committee Membership/ Chairmanship in Other Indian Companies	
			Board Meetings	Last AGM		Member	Chairman
Mr. Sharad Upasani DIN : 01739334	Independent & Non-Executive Director	Chairman	7	Yes	6	2	Nil
Mr. Anil Khanna DIN : 01334483	Executive Director	Managing Director	7	Yes	1	Nil	Nil
Mr. Malcolm Monteiro DIN : 00089757	Non-Independent & Non-Executive Director	Director	7	Yes	1	2	Nil
Mr. Thomas Kipp DIN : 06921955*	Non-Independent & Non-Executive Director	Director	1	No	Nil	Nil	Nil
Mr. Narendra Sarda DIN : 03480129	Independent & Non-Executive Director	Director	7	Yes	1	1	Nil
Ms. Bettina Staffa** DIN : 06963668	Non-Independent & Non-Executive Director	Director	1	Yes	Nil	Nil	Nil
Air Marshal M McMahon DIN : 00234293	Independent & Non-Executive Director	Director	7	Yes	1	Nil	1
Mr. Charles Brewer*** DIN : 07854413	Non-Independent & Non-Executive Director	Additional Director	1	NA	Nil	Nil	Nil
Ms. Tulsi Nowlakha Mirchandaney **** DIN : 01842520	Non-Independent & Non-Executive Director	Additional Director	4	NA	1	Nil	Nil

Notes :

- \*1) Mr. Thomas Kipp, Director resigned from the Company with effect from December 5, 2017.
- \*\*2) Ms. Bettina Staffa, Director resigned from the Company with effect from October 17, 2017.
- \*\*\*3) Mr. Charles Brewer was appointed as Additional Director of the Company with effect from July 28, 2017.
- \*\*\*\*4) Ms. Tulsi Nowlakha Mirchandaney was appointed as Additional Director of the Company with effect from October 17, 2017.
- 5) The Directorships held by Directors as mentioned above, includes Directorships in the Private Limited Companies and Companies registered under Section 8 of the Companies Act, 2013, but do not include Directorships in Foreign Companies. The Committee membership and chairpersonship includes membership of the Audit Committee and Stakeholders' Relationship Committee of Indian public Companies.

None of the Directors have any inter-se relationship and do not hold any shares in the Company.

# REPORT ON CORPORATE GOVERNANCE

## 3. Audit Committee

The Audit Committee of the Board deals with all matters relating to financial reporting, internal controls, risk management etc. and reports to the Board from time to time. The Board of Directors of the Company constituted an Audit Committee at its Board Meeting held on May 8, 2001 and reconstituted from time to time.

### Composition

The Composition of Audit Committee is as per the requirements of Companies Act, 2013 and Listing Regulations. As on March 31, 2018, the Audit Committee comprises of two Independent Non-Executive Directors, viz. Mr. Sharad Upasani and Mr. Narendra Sarda and one Non-Independent and Non-Executive Director, Mr. Malcolm Monteiro. The Chairman of the Committee is Mr. Sharad Upasani. Mr. Tushar Gunderia, Company Secretary, acts as Secretary to the Audit Committee.

Mr. Anil Khanna, Managing Director, Mr. Aneel Gambhir, CFO, the Statutory Auditors and Internal Auditor are the permanent invitees to the Audit Committee Meetings. Mr. Yogesh Dhingra, Group Chief Financial Officer & Chief Strategy Officer (KMP) tendered his resignation vide letter dated March 15, 2018 on account of his desire to pursue other opportunities and was relieved of his responsibilities w.e.f. June 15, 2018.

The Chairman of the Audit Committee, Mr. Sharad Upasani was present at the last Annual General Meeting of the Company held on July 27, 2017.

The powers, role and terms of reference of the Audit Committee are in accordance with the provisions of Regulation 18 of the Listing Regulations, 2015 and Section 177 of the Companies Act, 2013.

### The terms of reference of the Audit Committee, inter-alia include the following :-

1. Oversight of the Company's financial reporting process and disclosure of its financial information to ensure that the financial statement is correct, sufficient and credible;
2. Recommendation for appointment, remuneration and terms of appointment of Auditors of the Company;
3. Approval of payment to Statutory Auditors for any other services rendered by the Statutory Auditors;
4. Reviewing with the management, the annual financial statements and auditor's report thereon, before submission to the Board for approval, with particular reference to:
  - a. Matters required to be incorporated in the Director's Responsibility Statement to be included in the Board's report in terms of clause (c) of sub-section 3 of section 134 of the Companies Act, 2013.
  - b. Changes, if any, in the accounting policies and practices and reasons for the same.
5. Major accounting entries involving estimates based on the exercise of judgment by the management.
6. Significant adjustments made in the financial statements arising out of audit findings.
7. Compliance with listing and other legal requirements relating to financial statements.
8. Disclosure of any related party transactions.
9. Modified opinion(s) in the draft audit report.
10. Reviewing with the management, the quarterly financial statements before submission to the board for approval;
11. Reviewing with the management the statement of uses/application of funds raised through an issue (public issue, rights issue, preferential issue etc.), the statement of funds utilized for the purposes other than those stated in the offer document / prospectus / notice and report submitted by the monitoring agency, monitoring utilisation of proceeds of a public or rights issue and making appropriate recommendations to the Board to take up steps in this matter;
12. Reviewing and monitoring the auditor's independence and performance, and effectiveness of audit process;
13. Approval or any subsequent modification of transactions of the Company with the related parties;
14. Scrutiny of the inter-corporate loans and investments;
15. Valuation of undertakings or assets of the company, wherever it is necessary;
16. Evaluation of internal financial controls and risk management systems;
17. Reviewing with the management, performance of statutory and internal auditors and adequacy of the internal control systems;
18. Reviewing adequacy of internal audit function, if any, including structure of the internal audit department, staffing and seniority of the official heading the department, reporting structure, coverage and frequency of internal audit;
19. Discussion with the internal auditors of any significant findings and follow up thereon;
20. Reviewing findings of any internal investigations by the internal auditors into matters where there is a suspected fraud or irregularity or a failure of internal control systems of a material nature and reporting the matter to the board;
21. Discussions with the statutory auditors before the audit commences, about the nature and scope of audit as well as post-audit discussions to ascertain any area of concern;
22. To look into the reasons for substantial defaults in the payment to the depositors, debenture holders, shareholders

## REPORT ON CORPORATE GOVERNANCE

(in case of non-payment of declared dividends) and creditors;

18. To review functioning of the Whistle Blower mechanism;
19. Approval of appointment of CFO (i.e. the whole-time Finance Director or any other person heading the finance function or discharging that function) after assessing the qualifications, experience and background etc. of the candidate;
20. Carrying out any other function as stipulated in terms of reference of the Audit Committee.

The Audit Committee shall also mandatorily review the following information:

1. Management discussion and analysis of financial condition and results of operations;
2. Statement of significant related party transactions (as defined by the audit committee), submitted by management;
3. Management letters / letters of internal control weaknesses issued by the statutory auditors;
4. Internal audit reports relating to internal control weaknesses;
5. The appointment, removal and terms of remuneration of the chief internal auditor shall be subject to review by the audit committee.
6. Statement of deviations:
  - a. Quarterly statement of deviation(s) including report of monitoring agency, if applicable, submitted to stock exchange(s) in terms of Regulation 32(1).
  - b. Annual statement of funds utilized for purposes other than those stated in the offer document/prospectus/ notice in terms of Regulation 32(7).

The Audit Committee of the Company meets and interacts periodically with the Senior Management Personnel which gives the Audit Committee a deeper insight into the workings of major departments and regions.

During the year under review, nine Audit Committee Meetings were held, viz; May 05, 2017 (two meetings, one of which was with the Senior Management of the Company), May 19, 2017, July 27, 2017, October 17, 2017, November 29, 2017, December 6, 2017 (two meetings, one of which was with the Senior Management of the Company) and January 30, 2018.

The details of attendance of each Member at the Audit Committee Meetings held during the year ended March 31, 2018 are as under:

Names of Director	Position	No. of Meetings	
		Held	Attended
Mr. Sharad Upasani	Chairman	9	9
Mr. Malcolm Monteiro	Member	9	9
Mr. Narendra Sarda	Member	9	9

#### 4. Nomination & Remuneration Committee

As on March 31, 2018 the 'Nomination & Remuneration Committee' comprises two Independent Non-Executive Directors viz; Mr. Narendra Sarda and Mr. Sharad Upasani and a Non-Independent and Non-Executive Director, Mr. Malcolm Monteiro. The Committee is chaired by Mr. Narendra Sarda, Independent Director.

Mr. Anil Khanna, Managing Director and Mr. Aneel Gambhir, CFO, are permanent invitees to the Nomination & Remuneration Committee.

Mr. Tushar Gunderia, Company Secretary, acts as Secretary to the Nomination & Remuneration Committee.

The Chairman of the Nomination & Remuneration Committee, Mr. Narendra Sarda, was present at the last Annual General Meeting of the Company held on July 27, 2017.

During the year under review, five Nomination & Remuneration Committee Meetings were held viz; May 5, 2017, July 27, 2017, October 17, 2017, November 29, 2017 and January 30, 2018.

The details of attendance of each Member at the Nomination & Remuneration Committee Meetings held during the year ended March 31, 2018 are as under:

Names of Director	Position	No. of Meetings	
		Held	Attended
Mr. Narendra Sarda	Chairman	5	5
Mr. Sharad Upasani	Member	5	5
Mr. Malcolm Monteiro	Member	5	5

The Executive Director is paid remuneration in terms of a resolution passed by the members at the General Meetings.

The Nomination & Remuneration Committee ensures transparent nomination process for Directors with diversity of thought, experience, knowledge, perspective and gender in the Board.

The terms of reference of the 'Nomination & Remuneration Committee' inter-alia include the following:

- i) Formulation of criteria for determining qualifications, positive attributes and independence of a director and recommend to the Board a Policy, relating to the remuneration of the directors, key managerial personnel and other employees;
- ii) Formulation of criteria for evaluation of Independent Directors and the Board;
- iii) Devising a Policy on diversity of Board of Directors;
- iv) Identifying persons who are qualified to become directors and who may be appointed in senior management roles in accordance with the criteria laid down and recommend to the Board their appointment and removal.

## REPORT ON CORPORATE GOVERNANCE

- v) Whether to extend or continue the term of appointment of the independent director, on the basis of the report of performance evaluation of independent directors.

Mr. Sharad Upasani, Independent Director, holds a Masters in Commerce and an LLB degree from Mumbai University, besides an MBA degree from USA. He is now giving consultancy on Corporate Law and acts as an Arbitrator in corporate disputes.

Mr. Narendra Sarda was President of ICAI in 1993-1994. He was Chairman of Deloitte Haskins Sells & Affiliates, India from 2007 to 2011. Mr. Sarda was a Public Representative Director on the Board of The Bombay Stock Exchange (now BSE Limited) from 1999 to 2001. He was a member on the Board of the erstwhile International Accounting Standards Committee, London from 1993 to 1995.

Air Marshal M. McMahon (Retd.) aged 73 years has wide experience in the Aviation Industry.

Air Marshal M. McMahon (Retd.) was commissioned as a fighter pilot and served in the IAF for 42 years. On graduating, he stood first in Flying. He underwent the T - 33 / F- 86 Advanced Gunnery Course in the USA and was awarded certificates for standing first in Low Level Strafe and Low Angle Bombing. He was an A2 Qualified Flying Instructor and was winner of the Chief's of Air Staff trophy for standing first in flying during the QFI course. His important staff appointments were Director, Air Staff Requirements, Asst. Chief of Air Staff (Operations), Inspector General of the IAF and Vice Chief of Air Staff. He is a recipient of the Param Vishist Seva Medal, Ati Vishist Seva Medal and Vishist Seva Medal.

In the Annual General Meeting of the Company held on July 28, 2016, Shareholders of the Company had approved payment of commission to the Non-Executive Directors, not exceeding 1% of Net Profit of the Company in accordance with the provisions of the Companies Act, 2013 for a period of 5 years. The Commission payable to the Independent Directors is determined by the Board within the aforesaid limit of 1% of the net profits after taking into account their attendance and role and responsibilities in various committees of the Board. For their valuable contribution by way of advice for various project works from time to time, the Company pays commission to Non-Executive Directors, at such rate as determined by the Board of Directors of the Company and within the ceiling as prescribed under the provisions of the Companies Act, 2013.

### Details of remuneration paid to Directors

Non-Executive Directors are paid sitting fees of ₹ 30,000/- for attending each meeting of the Board, Audit Committee, Nomination & Remuneration Committee, CSR Committee and Risk Management Committee attended by them.

During the year, the Company paid commission to Mr. Sharad Upasani, Mr. Surendra Sheth and Mr. Narendra Sarda, Non-

Executive Directors, aggregating to ₹ 38.02 lakhs for the financial year ended March 31, 2017.

Details of the sitting fees and commission paid to Directors are as under.

In ₹			
Sr. No.	Name of the Director	Sitting fees (for the financial year ended March 31, 2018)	Commission (paid for the financial year March 2017)
1.	Mr. Sharad Upasani	8,40,000	18,00,000
2.	Mr. Surendra Sheth*	-	2,02,192
3.	Mr. Narendra Sarda	7,50,000	18,00,000
4.	Air Marshal M. McMahon (Retd.) **	2,70,000	-

\* Mr. Surendra Sheth resigned as a Director with effect from May 12, 2016.

\*\* Air Marshal M. McMahon (Retd.) has been appointed as an Independent Director of the Company w.e.f. February 10, 2017.

On recommendation of the Nomination & Remuneration Committee and Board of Directors of the Company at its Meetings held on January 30, 2018, Mr. Anil Khanna has been re-appointed as the Managing Director of the Company with effect from February 21, 2018 to February 20, 2021 subject to necessary approval by the Shareholders. In terms of Agreement executed with the Company, details of terms of remuneration paid to the Managing Director are as under:

### Mr. Anil Khanna, Managing Director

(for period from April 1, 2017 to March 31, 2018)

Basic	- ₹ 18.87 Lakhs per month
House Rent Allowance	- ₹ 1.04 Lakhs per month
Special Allowance	- ₹ 2.64 Lakhs per month
Sr. Management Allowance	- ₹ 1.08 Lakhs per month

In addition to the above amount, Mr. Anil Khanna shall be entitled to the following:

- The Company's contribution to Provident Fund, in accordance with the Rules and Regulations of the Company.
- Gratuity payable at a rate not exceeding half a month's salary for each completed year of service.
- Encashment of unavailed leave at the end of each year.
- Re-imbursment of telephone expenses at residence for official purpose.
- A chauffeur – driven vehicle.
- Coverage under Company's Group Insurance Cover.

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- (vii) Fees of club, subject to a maximum of one club. This will not include admission and life membership fees.
- (viii) Subscription and Annual fees for the Corporate Credit Card.
- (ix) The Managing Director shall be entitled to an incentive payment based on achievement of profitability levels and other parameters as determined by the Board of Directors for the calendar year ended December 31, 2018, upto a maximum of ₹ 177.16 lakhs.
- (x) Increment for each year shall be determined by the 'Nomination & Remuneration Committee' and which shall be subject to approval of the Board of Directors and members of the Company at the General Meeting of members.
- (xi) Entitlement to LTI as per LTI Scheme

During the term of employment of Managing Director, if in any financial year, the Company does not earn any profit or earns inadequate profit as contemplated under the provisions of Schedule V of the Companies Act, 2013, unless otherwise approved by such Statutory Authority, remuneration shall be paid as per the conditions and monetary ceiling prescribed in Schedule V to the Companies Act, 2013 or any re-enactment thereof. Severance term agreed between the Company and Managing Director is six months notice or payment of six months' salary in lieu thereof.

The remuneration policy of the Company is performance-driven and structured to motivate the employees, recognise their merits and achievements and promote excellence in their performance.

The Nomination & Remuneration Committee and Board of Directors of the Company are authorised to decide remuneration of Whole-Time Directors, subject to approval of Members and Central Government, if required.

The Non-Executive Directors are paid remuneration by way of sitting fees and commission except DHL-nominated Directors who are not paid any sitting fees or commission, as per their internal guidelines.

None of the Directors hold any shares of the Company.

The Company does not have any 'stock options' scheme.

### 5. Board Evaluation

Pursuant to provisions of the Companies Act, 2013, Schedule IV of Companies Act, 2013 and Regulation 17 and Schedule II of Listing Regulations, the Board would carry out an Annual Performance Evaluation of its own performance, the Directors individually excluding the director being evaluated as well as the evaluation of the functioning of its Committees.

In line with effective governance requirements, the Board reviews its own performance annually using a pre-determined template designed as a tool to facilitate the evaluation process. The assessment is built around the functioning of the Board

as a whole, its Committees and also evaluation of individual Directors. The assessment format considered performance effectiveness with regard to the Board composition, expertise, dynamics, strategic oversight, risk management and internal control, succession planning and leadership.

While the individual directors' performance is reviewed by the Chairperson and the rest of the Board, the Chairperson's and Non-Independent Directors performance is appraised through feedback from Independent Directors.

### 6. Stakeholders Relationship Committee

As on March 31, 2018 the 'Stakeholders Relationship Committee' consists of Mr. Malcolm Monteiro, Non-Executive Director acting as Chairman of the Committee and Mr. Anil Khanna as member of the Committee.

The Chairman of the Stakeholders Relationship Committee, Mr. Monteiro was present at the last Annual General Meeting of the Company held on July 27, 2017.

The 'Stakeholders Relationship Committee' approves and monitors transfers and transmission of shares/debentures and replacement, split and consolidation of share certificates/debenture certificates. The Committee also monitors redressal of complaints received from the shareholders/ debentureholders relating to transfers/transmission of shares/ debentures, non-receipt of annual reports and transfer of credit of shares to demat accounts, non-receipt of declared dividend/ interest and other investor-related matters. The Stakeholders Relationship Committee Meetings are held once in a fortnight to consider matters placed before it.

Mr. Tushar Gunderia, Company Secretary, has been designated as 'Compliance Officer' under the provisions of Listing Regulations.

During the year under review, 581 correspondences were received from the investors. These include five complaints received and disposed off during the year ended March 31, 2018. All Investors correspondence were attended expeditiously. There were no investors' complaints pending as on March 31, 2018.

All valid share transfers/transmissions and other requests received during the year were approved and attended to by the Committee. There were no pending requests for transfer of Equity Shares as on March 31, 2018.

The details of Investors' Correspondence received during the year ended March 31, 2018 are as under:

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Nature of Correspondence	No. of Correspondence received	No. of Correspondence resolved/attended
Revalidation / Duplicate / Non-Receipt of Dividend / Interest Warrants	62	62
Non-Receipt of Share certificates / Transfers / Transmissions	2	2
Change of Address	49	49
Request for loss / duplicate/ replacement of Share Certificates	138	138
Others*	330	330
<b>Total</b>	<b>581</b>	<b>581</b>

\*Others include correspondence pertaining to updating new signatures, non-receipt of rejected dematerialisation request forms, registration of Power of Attorneys, procedure for transmission of shares/ debentures, dividend mandate instructions, request for Annual Reports, letters from SEBI and Stock Exchanges and such other administrative matters.

The Company and the Registrar & Transfer Agent have attended to most of the investors' correspondence within a period of 8 days from the date of receipt of correspondence during the year ended March 31, 2018.

M/s. Link Intime India Pvt. Limited acts as the Registrar and Share Transfer Agent of the Company.

In terms of SEBI Notification dated January 15, 2015, new 'Code of Internal Procedures and Conduct for Regulating, Monitoring and Reporting of Trading by Insiders' and 'Code of Practices and Procedures for Fair Disclosure of Unpublished Price Sensitive Information' has been made applicable to all designated employees and other connected persons with effect from May 15, 2015.

The Stakeholders Relationship Committee monitors compliance of the provisions of 'Code of Internal Procedures and Conduct for Regulating, Monitoring and Reporting of Trading by Insiders' and 'Code of Practices and Procedures for Fair Disclosure of Unpublished Price Sensitive Information'.

### 7. Unclaimed Dividend/Shares

As on date, the Company has transferred unclaimed dividend declared for the financial years 1995-96, 1996-97, 1998-99, 1999-2000 (interim and final dividend), 2000-2001, 2001-2002, 2002-2003, 2003-2004, 2004-2005, December 2005, December 2006, December 2007, December 2008 and December 2009 to "The Investors Education and Protection Fund" established by the Central Government.

In accordance with the provisions of Regulation 39 and Schedule V of Listing Regulations, 2015, the details of the shares lying in the "Blue Dart Express Ltd. – Unclaimed Suspense Account" maintained with the Stock Holding Corporation of India Ltd. are as under:

Type of Security	As on April 1, 2017		Applied for transfer and whose shares were transferred during the year from the suspense account		Balance as on March 31, 2018	
	Number of		Number of		Number of	
	Share-holders	Shares	Share-holders	Shares	Share-holders	Shares
Equity Shares	107	11,302	13	1,500	94	9,802

The voting rights on these equity shares retained as outstanding in the 'suspense account' as on March 31, 2018 would remain frozen till the rightful owner claims these shares.

### 7.2 Transfer of Unclaimed Equity Shares to Investor Education and Protection Fund (IEPF) Account

Pursuant to provisions of Sections 124 and 125 of the Companies Act, 2013 and the Investor Education & Protection Fund Authority (Accounting, Audit and Transfer and Refund) Rules, 2016, as amended, all shares on which dividend has not been paid or claimed for seven consecutive years or more shall be transferred to an IEPF Account. The Company has sent notice to all the members whose dividends were lying unpaid / unclaimed against their names for seven consecutive years or more and has also uploaded the details of such shareholders on its website.

In accordance with the Investor Education and Protection Fund Authority (Accounting, Audit and Transfer and Refund) Rules, 2016, the Company had transferred 13721 shares to IEPF during the year 2017-2018.

### 8. Corporate Social Responsibility Committee

The Company constituted a Corporate Social Responsibility Committee (CSR Committee) on February 5, 2014. The CSR Committee of the Company comprises of Mr. Sharad Upasani as Chairman of the Committee and Mr. Anil Khanna and Mr. Malcolm Monteiro as members of the Committee.

Mr. Aneel Gambhir, CFO, is the permanent invitee to the CSR Committee.

The role of CSR Committee is as under:

- Formulating and recommending to the Board, CSR Policy and the activities to be undertaken by the Company.
- Recommending amount of expenditure to be incurred on activities undertaken.
- Implementation and execution of CSR initiatives/ activities.
- Reviewing performance of the Company in the areas of CSR.
- Monitoring CSR Policy from time to time.

During the year under review, three CSR Committee Meetings were held, viz; May 05, 2017, October 17, 2017 and January 30, 2018.

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The details of attendance of each Member at the CSR Committee Meetings held during the year ended March 31, 2018 are as under:

Names of Director	Designation	No. of Meetings Held	
		Held	Attended
Mr. Sharad Upasani	Chairman	3	3
Mr. Anil Khanna	Member	3	3
Mr. Malcolm Monteiro	Member	3	3

### 9. Risk Management Committee

The Board of Directors at its meeting held on June 11, 2014 approved constitution of the 'Risk Management Committee' as per the requirements of the Companies Act, 2013 and Regulation 21 of Listing Regulations. In the Board Meeting of the Company held on October 12, 2016, the Risk Management Committee was reconstituted. Mr. Narendra Sarda is Chairman of the Committee and Mr. Sharad Upasani, Mr. Anil Khanna, Mr. Malcolm Monteiro, Directors, and Mr. Aneel Gambhir, CFO, Mr. Tushar Gunderia, Company Secretary & Head – Legal & Compliance and Ms. Sonali Raut, Head – Internal Audit, are Members of the Committee.

Mr. Yogesh Dhingra – Group CFO & CSO ceases to be a Member consequent to his resignation.

During the year under review, two Risk Management Committee Meetings were held, viz; May 5, 2017 and January 30, 2018.

The details of attendance of each Member at the Risk Management Committee Meetings held during the year ended March 31, 2018 are as under:

Names of Director	Designation	No. of Meetings Held	
		Held	Attended
Mr. Narendra Sarda	Chairman	2	2
Mr. Sharad Upasani	Member	2	2
Mr. Anil Khanna	Member	2	2
Mr. Malcolm Monteiro	Member	2	2
Mr. Yogesh Dhingra	Member	2	2
Mr. Aneel Gambhir	Member	2	2
Mr. Tushar Gunderia	Member	2	2

### 10. Independent Directors' Meeting

As per the requirements of Schedule IV the Companies Act, 2013 and Regulation 25 of Listing Regulations, during the year under review, Independent Directors met on May 5, 2017 and December 6, 2017, without presence of Managing Director, Non-Executive Directors, Non-Independent Directors and Management Team.

The meetings were attended by all Independent Directors and it was convened to enable Independent Directors to discuss matters pertaining to the Company's affairs, performance of Non-Independent Directors and Board of Directors pursuant to requirements of Companies Act, 2013 and Listing Regulations and put forth their views to the Board of Directors of the Company.

### 11. Policy for Selection and Appointment of Directors and their Remuneration

The Company has formulated a Nomination & Remuneration Policy pursuant to requirements of the Companies Act, 2013 and Listing Regulations. The criterion for selection, appointment and remuneration of Directors has been stated in the policy.

#### Criteria for selection of Executive Director / Managing Director

For a person to be appointed as Managing Director ("Candidate"), he/she should fulfill/meet the following criteria:

- The Candidate should have been allotted a director's identification number.
- The Candidate should not be below the age of 21 years. If the Candidate has completed 70 years of age, then the Candidate may be appointed after complying with the relevant provisions of the Companies Act, 2013.
- The Candidate should not be an undischarged insolvent or should not have, at any time, been adjudged as an insolvent.
- The Candidate should not have, at any time, suspended payment to his/her creditors or should not be a person who makes, or has at any time made, a composition with them.
- The Candidate should not have, at any time, been convicted by a court of an offence and sentenced for a period of more than 6 months.
- The Candidate should not be disqualified to act as a director pursuant to the provisions of the Companies Act, 2013.
- If the Candidate is already holding the office of Managing Director, then his/her current tenure should be expiring within a period of not more than 1 year.
- The Candidate should not be a director, who has been at any time removed from directorship by the Company in accordance with the provisions of the Companies Act, 2013.
- The Candidate should not have been sentenced to imprisonment for any period, or to a fine exceeding ₹ 1,000, for the conviction of an offence under any of the specified statutes.
- The Candidate should not have been detained for any period under the Conservation of Foreign Exchange and Prevention of Smuggling Activities Act, 1974 (52 of 1974).
- If the Candidate is a managerial person in more than 1 company, then the remuneration which he/she draws from

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1 or more companies should be within the ceiling provided in section V of Part II of Schedule V of the Companies Act, 2013.

- (l) The Candidate should be a 'resident of India' as per Schedule V of the Companies Act, 2013.
- (m) The Candidate should not be holding office as a director or any other office in a competing firm/entity.
- (n) The Candidate should possess requisite qualifications and experience as may be decided by the Board of Directors.

### Remuneration of Executive Director/ Managing Director

1. The Nomination & Remuneration Committee to recommend remuneration of the Managing Director to the Board for its approval.
2. Such remuneration shall be subject to approval of the shareholders of the Company, in the next general meeting.
3. If the proposed remuneration is at variance to the conditions specified in Schedule V of the Act, then such remuneration will also be subject to the approval of the Central Government.
4. The terms of the remuneration of the Managing Director shall be as under:
  - (a) The remuneration of the Managing Director shall consist of the following:
    - (i) Basic Salary
    - (ii) House Rent Allowance
    - (iii) Special Allowance
  - (b) In addition to the above, the Managing Director shall be entitled to the following:
    - (i) Company's contribution to the provident fund as per The Employees' Provident Funds and Miscellaneous Provisions Act, 1952.
    - (ii) Gratuity at a rate not exceeding half a month's salary for each completed year of service.
    - (iii) Superannuation contribution subject to a maximum ceiling of 15% of basic salary by way of contribution to a fund or an allowance in lieu thereof or a combination of both.
    - (iv) Encashment of an unavailed leave at the end of each year.
    - (v) Re-imbursment of telephone expenses at residence for official purpose.
    - (vi) A chauffeur – driven vehicle.
    - (vii) Coverage under Company's Group Insurance Cover.

- (viii) Fees of club, subject to a maximum of one club. This will not include admission and life membership fees.
  - (ix) Subscription and Annual fees for Corporate Credit Card.
  - (x) An incentive payment based on achievement of profitability levels for the year ended upto such amount, as may be decided by the Board and approved by the shareholders from time to time.
  - (xi) Increment for each year will be determined by the Nomination & Remuneration Committee based on the performance evaluation report and which will be subject to approval of the Board and shareholders, and of the Central Government, if applicable.
  - (xii) Such other benefits and upto such amount, as may be decided by the Board and the shareholders, from time to time.
- (c) The Managing Director is currently not entitled to any stock options.

### Criteria for selection of Non-Executive Directors:

1. For a person to be appointed as a Non-Executive Director ("Candidate"), he/she should fulfill/meet the following criteria:
  - (a) The Candidate should have been allotted a director's identification number.
  - (b) The number of companies in which such Candidate may be holding office as a director or a chairman or committee member should not exceed the limit stipulated by the Companies Act, 2013.
  - (c) The Candidate should not be disqualified to act as a director pursuant to the provisions of the Companies Act, 2013.
  - (d) The Candidate should not be holding office as a director or any other office in a competing firm/entity.
  - (e) The Candidate should possess requisite qualification and experience as may be decided by the Board of Directors.

### Remuneration of Non-Executive Directors

1. The Nomination & Remuneration Committee to recommend the remuneration of Non - Executive Directors excluding sitting fees to the Board for its approval and it will be subject to approval of the shareholders of the Company.
2. The terms of the remuneration of the Non - Executive Directors shall be as under:

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- (a) An incentive payment based on achievement of profitability levels for the year ended, upto such amount, as may be decided by the Board and the shareholders, from time to time.
- (b) Sitting fees of such amounts as may be determined from time to time and upto such amount, as may be decided by the Board and the shareholders, if required.
- (c) Increment for each year will be determined by the Committee based on the performance evaluation report and which will be subject to approval of the Board and the shareholders.
- (d) The Non-Executive Directors are currently not entitled to any stock options.

### Criteria for selection of Independent Directors:

For a person to be appointed as an Independent Director (“Candidate”), he/she should fulfill/meet the following criteria:

- (a) If the Candidate is already an Independent Director, then his tenure and term will be as per the Companies Act, 2013 and Listing Regulations.
- (b) The Candidate should have been allotted a director's identification number.
- (c) The number of companies in which such Candidate may be holding office as an independent director or a chairman or committee member should not exceed the limit stipulated by the Companies Act, 2013 and Listing Regulations.
- (d) The Candidate should not be disqualified to act as a director pursuant to the provisions of the Companies Act, 2013.
- (e) The Candidate should not be holding office as a director or any other office in a competing firm/entity.
- (f) The Candidate should, in the opinion of the Board, be a person of integrity and possess relevant expertise and experience.
- (g) The Candidate should not be or should not have been a promoter of the Company or its holding, subsidiary or associate company.
- (h) The Candidate should not be related to promoters or directors in the Company, its holding, subsidiary or associate company.
- (i) The Candidate should not have or should not have had any pecuniary relationship with the Company, its holding, subsidiary or associate company, or their promoters, or directors, during the 2 immediately preceding financial years or during the current financial year.
- (j) None of the Candidate's relatives should have or should have had pecuniary relationship or transaction with the Company, its holding, subsidiary or associate company, or

their promoters, or directors, amounting to 2% or more of its gross turnover or total income or Rs. 50 lakhs or such higher amount as may be prescribed, whichever is lower, during two immediately preceding financial years or during current financial year.

- (k) Neither himself/herself nor any of his/her relatives:
  - (i) should hold or should have held the position of a 'key managerial personnel' or should be or should have been an employee of the Company or its holding, subsidiary or associate company in any of the 3 financial years immediately preceding the financial year in which he/she is proposed to be appointed.
  - (ii) should be or should have been an employee or proprietor or a partner, in any of the 3 financial years immediately preceding the financial year in which he/she is proposed to be appointed, of:
    - a firm of auditors or company secretaries in practice or cost auditors of the Company or its holding, subsidiary or associate company; or
    - any legal or a consulting firm that has or had any transaction with the Company, its holding, subsidiary or associate company amounting to 10% or more of the gross turnover of such firm;
  - (iii) should hold together with his/her relatives 2% or more of the total voting power of the Company;
  - (iv) should be a Chief Executive or director, by whatever name called, of any non-profit organisation that receives 25% or more of its receipts from the Company, any of its promoters, directors or its holding, subsidiary or associate company or that holds 2% or more of the total voting power of the Company; or
  - (v) should be a material supplier, service provider or customer or a lessor or lessee of the Company.
- (l) The Candidate should not be less than 21 years of age.
- (m) The Candidate should possess requisite qualification and experience as may be decided by the Board of Directors.

### Remuneration of Independent Directors

1. The Nomination & Remuneration Committee to recommend remuneration of the Independent Directors excluding sitting fees to the Board for its approval and will be subject to approval of the shareholders of the Company.
2. The terms of the remuneration of the Independent Directors shall be as under:
  - (a) Sitting fees of such amounts as may be determined from time to time and upto such amount, as may be decided by the Board and the shareholders, if required.

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- (b) Commission subject to a ceiling based on profitability for the year ended upto such amount, as may be decided by the Board and approved by the shareholders of the Company, from time to time.
3. The Independent Directors will not be entitled to any stock options.

## Remuneration of Key Managerial Personnel:

1. The Nomination & Remuneration Committee to recommend remuneration of Managing Director, CFO and Company Secretary to the Board for its approval.
2. Increment for each year will be determined by the Committee based on performance evaluation report.
3. Such increment will be subject to approval of the Board.
4. The Key Managerial Personnel will not be entitled to any stock options.

## Remuneration of Employees:

1. The Nomination & Remuneration Committee to determine remuneration of employees of the Company, other than whole time key managerial personnel.
2. Increment for each year will be determined by the Committee based on the performance evaluation.
3. The employees are currently not entitled to any stock options.

## 12. Vigil Mechanism/Whistle Blower Policy

At Blue Dart, we value high ethical standards of behavior and expect honesty, openness and integrity in whatever we do. In terms of provisions of Section 177(9) and (10) of the Companies Act, 2013 and Regulation 22 of the Listing Regulations, the Company has formalised the process and institutionalised the 'Whistle Blower Policy' within the Organisation.

The Whistle Blower Policy ensures that strict confidentiality is maintained whilst dealing with concerns and also that no discrimination will be meted out to any person for a genuinely raised concern. Pursuant thereto, a dedicated helpline viz; [bluedart@ethicshelpline.in](mailto:bluedart@ethicshelpline.in) has been set up which is managed by an independent professional entity.

The Policy is applicable to all employees, directors, officers, customers, vendors and/or third party intermediaries such as agents and consultants whether appointed on a permanent, temporary, full time, part-time, contractual, probation or on a retainer basis who are engaged to conduct business on behalf of the Company and its Subsidiary Companies. The Policy provides for direct access to the Chairperson of the Audit Committee in appropriate or exceptional cases. No personnel have been denied access to the Audit Committee pertaining to the Whistle Blower Policy.

The Company has posted "Whistle Blower Policy" on the website of the Company viz; [www.bluedart.com](http://www.bluedart.com).

The web link of the Whistle Blower Policy is <http://www.bluedart.com/WhistleBlowerPolicy>.

## 13. Policy for prevention of Sexual Harassment of Women

The Company values dignity of individuals and strives to provide a safe and respectable work environment for all its employees. The Company is committed to providing an environment which is free of discrimination, intimidation and abuse. Pursuant to requirements of 'Sexual Harassment of Women at Workplace (Prohibition, Prevention and Redressal) Act, 2013' and rules made thereunder, no complaints were received during the year March 31, 2018.

## 14. Familiarisation Programme for Independent Directors

Pursuant to requirements of Regulation 25 of Listing Regulations, the Company has a familiarisation programme for the Independent Directors with regard to their role, rights, responsibilities in the Company, nature of the industry in which the Company operates, business model of the Company etc. The Board Members are provided with all the necessary documents/ reports and internal policies to enable them to familiarise with the Company's procedures and practices.

Periodic presentations are made at the Board and Board constituted Committee Meetings pertaining to business and performance updates of the Company, global business environment, business strategies and risks involved.

Directors attend training programmes/ conferences on relevant subject matters and keep themselves abreast of the latest corporate, regulatory and industry developments.

The same has been posted on the website of the Company viz; [www.bluedart.com](http://www.bluedart.com).

The weblink of familiarization programme is [http://www.nseprimeir.com/\\_BlueDart/files/FamiliarisationProgramme.pdf](http://www.nseprimeir.com/_BlueDart/files/FamiliarisationProgramme.pdf)

## 15. General Body Meetings

- a) The details of Annual General Meetings held during the last three years are as under:

AGM for Financial Year ended	Day & Date	Time	Location
March 31, 2015	Wednesday 29.07.15	4:30 p.m.	Hotel Hilton Mumbai International Airport, Chancellor I, Sahar Airport Road, Andheri (East), Mumbai – 400 099.

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AGM for Financial Year ended	Day & Date	Time	Location
March 31, 2016	Wednesday 28.07.16	4:30 p.m.	Hotel Hilton Mumbai International Airport, Chancellor I, Sahar Airport Road, Andheri (East), Mumbai – 400 099.
March 31, 2017	Thursday 27.07.17	4:30 p.m.	Hotel Hilton Mumbai International Airport, Chancellor II, Sahar Airport Road, Andheri (East), Mumbai – 400 099.

All resolutions set out in the respective notices were passed by the Members.

During the year, no special resolution was passed through postal ballot. None of the business proposed to be transacted at the ensuing Annual General Meeting require passing of resolution through Postal Ballot process.

- b) The following Special Resolution was passed by the Members during the previous three Annual General Meetings.

At the Annual General Meeting held on July 29, 2015:

Approval for Material Related Party Transactions

At the Annual General Meeting held on July 28, 2016:

No Special Resolution was passed.

At the Annual General Meeting held on July 27, 2017:

No Special Resolution was passed.

### 16. Subsidiary Companies

As a good Corporate governance practice and as stipulated under the Listing Regulations, Mr. Sharad Upasani, Independent Director of the Company has been appointed as Director on the Board of Blue Dart Aviation Ltd., the Wholly Owned Subsidiary Company, with effect from March 15, 2017.

The Company monitors performance of its subsidiaries, inter-alia, by the following means:

- The Financial Statements, in particular, the investments made by the 'unlisted subsidiary companies' are reviewed by the Audit Committee of the Company.
- The Minutes of the Board Meetings of the subsidiary companies are placed before the Board Meeting of the Company.
- The details of any significant transactions and arrangements entered into by the unlisted subsidiary companies are placed before the Board Meeting of the Company.

- The Company has its Senior Management personnel on the Board of Directors of its subsidiary company, viz Concorde Air Logistics Ltd.

As required under Regulation 16 of the Listing Regulations, the Company has formulated a Policy for determining 'material subsidiary'.

The Company has posted Policy for determining 'material subsidiary' on the website of the Company viz; [www.bluedart.com](http://www.bluedart.com).

The web link of Policy for determining 'material subsidiary' is [http://www.nseprimeir.com/z\\_BlueDart/files/Bluedart\\_PolicyonMaterialSubsidiary.pdf](http://www.nseprimeir.com/z_BlueDart/files/Bluedart_PolicyonMaterialSubsidiary.pdf)

### 17. Related Party Transactions

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

All Related Party Transactions are placed before the Audit Committee and the Board for approval.

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

The particulars of contracts or arrangements with the related parties as required under Section 134(3)(h) have been provided in the Directors' Report.

The 'Policy on Related Party Transactions/Disclosures' approved by the Board of Directors as required under Regulation 23 of the Listing Regulations is posted on the Company's website viz [www.bluedart.com](http://www.bluedart.com).

The web link of 'Policy on Related Party Transactions/Disclosures' is [http://www.nseprimeir.com/z\\_BlueDart/files/Bluedart\\_RelatedPartyDisclosures final.pdf](http://www.nseprimeir.com/z_BlueDart/files/Bluedart_RelatedPartyDisclosures final.pdf).

### 18. Disclosures

The financial statements are prepared in accordance with the Companies (Indian Accounting Standards) Rules, 2015 (Ind AS) (amended) as prescribed under section 133 of the Companies Act, 2013 and other recognised accounting practices and policies as applicable.

The Company has not received any disclosure from the senior management in relation to material, financial and commercial transactions, where they have personal interest that may have a potential conflict with the interest of the Company at large as stated in the Regulation 26 (5) of Listing Regulations.

No penalties or strictures were imposed on the Company during the last three years by any Stock Exchanges, SEBI or any other

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statutory authorities on any matters related to capital markets.

The Company has in place a mechanism to inform the Board on risk assessment and minimisation procedures and periodic review is conducted in order to ensure that Management controls risk through a properly defined framework.

## 19. Code of Conduct

Blue Dart has always adhered to the highest standards of quality and ethics while maintaining its leadership position in the express air and integrated transportation and distribution industry in the country. The cornerstone of our success has been the Company's people who are guided by the Company's 'Guiding Principles'.

The Board of Directors of the Company has laid down a Code of Conduct for the Board Members and Senior Management Team of the Company. The same has been posted on the website of the Company.

The Code of Conduct is a comprehensive document which articulates the Company's expectations from its people, to reflect the ethics and values of the organisation and resultantly earn goodwill of its customers and enhance its reputation.

All the Board Members and members of the Senior Management have affirmed compliance with the provisions of the 'Code of Conduct' for the year ended March 31, 2018. As per the requirements of Schedule V of the Listing Regulations, a certificate from Mr. Anil Khanna, Managing Director confirming compliance to the 'Blue Dart Code of Conduct' has been attached to this Report.

Pursuant to the requirements of Securities and Exchange Board of India (Prohibition of Insider Trading) Regulations, 2015, the Company has adopted the 'Blue Dart Code of Conduct for Prevention of Insider Trading' in the Equity Shares of the Company. Mr. Tushar Gunderia, the Company Secretary, acts as 'Compliance Officer' for administration of the Code in consultation with the Company's Stakeholders Relationship Committee. This Code of Conduct is applicable to all Directors and designated employees of the Company who are expected to have access to unpublished price-sensitive information relating to the Company.

## 20. Auditor's Certificate on Corporate Governance

As required by the provisions of Schedule V of Listing Regulations, the Auditor's Certificate is given as an Annexure to the Directors' Report.

## 21. CEO and CFO Certification

As required by Regulation 17(8) of the Listing Regulations, the CEO and CFO certification on Financial Statements, Cash Flow Statement and Internal Control Systems for the financial reporting for the year ended March 31, 2018, has been obtained from Mr. Anil Khanna, Managing Director and Mr. Aneel Gambhir, CFO and it has been incorporated in the Company's Annual Report.

## 22. Means of Communication

**Financial Results:** The Company's Quarterly, Half-yearly and Annual results are published in The Economic Times and a regional language newspaper viz; Maharashtra Times. The financial results and press releases are also immediately posted on the Company's website, viz. www.bluedart.com. For information of the investors, the Company publishes Notice of the Board Meeting in which financial results are proposed to be approved by the Board of Directors in a national newspaper, at least seven clear calendar days in advance.

The Quarterly, Half-yearly and Annual results are published in the newspapers with adequate disclosures for information and knowledge of the shareholders /public at large.

**Website:** The Company's website (www.bluedart.com) contains a separate dedicated section viz; 'Investor Relations' where information for the shareholders is made available. The Company's Annual Report is also available in downloadable form on the website.

**Investors' Presentation:** The Company also uploads the "Investors Presentation" on the Company's website viz; www.bluedart.com on a quarterly basis.

**Annual Report:** The Annual Report containing inter-alia, Audited Financial Statements, Audited Consolidated Financial Statements, Directors' Report, Auditors Report and other important information is circulated to the Members and others entitled thereto. The Management Discussion and Analysis Report, Business Responsibility Report forms an integral part of the Directors' Report.

**NSE Electronic Application Processing System (NEAPS):** The NEAPS is a web-based application designed by NSE for the Corporates. All periodical compliance filings like shareholding pattern, corporate governance report, Financial Results, statement of investors complaints, among others on NSE are filed electronically on NEAPS.

**BSE Listing Centre:** The Listing Centre is a web-based application designed by BSE for corporates. All periodical compliance filings like shareholding pattern, corporate governance report, Financial Results, statement of investors complaints, among others on BSE are filed electronically on Listing Centre.

**SEBI Complaints Redress System (SCORES):** The investor complaints are processed in a centralised web-based complaints redress system. The salient features of this system are: Centralised database of all complaints, online upload of Action Taken Reports (ATRs) by concerned companies and online viewing by investors of actions taken on the complaint and its current status.

## REPORT ON CORPORATE GOVERNANCE

### 23. Details of compliance with mandatory requirements and adoption of non-mandatory requirements

The Company has complied with all mandatory requirements of the Listing Regulations including compliances mentioned in sub-paras (2) to (10) of Part C of Schedule V and compliance with non-mandatory requirements of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 is as stated hereunder:

1. The Company has appointed separate persons for the post of Chairman and Managing Director.
2. Directors are adequately briefed on all business related matters, risk assessment and new initiatives proposed to be adopted by the Company.

### 24. General Shareholders Information

**Annual General Meeting** : Tuesday, July 31, 2018 at 4:30 p.m. at Hotel Hilton Mumbai International Airport, Chancellor I, Sahar Airport Road, Andheri (East), Mumbai – 400 099

**Financial Year** **April 1 to March 31**

<b>Financial Calendar</b> (tentative and subject to change)	<b>Schedule of Board Meetings</b>	<b>Date</b>
	First Quarter ending June 30, 2018	July 31, 2018
	Second Quarter & Half-year ending September 30, 2018	October 31, 2018
	Third Quarter ending December 31, 2018	January 30, 2019
	Last Quarter & Year ending March 31, 2019	May 8, 2019

**Book Closure period** : Tuesday, July 24, 2018 to Tuesday, July 31, 2018 (both days inclusive)

**Dividend Payment Date** : August 3, 2018 (if dividend payment is approved at the AGM)

**Listing of Shares and other Securities on Stock Exchanges** : The equity shares and unsecured, redeemable, non-convertible, fully paid up debentures are presently listed at the following stock exchanges.

1. BSE Limited (BSE)
2. The National Stock Exchange of India Limited (NSE)

(The Company has paid its Annual Listing fees for listed securities to the above Stock Exchanges for the Financial Year 2018-2019)

### Stock market Performance

<b>Stock Code/Symbol</b>	: BSE	:	526612
<b>Equity Shares of ₹ 10/-each</b>	NSE	:	Symbol - BLUEDART Series – EQ

## REPORT ON CORPORATE GOVERNANCE

**ISIN** INE233B01017

**Debentures of ₹ 10/- each**

9.4% Unsecured, Redeemable, Non-convertible, Fully paid up debentures(NCD's) : BSE:  
Security ID : BLUENCDSR2  
Security Code : 935309  
NSE Symbol - BLUEDART

**ISIN** INE233B08095

9.5% Unsecured, Redeemable, Non-convertible, Fully paid up debentures(NCD's) : BSE:  
Security ID : BLUENCDSR3  
Security Code : 935309  
NSE Symbol - BLUEDART

**ISIN** INE233B08103

**Corporate Identification Number (CIN) :** L61074MH1991PLC061074

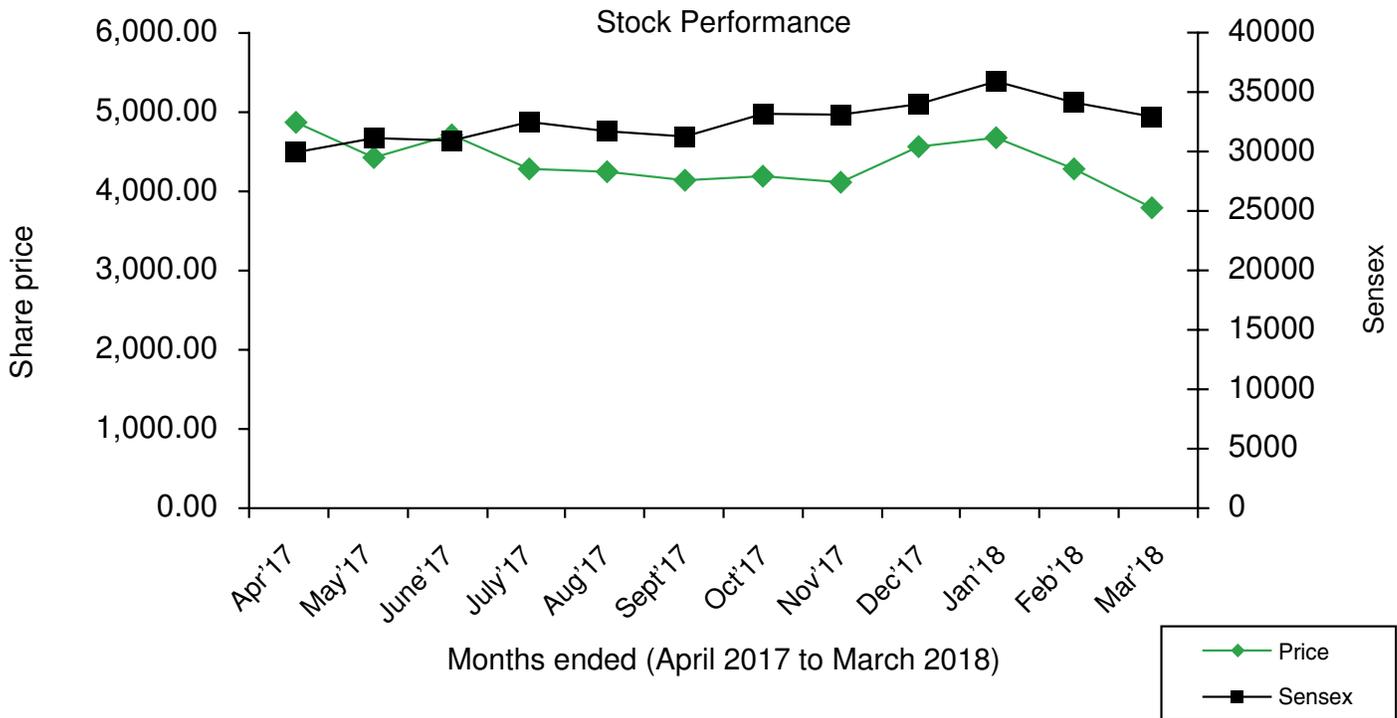
### Stock Market Data:

#### High and Low price of shares at BSE Limited & National Stock Exchange of India Limited

Year (2017-2018)	BSE		NSE	
	High	Low	High	Low
April – 2017	5,269.90	4,777.10	5290.00	4825.00
May – 2017	4,880.00	4,190.00	4925.00	4180.50
June – 2017	4,774.00	4,160.00	4788.00	4164.95
July – 2017	4,915.00	4,250.00	4998.00	4236.00
August – 2017	4,289.00	3,830.65	4319.00	3830.00
September – 2017	4,437.15	4,005.05	4420.00	4045.35
October – 2017	4,273.20	4,050.00	4300.00	4060.00
November – 2017	4,258.50	3,963.55	4265.95	3957.70
December – 2017	4,709.90	4,085.05	4720.00	4085.25
January – 2018	4,815.45	4,500.00	4810.25	4471.00
February – 2018	4,762.35	4,190.00	4824.00	4170.25
March – 2018	4,340.00	3,754.50	4383.00	3705.00

## REPORT ON CORPORATE GOVERNANCE

### Stock Price Performance in comparison to the BSE Sensex:



**Registrar & Share Transfer Agent** : M/s. Link Intime India Pvt. Ltd.  
 C- 101, 1st Floor, 247 Park,  
 LBS Marg, Vikhroli West, Mumbai- 400083  
 Phone: +91 22-49186000  
 Fax : +91 22-49186060  
 Email : rnt.helpdesk@linkintime.co.in

**Share Transfer System** : Share Transfers which are received in physical form are processed well within the statutory prescribed period from the date of receipt, subject to documents lodged being valid and complete. All share transfers are approved in the Stakeholders Relationship Committee Meeting held once in a fortnight.

### Distribution of Shareholding as on March 31, 2018

No of Shares	No. of Shareholders	% of Share Holders	Shares held	% of shares
1 - 500	16,820	97.83	624,885	2.63
501 - 1000	146	0.85	108,796	0.46
1001 - 2000	88	0.51	127,389	0.54
2001 - 3000	25	0.15	60,771	0.26
3001 - 4000	13	0.08	46,912	0.20
4001 - 5000	21	0.12	98,911	0.42
5001 - 10000	29	0.17	220,341	0.93
10001 - above	50	0.30	22,439,929	94.57
	17,192	100.00	23,727,934	100.00

## REPORT ON CORPORATE GOVERNANCE

### Categories of shareholders as on March 31, 2018

Category	No. of Shareholders	No of Shares held	Voting Strength %
Promoter*	1	17,795,950	75.00
Foreign Body Corporate and Foreign Portfolio Investor (Corporate)	78	1,584,201	6.68
Banks, Financial Institutions and Mutual Funds	38	1,370,367	5.77
Individuals	15,447	974,837	4.11
Companies	368	1,870,855	7.88
Government Companies	1	13,721	0.06
NRIs	544	40,698	0.17
Hindu Undivided Family, Trusts and Alternate Investment Funds	588	65,614	0.28
Clearing Member	127	11,691	0.05
<b>Total</b>	<b>17,192</b>	<b>23,727,934</b>	<b>100.000</b>

\* under two demat accounts

#### Outstanding Global Depository Receipts or American Depository Receipts or Warrants or any Convertible Instruments, Conversion Date and Likely impact on Equity

The Company has not issued any GDRs / ADRs / Warrants or any convertible instruments in the past and hence as on March 31, 2018, the Company does not have any outstanding GDRs / ADRs / Warrants or any convertible instruments.

#### Commodity Price Risk or Foreign Exchange Risk and Hedging Activities

##### Commodity Price Risk :

Your Company runs a fleet of dedicated cargo aircraft for the movement of cargo between the seven airport stations it operates. Any Change in World Crude prices impacts Aviation Turbine Fuel (ATF) which has a corresponding impact on the Aircraft Operating Cost. Your Company has an internal hedging mechanism termed as Fuel Surcharge Mechanism for passing increase/decrease in ATF cost to its customers. This mechanism helps the company in protecting itself against changes in the Crude prices.

##### Foreign Exchange Risk :

Many of the Aircraft related payments are either in USD or Euro due to which the company is exposed to Exchange Fluctuations. Hedging this risk through external sources has a high cost. Your Company has put in practice an internal hedging mechanism to support in neutralising this impact by means of a Currency Adjustment Factor (CAF) which is passed on to its customers.

#### 25. Bonus Debentures

On November 20, 2017, unsecured, redeemable, non-convertible, fully paid up debentures Series I (9.3% p.a) were redeemed aggregating to ₹ 166,09,55,380 (Rupees One Hundred Sixty Six Crores Nine lakhs Fifty Five Thousand Three Hundred and Eighty only). The Company also paid interest on said debentures for the period April 1, 2017 to November 20, 2017 aggregating to ₹ 9,90,29,347 (Rupees Nine crores Ninety Lakhs Twenty Nine Thousand Three Hundred and Forty Seven only).

During the year, the Company paid Interest on Debentures (record date March 16, 2018) on March 31, 2018 for the year ended March 31, 2018 on Series II Debentures (unsecured, redeemable, non-convertible, fully paid up debenture redeemable at the end of 48 months from date of allotment carrying 9.4% interest); and Series III Debentures (unsecured, redeemable, non-convertible, fully paid up debenture redeemable at the end of 60 months from date of allotment carrying 9.5% interest) aggregating to ₹ 15,68,41,644 (Rupees Fifteen Crores Sixty Eight lakhs Forty One Thousand Six Hundred and forty four only). The Bonus Debentures are listed on BSE Ltd. and National Stock Exchange of India Ltd. with effect from November 28, 2014.

##### Dematerialisation of Shares and Liquidity:

Trading in the Company's equity shares is compulsory in dematerialised mode for all the investors with effect from August 28, 2000. As on March 31, 2018, 23,650,172 Equity Shares of the Company representing 99.67% of the Paid-up Equity Share Capital of the Company are in dematerialised mode.

## REPORT ON CORPORATE GOVERNANCE

### Reconciliation of Share Capital Audit Report

As stipulated by SEBI, a qualified Company Secretary carries out Secretarial Audit to reconcile the total admitted capital with the National Securities Depository Limited (NSDL) and Central Depository Services (India) Limited (CDSL) and the total issued

and listed capital. This audit is carried out every quarter and the report thereon is submitted to the Stock Exchanges where the Company's shares are listed. The audit confirms that the total paid up and listed capital is in agreement with the aggregate of the total number of shares in dematerialised form (held with NSDL and CDSL) and total number of shares in physical form.

- Plant Location** : The Company does not conduct any manufacturing activities. The Company offers its existing range of integrated transportation services and distribution of shipments through its network of offices spread across India.
- Address for communication** : Investors should address their correspondence to the Registrar & Share Transfer Agents: M/s. Link Intime India Pvt. Ltd. at the address mentioned hereinabove.
- Contact Officials:
- Ms. Sharmila Amin, Assistant Vice President – Corporate Registry.
- Ms. Ashwini Nemlekar, Associate - Corporate Registry
- Investors may also contact Ms. Prabha Singh, General Manager- Secretarial or Ms. Aarti Falorh, Manager-Secretarial, at the Registered Office of the Company for any assistance and guidance in connection with investors' matters.
- Telephone : +9122 2839 6444
- Ext. Nos. : 33514 or 33901
- Email : PrabhaS@bluedart.com  
AartiF@bluedart.com
- Debenture Trustee** : Axis Trustee Services Limited, 2nd Floor, Axis House, Bombay Dyeing Mills Compound, Pandurang Budhkar Marg, Worli, Mumbai-400025.  
Tel. : +91-22-24255227 / 5216 | Email : complaints@axistrustee.com ; debenturetrustee@axistrustee.com
- Analyst Contact** : Mr. Aneel Gambhir - CFO  
Mr. Rajesh Joshi, General Manager – Finance and Treasury
- General Information Contact** : Mr. Ketan Kulkarni, Head - Marketing, Corporate Communications & Sustainability.

# AUDITORS' CERTIFICATE REGARDING COMPLIANCE OF CONDITIONS OF CORPORATE GOVERNANCE

## Independent Auditor's Report on compliance with the conditions of Corporate Governance as per provisions of Chapter IV of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015

The Members of Blue Dart Express Limited  
Blue Dart Express Limited  
Blue Dart Centre, Sahar Airport Road,  
Andheri (East), Mumbai -400099

1. The Corporate Governance Report prepared by Blue Dart Express Limited (hereinafter the "Company"), contains details as required by the provisions of Chapter IV of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (the "Listing Regulations") with respect to Corporate Governance for the year ended March 31, 2018. This report is required by the Company for annual submission to the Stock exchange and to be sent to the Shareholders of the Company.

### Management's Responsibility

2. The preparation of the Corporate Governance Report is the responsibility of the Management of the Company including the preparation and maintenance of all relevant supporting records and documents. This responsibility also includes the design, implementation and maintenance of internal control relevant to the preparation and presentation of the Corporate Governance Report.
3. The Management along with the Board of Directors are also responsible for ensuring that the Company complies with the conditions of Corporate Governance as stipulated in the Listing Regulations, issued by the Securities and Exchange Board of India.

### Auditor's Responsibility

4. Pursuant to the requirements of the Listing Regulations, our responsibility is to express a reasonable assurance in the form of an opinion whether the Company has complied with the specific requirements of the Listing Regulations referred to in paragraph 3 above.
5. We conducted our examination of the Corporate Governance Report in accordance with the Guidance Note on Reports or Certificates for Special Purposes and the Guidance Note on Certification of Corporate Governance, both issued by the Institute of Chartered Accountants of India ("ICAI"). The Guidance Note on Reports or Certificates for Special Purposes requires that we comply with the ethical requirements of the Code of Ethics issued by the Institute of Chartered Accountants of India.
6. We have complied with the relevant applicable requirements of the Standard on Quality Control (SQC) 1, Quality Control for Firms that Perform Audits and Reviews of Historical Financial Information, and Other Assurance and Related Services Engagements.
7. The procedures selected depend on the auditor's judgement, including the assessment of the risks associated in compliance of the Corporate Governance Report with the applicable criteria. Summary of key procedures performed include:
  - i. Reading and understanding of the information prepared by the Company and included in its Corporate Governance Report;
  - ii. Obtained and verified that the composition of the Board of Directors w.r.t executive and non-executive directors has been met throughout the reporting period;
  - iii. Obtained and read the Directors Register as on March 31, 2018 and verified that at least one women director was on the Board during the year;
  - iv. Obtained and read the minutes of the following committee meetings held between April 01, 2017 to March 31, 2018:
    - (a) Board of Directors meeting;
    - (b) Audit Committee;
    - (c) Annual General meeting;
    - (d) Nomination and remuneration Committee;
    - (e) Stakeholders Relationship Committee;
    - (f) Independent directors meeting;
    - (g) Corporate Social Responsibility Committee; and
    - (h) Risk management Committee;
  - v. Obtained necessary representations and declarations from directors of the Company including the independent directors; and
  - vi. Performed necessary inquiries with the management and also obtained necessary specific representations from management.

The above-mentioned procedures include examining evidence supporting the particulars in the Corporate Governance Report on a test basis. Further, our scope of work under this report did not involve us performing audit tests for the purposes of expressing an opinion on the fairness or accuracy of any of the financial information or the financial statements of the Company taken as a whole.

### Opinion

8. Based on the procedures performed by us as referred in paragraph 7 above, and according to the information and explanations given to us, that we are of the opinion that the Company has complied with the conditions of Corporate Governance as stipulated in the Listing Regulations, as applicable for the year ended March 31, 2018, referred to in paragraph 1 above.

### Other matters and Restriction on Use

9. This report is neither an assurance as to the future viability of the Company nor the efficiency or effectiveness with which the management has conducted the affairs of the Company.
10. This report is addressed to and provided to the members of the Company solely for the purpose of enabling it to comply with its obligations under the Listing Regulations with reference to compliance with the relevant regulations of Corporate Governance and should not be used by any other person or for any other purpose. Accordingly, we do not accept or assume any liability or any duty of care or for any other purpose or to any other party to whom it is shown or into whose hands it may come without our prior consent in writing. We have no responsibility to update this report for events and circumstances occurring after the date of this report.

Per Kalpesh Jain  
Partner  
Membership No: 106406

For S.R. Battiboi & Associates LLP  
Chartered Accountants  
ICAI Firm Registration Number: 101049W/E300004

Place : Mumbai  
Date: June 18, 2018

# MANAGEMENT DISCUSSION AND ANALYSIS

## INDUSTRY OVERVIEW

The express industry is a key enabler for the growth of India's trade and economy. Factors such as ease-of-logistics will increasingly play a critical role in attracting investments into the country, which will, in turn, support the development of several industries involved in manufacturing and services. The industry is sustaining its growth momentum, and also acting as a major contributor to employment generation within the country.

The express logistics landscape is undergoing a huge transformation due to the need for time bound delivery services to complement the growth of trade. As a key enabler of trade, the industry also supports and benefits from the growing e-retail business in India. The industry provides a significant boost to India's employment base and employs ~ 2.6 million people. The various regulatory and policy changes, and infrastructure enhancements will also give a much needed boost to the industry, which will positively impact the growth of allied sectors. In a major push to develop an integrated logistics framework in the country and industrial parks, certain segments of the logistics sector viz; cold chains and warehousing facilities were conferred infrastructure status by the government in 2017. We hope that the Government considers extending the infrastructure status for the entire logistics sector.

Historically infrastructure has been a major bottleneck for continuous economic growth and further investments are needed. India jumped 19 places in World Bank's Logistics Performance Index (LPI) 2016 to rank 35<sup>th</sup> amongst 160 countries. The intense governmental focus for initiating policies to improve infrastructure in the country is an important development for the world's second most populated nation.

India currently has a small share (less than 2%) of the global express industry but is one of the fastest growing markets. The domestic express industry, comprising of shipments transported and delivered within the country, is a key constituent of the Indian express industry.

The share of surface in domestic express has grown mainly due to improving Road infrastructure and removal of State check-posts. With GST implementation, higher efficiencies are expected in the surface transport and the share of surface is expected to improve in the future.

There is a good potential for express logistics especially in the domestic driven segment showing high growth rates. Global competitors and the lively start-up environment are striving to take this growth opportunity.

## REVIEW OF PERFORMANCE

The Company posted ₹ 14,210 Lakhs profit after tax on a standalone basis for the year ended March 31, 2018. Net Sales/

Income from operations for the year ended March 31, 2018 stood at ₹ 279,085 Lakhs.

The Company recorded an air express market share of 47.7%\* and a ground express market share of 14.4%\*.

Blue Dart's key differentiators continue to be late pick-up/early delivery, reliability, security, tracking visibility across the complete delivery chain with APIs, SMS pre-alerts, cash-on-delivery and services completely centred on customer centricity.

In the review period the company invested aggressively in infrastructure, reach and development of all capabilities across the express logistics supply chain and multiple delivery options to position the company as the provider of choice for industries.

To provide enhanced customer satisfaction and superior qualitative service offerings, the Company continues to invest in improving reach, technology and widen its delivery network, better turn-around time for remittance of cash collected during delivery cycle, vendor pickup and registration, reverse logistics, intelligent API integration etc.

Blue Dart is a conscientious corporate concerned about the environment and keen to fulfil its responsibilities towards it and the communities it operates in.

## PRODUCTS

Blue Dart is India's most innovative and awarded Express Logistics Company.

The Company offers a wide range of services in day-definite and time-definite delivery schedules across air, ground and multi modes.

The market-leading domestic time-definite express offerings are Domestic Priority 1030, Domestic Priority 1200, Dart Apex 1200 and the Day definite express offerings are Domestic Priority, Dart Apex, Dart Surfaceline.

The company offers industry specific solutions e.g. Temperature Controlled Logistics (TCL), Dart Plus, Dart Surfaceline Plus (DSP), Point to Point (P2P) and a host of value added services like Demand Draft on Delivery (DOD), Freight on Delivery (FOD), Freight on Value (FOV) and Cash on Delivery (COD) etc.

Critical Express caters to the huge domestic need for safe movement of passports, tenders and other securitized items.

Packaging Solutions include Express Pallet (Air and Ground) and Smart Box (Air and Ground). The company also offers cargo solutions like airport to airport, interline and charters, besides offering festive and student services like Rakhi Express, Student Express etc.

\* Internal marketing estimates

## MANAGEMENT DISCUSSION AND ANALYSIS

The Company's global reach, in over 220 countries and territories worldwide, is enabled through DHL Document Express (DOX), DHL Worldwide Package Express (WPX) and a wide range of packaging solutions. DHL Import Express is a unique single window importing service that takes care of all importing needs by offering door-to-door convenience. X-Border International Services is another unique and strong service offering. Duties & Taxes Paid (DTP), Express Pallet, Shipper Interest Insurance (SII) and Express Easy-Student are some of the other offerings.

The Company is one of the preferred partners to the e-tailing industry with first mile, line haul, last mile, fulfilment centres and reverse logistics to cater to the growing needs of this emerging segment.

Blue Dart's unrivalled domestic delivery system and network capability in India provide the perfect base for the development of nation-wide express and logistics solutions.

The company is working closely with leading brands, market place sellers and retailers to help them establish a sustainable e-tailing footprint offering Cash on Delivery (COD) and multiple digital payment options to strengthen its role as a trade facilitator and enabler.

### A CUSTOMER CENTRIC BRAND

Blue Dart is acknowledged as the nation's most reliable express logistics brand.

Blue Dart is benchmarked with international standards, reliability, trustworthiness, hi-technology, strong corporate social responsibility and customer centricity. It stands for value, quality, speed, efficiency, responsiveness and service experience.

Blue Dart's service culture is further bolstered through the quality programme – First Choice – and initiatives such as Net Promoter Score and Key Account Management programmes which serve as a means to listen to the voice of the customer and act on it to deliver delight in a process-driven manner.

Blue Dart continues to be the best-in-class premium service provider. The latest customer satisfaction score improved by 18%. The Net Promoter Score was a high of 84% in the past year. Possibly, the highest in the world for an express service brand.

Blue Dart's 'Blue Points – Amazing Returns' has been a successful loyalty program run across all product segments enabling, nurturing, growing and building strong customer relationships and revenue streams.

Blue Dart continues to be the lone-ranger in the Indian skies with a fleet of six Boeing 757-200 freighters with capacities up to 500 tonnes per night.

The special brand focus campaign – I Love My Blue Dart – continues to be a pivot of the brand, motivating employees and building customer loyalty.

Blue Dart remains one of the best managed Companies in India which is evident by the awards and recognitions it has received. Blue Dart has been recognised as the No.2 Best Multi-national Workplaces in Asia 2018 by Great Place to Work Institute (GPTW) India, awarded a Business Superbrand for the 10<sup>th</sup> consecutive time and a Reader's Digest Most Trusted Brand for the 11<sup>th</sup> consecutive time this year.

### DIGITAL TRANSFORMATION & AUTOMATION

Digital transformation is changing the face of business. And this change is accelerating and faster than the pace of transformation in organizations. This is being led by the penetration of the internet into smaller towns and cities and faster connectivity across the nation.

Initiatives such as introduction of auto-sorter, parcel locker, 'On the Move' (OTMs) handheld devices, smart dashboards, Mobile Point of Sales (MPOS) solution, Retail Point of Sales (POS) and introducing innovative delivery options such as Blue Way – a employee crowd-sourcing option, mobile service centre and parcel shops have paved the way for a enhanced delivery performance. Mobility solutions also enhance service quality, route optimisation and productivity as the entire movement of a courier, net- stops, dynamic re-routing are monitored from the service centre. The Company believes that technology initiatives like AI are important to deliver customer delight.

15 digital wallets have been added on the courier hand-held machines to enable digitalized payment system. The call bridge facility allows the customer to create a super sharp bespoke time preferred delivery experience by having direct connectivity with the courier on the field. This has been appreciated as a best demonstrated practice by the industry and customers.

Like every modern enterprise Blue Dart, too, has tapped into the social media space. The official Facebook, Twitter, Google+ and YouTube pages reach an extensive audience base and are rapidly gathering followers.

The company's presence on social media has fetched significant advantages like - Improved Market Intelligence, Quick Complaint Resolution, Increased Brand Awareness & Reach, Instant Feedback and Suggestions on its Products and Services, Increased Customer Engagement leading to higher Involvement & Retention thereby increasing its proximity with customers and improving Blue Dart's affinity. All this validates the company's focus on Customer-Centric culture.

## MANAGEMENT DISCUSSION AND ANALYSIS

### A RESPONSIBLE CORPORATE CITIZEN

Living Responsibility is a core element of Blue Dart's corporate strategy. Blue Dart won the Deutsche Post DHL Group CEO Awards for the second year in a row in 2018 for its GoHelp program – Blue Homes.

Blue Dart, as a responsible corporate citizen believes that giving back to society is not just 'corporate social responsibility', but a duty towards communities and the environment from where it draws its resources. More than 'responsibility' it is 'sustainability' that is its cornerstone.

In line with Deutsche Post DHL Group's 'Living Responsibility', Blue Dart takes its responsibility to society, communities and the environment seriously. Under this credo, Blue Dart (along with DPDHL group) focuses its corporate responsibility on environmental protection (GoGreen), disaster management (GoHelp) and championing education (GoTeach).

Blue Dart is aligned to the group's Mission 2050: Zero Emissions. The aim is to reduce the logistics-related emissions to zero by improving carbon efficiency by 50% over 2007 levels, operate 70% of first and last mile services with clean pick-up and delivery solutions, have 50% of our sales to incorporate Green Solutions and 80% of our employees to be certified GoGreen Specialist and together with partners, plant one million trees globally each year.

### OPPORTUNITIES AND FUTURE OUTLOOK

A pick up in manufacturing activities and sectoral reforms such as introduction of GST and E-Way bills are likely to help the country's logistics sector to grow at a faster pace over the medium term. The sector is expected to gain from the broad-based economic recovery that is expected. Supply side factors like improvement in logistics infrastructure and emergence of logistics start-ups would provide even more impetus to growth.

Logistics firms are moving from a traditional setup to the integration of IT into their operations more efficiently and thereby reduce costs as well as to meet the service demands. The industry has moved from being just a service provider to a position which provides end to end supply chain solutions to their customers. Thus, all this has paved the way for further growth in the coming years.

Economic reforms, trade cooperation, improved transportation infrastructure and industrial growth is ushering and is increasing the opportunities for the logistics service providers (LSPs) in India.

Logistics services are getting an impetus from the 'Make in India' vision of the present government. The manufacturing sector growth will lead to a corresponding growth in infrastructure sector, as well as ensure traction for the logistics sector.

Major industries contributing to the growth of the sector are Pharma,

FMCG, Consumer Electronics, Consumer Durables, Banking & Financial Services, Automotive and e-tailing.

### Air Express: Growth Enablers

The Civil Aviation Policy has raised hopes for the air cargo sector. An integrated Civil Aviation Policy has been issued by the government with the objective of making regional connectivity a reality. Cargo has also received much desired attention this time. The policy approved by the Cabinet aims to boost cargo operations. Promotion of both domestic and international air cargo and express delivery services is a key objective of the government, taking into the account 'Make in India', manufacturing and exports perspectives.

### Ground Express: Growth Enablers

The development of any nation depends on the transportation networks and the ways in which they are being created.

The Golden Quadrilateral is a highway network connecting many of the major industrial, agricultural and cultural centres of India. It forms a quadrilateral connecting Chennai, Kolkata Delhi and Mumbai. Some other cities connected by this network are Ahmedabad, Bengaluru, Bhubaneswar, Jaipur, Kanpur, Pune, Surat, Vijayawada, Ajmer and Vizag.

The pace of construction of new roads has been accelerated. This will certainly boost the growth prospect of the ground express industry with the improvement in infrastructure, removal of inter-state regulatory borders and reduced transit times.

Bharatmala Pariyojana is a new umbrella program for the highways sector that focuses on optimizing efficiency of freight and passenger movement across the country by bridging critical infrastructure gaps through effective interventions like development of Economic Corridors, Inter Corridors and Feeder Routes, National Corridor Efficiency Improvement, Border and International connectivity roads, Coastal and Port connectivity roads and Green-field expressways.

The Bharatmala Pariyojana is expected to bring in improvement in efficiency of existing corridors through development of Multimodal Logistics Parks and elimination of check points. Enhance focus on improving connectivity in North East and leveraging synergies with Inland Waterways. Bring in emphasis on use of technology & scientific planning for Project Preparation and Asset Monitoring.

With the augmentation of Road network, it is expected that some of the movements would shift from air to road network.

### E-tail Logistics: Growth Enablers

The e-tailing industry is expected to grow consistently over the next few years. Consumer needs are evolving and logistics will play a

## MANAGEMENT DISCUSSION AND ANALYSIS

key role in satisfying these needs. E-tail logistics is hence riding on the wave of booming e-tailing industry.

Indian e-tailing industry is still at a early stage when compared globally and hence holds immense potential on the demand side. The focus on Digital India initiative by the government is also a key enabler for e-tailing and in turn e-tailing logistics.

### RISKS AND CONCERNS

#### Air Express

The document movement constitutes a large portion of air express. Digitization is certainly changing the operating model of the industry – more documents are being sent electronically. The shifting of commercial and heavier shipments to ground is a deterrent for Air Express industry. Continued cost pressures across industry verticals and focus on efficiency enhancement has resulted in the shift.

Moreover, additional cargo space and express capacity availability is posing a challenge to maintain yields for e.g. the available belly space in passenger aircraft and their express service focus. The aviation sector is witnessing an aggressive momentum to acquire new aircraft which will further add to the capacity availability.

Faster and agile speed trucking is also a threat to air express business.

#### Ground Express

Usage of Full Truck Load and thus moving goods in bulk at one go is a risk to ground express. The sheer time taken in resolving the infrastructure needs in the country is altering the Ground Express growth. New ground players are also creating excess capacity and putting pressure on margins.

#### E-tail Logistics

The focus of investors on sustained profitability has pushed e-tailers to cost measures hence impacting the sentiments, they further expect cost rationalisation on their logistics spends with express service providers. The percentage of in-sourced / captive logistics is also going up with portals, it is currently estimated greater than 50% for the industry leading players\*. Portals expected superior IT integration and Service Quality from the logistics service providers. This is an evolving business and needs continuous investments from the service providers.

### ECONOMIC FACTORS

India's macroeconomic environment is expected to be stable for the long-term.

As per the DHL Global Trade barometer, the Indian trade growth is expected to remain on record high levels. The March 2018 Index

had predicted the March 2018 to May 2018 trade development at 84. Any index above 50 is considered stable.

The future growth will come from service related industries and private consumption. The landmark goods and services tax (GST) will substantially simplify trade. The crunch from 'demonetization' is largely over. The e-waybill implementation after its teething issues began stabilising.

#### Goods and Service Tax (GST)

Goods & Services Tax Law is a comprehensive, multi-stage, destination-based tax that is levied on every value addition, it is an indirect tax levied on the supply of goods and services. This law has replaced many indirect tax laws that previously existed in India. GST is one tax for the entire country.

The GST journey began in the year 2000 when a committee was set up to draft law. It took 17 years from then for the Law to evolve. In 2017 the GST Bill was passed in the Lok Sabha and Rajya Sabha. On 1st July 2017 the GST Law came into force.

During the initial phase of GST implementation, the biggest challenge was technology related where businesses had to revamp their tax and IT infrastructure, integrate backend systems and streamline business processes in entirety to be GST ready. However, in the long-run, GST will be a game changing reform for the Indian economy. GST will mainly remove the cascading effect on the sale of goods and services. Removal of cascading effect will directly impact the cost of goods. Since tax on tax is eliminated in this regime, the cost of goods decreases.

GST is also mainly technologically driven. All activities like registration; return filing, application for refund and response to notice needs to be done online on the GST Portal. This will speed up the processes.

#### Introduction of e-Way Bill

e-Way Bill is an electronic way bill for movement of goods which can be generated on the e-Way Bill Portal. Transport of goods of more than ₹ 50,000 (Single Invoice/bill/delivery challan) in value in a vehicle cannot be made by a registered person without an e-way bill.

Alternatively, e-way bill can also be generated or cancelled through SMS, Android App and by Site-to-Site Integration (through API).

When an e-way bill is generated a unique e-way bill number (EBN) is allocated and is available to the supplier, recipient, and the transporter.

For a registered person an e-way bill must be generated when there is a movement of goods of more than ₹ 50,000 in value to or from a Registered Person. A Registered person or the transporter

\* Red Seer Consulting

## MANAGEMENT DISCUSSION AND ANALYSIS

may choose to generate and carry e-way bill even if the value of goods is less than ₹ 50,000.

An unregistered person is also required to generate e-Way Bill. However, where a supply is made by an unregistered person to a registered person, the receiver will have to ensure all the compliances are met as if they were the supplier.

For Transporters carrying goods by road, air, rail, etc. also need to generate e-Way Bill if the supplier has not generated an e-Way Bill.

Post an initial delay in the launch of e-way bill and thereafter a further postponement due to speed bumps in execution. The implementation of e-Way Bills from 1st of April 2018 has become mandatory for inter-state movement of goods throughout India.

The requirement of e-way bills for movement of goods within the States /UT started from 15th April 2018 in a phased manner by grouping the States/UT into four lots.

### **Dedicated Freight Corridors**

The Dedicated Freight Corridors are planned to be 'freight-only' corridors which will make it cheaper, faster, and more reliable to move goods between industrial heartlands in the North and ports on the Eastern and Western coasts. These freight-only railway lines along congested transport corridors were envisaged to ramp up the average speed of freight, which had reduced considerably to 20 kmph.

The Dedicated Freight Corridors will enable the transportation of coal to meet the growing electricity demand, transportation of Cement, Steel and Machinery for infrastructure development and movement of goods from factories to ports to facilitate international trade.

### **Logistics Parks**

In 2017, the Union Cabinet approved setting up of logistics parks at 35 locations under the 'Bharatmala' programme to facilitate the efficient movement of freight along routes of economic importance. The multimodal logistics parks are being planned as centres of freight aggregation, with warehousing, cold storage and like facilities. These are to be built along national highways, outside cities, helping to reduce traffic congestion and pollution.

### **National Civil Aviation Policy**

The National Civil Aviation Policy (draft released in October 2015) was cleared by the Cabinet on June 15, 2016.

India has tremendous potential for air cargo growth on domestic as well as international routes.

A thrust in the Civil Aviation Policy for air cargo can fuel the growth of the aviation sector and boost the country's economy. A policy

focused on air cargo was hence desirable and needed urgently.

Currently, the primary beneficiaries of the Indian cargo market are Indian Railways, road transporters and foreign airlines. Development of regional cargo hubs is one of GoI's top priorities. The aim is to increase air cargo volumes to 10 million tons by 2027. The Policy further recognizes express delivery services as a separate segment within air cargo owing to its distinctive nature and process.

The express industry is turning out to be a pivotal segment for enhancing exports, especially in the small and medium-sized enterprises segment, in view of the expansion of e-tailing and other new age industries.

The Policy aims at encouraging airport operators to provide space for at least 10 years via lease to operators of express cargo freighters, which may then develop dedicated infrastructure to improve their operational efficiency.

The Policy also aims to establish free trade and warehousing zones to facilitate transshipment cargo. With the GoI's emphasis on "Make in India," "ease of doing business" and "enhancement of exports", it is extremely important to enhance infrastructure to stimulate growth of the air cargo sector.

### **COMPETITION**

Volume and margins are facing increasing pressure from shifting market dynamics. Most e-tail logistics players are struggling to make profits.

Due to the challenging market dynamics e-tailers have increased the share in captive logistics. This has reduced the addressable market for traditional companies like Blue Dart.

Increased share in captive logistics by e-tailers and aggressive pricing from other 3 PL players has impacted the company's revenue and EBIT.

Dedicated express service providers as well as captive players are focusing on winning non-e-tailing customers as a expansion strategy and to reduce dependency on the e-tailing industry. Focus has also been on enhancing reach and improving network capabilities.

New models in premium road transportation have emerged with the backing of investors. Passenger airlines have entered the logistics space by offering door to door service thus posing direct threat to the company's air business.

### **INFRASTRUCTURE ISSUES**

#### **Air Infrastructure**

The operating cost at most airports across India has also multiplied

## MANAGEMENT DISCUSSION AND ANALYSIS

manifold without any significant improvement or differentiation in services offered, post the privatisation of major airports. The air infrastructure in the country continues to be inadequate in terms of cities covered and cargo handling capacities leading to significantly higher dwell time as compared to international standards.

Insufficient aircraft bays, truck docking stations, limited space for express terminals and clearance processes lead to delays and impact operational cost.

The Company's wholly owned subsidiary viz; Blue Dart Aviation Ltd. recently inaugurated its new Chennai Hub facility which will be a major transshipment for our volumes nationally and in the southern part of the country.

There is also a tendency amongst private airport operators to increase costs such as lease rental etc. in an adhoc manner without correlation to market realities or any justification.

### Road Infrastructure

While a lot of efforts are underway to improve the Indian road infrastructure, the average speed of travel still remains dismally low with an average speed of 25-30 kms/hour as compared to averages of 80 kms/hour in advanced economies. The need to use smaller vehicles with lower capacity utilization during office hours in cities leads to an increase in operating cost per move.

With increased budgeted outlays, if infrastructure reforms are implemented, it could have a significant impact on the overall logistics segment.

Despite these challenges, Blue Dart performed reasonably well on all fronts and capitalized on its strong brand equity, focused growth plans, customer loyalty and service quality.

### INTERNAL CONTROLS AND ITS ADEQUACY

Across industries, internal process control and systems play a critical role in the health of a company. An effective system of internal controls form a keystone necessary for building, maintaining and improving shareholders' value and helps to enhance the overall quality of the business and enterprise. Blue Dart remains committed to ensuring an effective internal control environment that provides assurance on the efficiency of operations and the security of assets. Blue Dart has a sound internal control system to ensure that all assets are protected against loss from unauthorised use. All transactions are recorded and reported correctly. The company's internal control system is further supplemented by internal audits carried out by the internal audit team along with co-sourced audit firm, KPMG. Well-established and robust internal audit processes, both at business and corporate levels, continuously monitor the adequacy and effectiveness of the internal control environment across the company and the status of compliance with operating systems, internal policies and regulatory requirements.

During the year, Blue Dart has established and maintained adequate and effective internal financial controls based on internal control over financial reporting criteria established by the company considering the essential components of internal control stated in the Guidance Note on Audit of Internal Financial Controls over Financial Reporting issued by the Institute of Chartered Accountants of India (ICAI). These responsibilities include the design, implementation and maintenance of adequate internal financial controls that were operating effectively for ensuring the orderly and efficient conduct of its business, including adherence to company's policies, the safeguarding of its assets, the prevention and detection of frauds and errors, the accuracy and completeness of the accounting records, and the timely preparation of reliable financial information, as required under the Act.

The Audit Committee of the Board addresses significant issues raised by both the Internal Auditors and Statutory Auditors.

The company also conducts Risk Assessment Workshops annually to define and identify what the company's most significant risks are and how those risks can be mitigated. The members of the Senior Management actively participate and deliberate in the risk workshops. The company has laid the foundation of internal risk framework.

### HUMAN RESOURCES

Blue Dart is one of India's best places to work and has exceptionally talented workforce.

#### Employee Morale, Motivation & Engagement

In 2017, 99.2% of the employees participated in the Annual Employee Satisfaction Survey (ESS). Pride in working for Blue Dart clearly emerges as the highest score at 97.4%. Amongst the dimension-wise scores, Organization Identity is the highest scoring with a mean satisfaction score of 96.4%, same as last year. The mean score of Employee Engagement increased to 95.2% as against 94.8% over previous year. In active leadership the score stands to be 94.8% as against 94.6% score in 2016.

Employee engagement activities such as celebration of festivals, Diversity Week celebration, and health related workshops, medical camps, etc were undertaken. These events have helped in increasing the employee bond and engagement. The retention of key talent in 2017 was 99.4%.

#### Performance Management

The performance management system is managed through the online HRIS platform, PRIDE, known as Motiv8 ePMS for all management cadre employees. It has a competency framework subset (Motiv8, i.e., 8 competencies) which is interlinked and is used for the assessment of an employee along with the KRA / KPI assessment.

## MANAGEMENT DISCUSSION AND ANALYSIS

To develop the competency aspect of the employees, various trainings have been incorporated to strengthen the development culture such as New Age Leadership Development Program (NALDP) and Building Great Employee Relations (BGER).

Employee Relations for Human Resources (ER for HR) is an initiative under the DPDHL group to build competency in HR team to support line managers to handle their teams' ER issues and challenges proactively.

### Employee Development

#### PeP Expert Foundation Training

The PeP Expert Foundation training was conducted during the year. Employees who are trained as Pep Facilitators through train-the-trainer approach go on to train more PeP Experts. Four major behaviors reinforced through this programme are: Change Crafters, Risk Takers, Problem Solvers and Responsibility Takers.

#### PeP Compliance training

Through an online training process, employees undergo training and awareness is created that compliance secures our "license to operate" and is the foundation of entrepreneurial business practice. Employees comply with regulations and policies in their daily work.

#### Panel review under Executive Development Review (EDR)

Panel review is a systematic process for career and succession development which has been institutionalized at Blue Dart.

#### Employee Reward & Recognition

In order to keep the motivation level high of the employees and recognize outstanding work done by them, 641 Blue Darters were awarded with the on-the spot Bravo award by individual managers for excellent work. 18 Blue Darters were awarded the prestigious Super Darter award for achievements beyond the call of duty. The Company is proud that 906 Blue Darters joined the True Blue Club, on completion of 5 years of service. In 2017, we had 13 Go-Getter of the Years awardees, along with 22 nominees from all India who were felicitated with the Managing Director's recognition.

### OTHER PROGRAMS

#### Upstairs

This is a GoTeach initiative that promotes equal education opportunity and offers a Scholarship program for Blue Darter's children, who receive financial assistance for their education and mentoring support.

#### Stepathlon

Stepathlon is a unique mass participation event that provides a simple and relevant solution to transform the sedentary into active, and the active into more active

#### Subsidized Tuition Education Plan (STEP)

This developmental policy enables the employees to acquire higher qualification skills to enhance career prospects/ personal development/ improve effectiveness on current assignment.

#### BRACE (Blue Dart's Reimbursement of Accident Claims & Expenses)

This is a wellness initiative which aims at providing timely relief including reimbursement of medical expenses

#### DBF (Death Benevolent Fund)

It is an employee welfare initiative wherein the immediate family of a deceased Blue Dart employee gets monetary help from all the Blue Dart employees. This has been recognized by Great Place to Work® Institute - 2016 as well.

#### Let's Talk: An interactive session with Senior Leaders on call

This is an initiative for providing the Managers covered under Executive Development Review (EDR) with a platform for developmental interaction with senior leaders and for providing them with mentoring and coaching opportunities and a broader perspective about the organization, expected leadership behaviour, etc.

#### Blue Bubbles

Blue Bubbles is the Blue Dart's Women's Network and Inclusiveness & Diversity focus initiative.

#### XBU Collaboration

XITE is a Talent Management initiative started by XBU India HR Council (IHC) and ably supported by the Indian Steering Committee (ISC) to nurture & promote internal talent movement for challenging roles across DHL business in India via various XBU projects.

#### Appreciation Fortnight

During the two weeks of the Appreciation celebration, employees expressed their gratitude and thanks by exchanging 'Thank You' post cards with each other after writing thank you notes across Blue Dart country. This year, the head of the organisation send 'thank you' to family members of the employees.

### CAUTIONARY STATEMENT

***The statement forming part of this Report may contain certain forward looking remarks with the meaning of applicable Securities Law and Regulations. Many factors could cause the actual results, performances, or achievements of the company to be materially different from any future results, performances, or achievements. Significant factors that could make a difference to the Company's operations include domestic and international economic conditions, changes in government regulations, tax regime and other statutes.***



## CHIEF EXECUTIVE OFFICER (CEO) AND CHIEF FINANCIAL OFFICER (CFO) CERTIFICATION



To the Board of Directors,

### BLUE DART EXPRESS LIMITED

We, Anil Khanna, Managing Director and Aneel Gambhir, Chief Financial Officer of Blue Dart Express Limited, to the best of our knowledge and belief certify that:

- A. We have reviewed financial statements and the cash flow statement of Blue Dart Express Limited for the year ended March 31, 2018 and that to the best of our knowledge and belief, we state that:
- (i) these statements do not contain any materially untrue statement or omit any material fact or contain statements that might be misleading;
  - (ii) these statements together present a true and fair view of the Company's affairs and are in compliance with existing accounting standards, applicable laws and regulations.
- B. We also state that to the best of our knowledge and belief, no transactions entered into by the Company during the year, which are fraudulent, illegal or violative of the Company's code of conduct.
- C. We accept responsibility for establishing and maintaining internal controls for financial reporting and that they have evaluated the effectiveness of internal control systems of the Company pertaining to financial reporting and they have disclosed to the Auditors and the Audit Committee, deficiencies in the design or operation of such internal controls, if any, of which they are aware and the steps they have taken or propose to take to rectify these deficiencies.
- D. We have indicated, based on our most recent evaluation, wherever applicable, to the Auditors and the Audit Committee:
- i. significant changes in internal control over financial reporting during the year;
  - ii. significant changes, if any, in the accounting policies during the year and that the same have been disclosed in the notes to the financial statements and
  - iii. instances of significant fraud of which they have become aware and the involvement therein, if any, of the management or an employee having significant role in the Company's internal control system over financial reporting.

**Anil Khanna**  
Managing Director

**Aneel Gambhir**  
Chief Financial Officer

Place : Mumbai  
Date : May 8, 2018

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### DECLARATION REGARDING CODE OF CONDUCT

I hereby declare that all the Directors and Senior Management of the Company have confirmed compliance with the Code of Conduct for the current year, as adopted by the Company.

**Anil Khanna**  
Managing Director

Place: Mumbai  
Date : June 18, 2018

# INDEPENDENT AUDITORS' REPORT

## TO THE MEMBERS OF BLUE DART EXPRESS LIMITED

### Report on the Standalone Ind AS Financial Statements

We have audited the accompanying standalone Ind AS financial statements of Blue Dart Express Limited (the "Company"), which comprise the Balance Sheet as at March 31, 2018, the Statement of Profit and Loss, including the statement of Other Comprehensive Income, the Cash Flow Statement and the Statement of Changes in Equity for the year then ended and a summary of significant accounting policies and other explanatory information.

### Management's Responsibility for the Standalone Ind AS 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 standalone Ind AS financial statements that give a true and fair view of the financial position, financial performance including other comprehensive income, cash flows and changes in equity of the Company in accordance with accounting principles generally accepted in India, including the Indian Accounting Standards (Ind AS) specified under section 133 of the Act, read with the Companies (Indian Accounting Standards) Rules, 2015 (amended). This responsibility also includes maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding of the assets of the Company and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and the design, implementation and maintenance of adequate internal financial control that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the Ind AS 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 standalone Ind AS 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. We conducted our audit of the standalone Ind AS financial statements in accordance with the Standards on Auditing, issued by the Institute of Chartered Accountants of India, as 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 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 standalone Ind AS 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 standalone Ind AS financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of 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 standalone Ind AS 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 standalone Ind AS financial statements.

### Opinion

In our opinion and to the best of our information and according to the explanations given to us, the standalone Ind AS financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India, of the state of affairs of the Company as at March 31, 2018, its profits including other comprehensive income, its cash flows and the changes in equity for the year ended on that date.

### Other Matter

The Ind AS financial statements of the Company for the year ended March 31, 2017, included in these standalone Ind AS financial statements, have been audited by the predecessor auditor who expressed an unmodified opinion on those statements on May 5th, 2017.

### Report on Other Legal and Regulatory Requirements

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

# INDEPENDENT AUDITORS' REPORT

## TO THE MEMBERS OF BLUE DART EXPRESS LIMITED

- (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, Statement of Profit and Loss including the Statement of Other Comprehensive Income, the Cash Flow Statement and Statement of Changes in Equity dealt with by this Report are in agreement with the books of account;
- (d) In our opinion, the aforesaid standalone Ind AS financial statements comply with the Accounting Standards specified under section 133 of the Act, read with Companies (Indian Accounting Standards) Rules, 2015 (as amended);
- (e) On the basis of written representations received from the directors as on March 31, 2018, and taken on record by the Board of Directors, none of the directors is disqualified as on March 31, 2018, from being appointed as a director in terms of section 164 (2) of the Act;
- (f) With respect to the adequacy of the internal financial controls over financial reporting of the Company and the operating effectiveness of such controls, refer to our separate Report in "Annexure 2" to this report;
- (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 has disclosed the impact of pending litigations on its financial position in its standalone Ind AS financial statements – Refer Note 40 to the standalone Ind AS financial statements;
  - ii. The Company did not have any long-term contracts including derivative contracts for which there were any material foreseeable losses; and
  - iii. There were no amounts which were required to be transferred to the Investor Education and Protection Fund by the Company.

For S.R. Batliboi & Associates LLP  
ICAI Firm Registration Number: 101049W/E300004  
Chartered Accountants

Place: Mumbai  
Date: May 8, 2018

per Kalpesh Jain  
Partner  
Membership Number: 106406

## ANNEXURE 1 TO INDEPENDENT AUDITORS' REPORT

Annexure 1 referred to in paragraph 1 under Report on Other Legal and Regulatory Requirements of our audit report of even date:

Re: Blue Dart Express Limited (the "Company")

- i. (a) The Company has maintained proper records showing full particulars, including quantitative details and situation of fixed assets.
- (b) All fixed assets have not been physically verified by the management during the year but there is a regular programme of verification which, in our opinion, is reasonable having regard to the size of the Company and the nature of its assets. No material discrepancies were noticed on such verification.
- (c) According to the information and explanations given by the management, the title deeds of immovable properties included in fixed assets are held in the name of the Company.
- ii. The management has conducted physical verification of inventory at reasonable intervals during the year and no material discrepancies were noticed on such physical verification.
- iii. (a) The Company has granted unsecured loans to one company covered in the register maintained under section 189 of the Act. In our opinion and according to the information and explanations given to us, the terms and conditions of the grant of such loans are not prejudicial to the Company's interest.
- (b) In respect of aforesaid loans, the schedule of repayment of principal and payment of interest has been stipulated. The company to whom loans are given is repaying the principle amount as stipulated and is also regular in payment of interest.
- (c) In respect of aforesaid loans, there are no amounts of loans which are overdue for more than ninety days.
- iv. In our opinion and according to the information and explanations given to us, provisions of section 185 and 186 of the Act in respect of loans to directors including entities in which they are interested and in respect of loans and advances given, investments made and guarantees and securities given have been complied with by the Company.
- v. The Company has not accepted any deposits within the meaning of Sections 73 to 76 of the Act and the Companies (Acceptance of Deposits) Rules, 2014 (as amended). Accordingly, the provisions of clause 3(v) of the Order are not applicable.
- vi. To the best of our knowledge and as explained, the Central Government has not specified the maintenance of cost records under Section 148(1) of the Act, for the products / services of the Company.
- vii. (a) The Company is regular in depositing with appropriate authorities undisputed statutory dues including provident fund, employees' state insurance, income-tax, service tax, duty of custom, cess and other statutory dues applicable to it. The provisions of sales-tax, value added tax and duty of excise are not applicable to the Company.
- (b) According to the information and explanations given to us, no undisputed amounts payable in respect of provident fund, employees' state insurance, income-tax, service tax, duty of custom, cess and other statutory dues were outstanding at the year end for a period of more than six months from the date they became payable. The provisions of sales-tax, value added tax and duty of excise are not applicable to the Company.
- (c) According to the records of the Company, the dues of income-tax, sales-tax, service tax, duty of custom, duty of excise, value added tax and cess on account of any dispute, are as follows:

Name of the statute	Nature of dues	Amount in ₹ Lakhs	Period to which the amount relates	Forum where the dispute is pending
Kerala Value Added Tax Act, 2003	Tax, Interest and Penalty	2,121	Financial Years 2011-12 to 2013-14	The Honourable High Court of Kerala
Madhya Pradesh VAT Act, 2002	Penalty	26	Financial Year 2015-16	M.P. Commercial Tax Appellate Board, Bhopal
Bihar VAT Act, 2015	Penalty	5	Financial Year 2012-13	Bihar Sales Tax Tribunal
Delhi VAT Act, 2004	Penalty	1	Financial Year 2013-14	Additional Commissioner, Delhi Trade & Taxes Department

- viii. In our opinion and according to the information and explanations given by the management, the Company has not defaulted in repayment of loans or borrowing to a financial institution, bank or government or dues to debenture holders.
- ix. According to the information and explanations given by the management, the Company has not raised any money way of initial public offer / further public offer / debt instruments and term loans during the year under review. Hence, reporting under clause 3 (ix) is not applicable to the Company and not commented upon.
- x. Based upon the audit procedures performed for the purpose of reporting the true and fair view of the financial statements and according to the information and explanations given by the management, we report that no fraud by the Company or no material fraud on the Company by the officers and employees of the Company has been noticed or reported during the year.
- xi. According to the information and explanations given by the management, the managerial remuneration has been paid /

## ANNEXURE 1 TO INDEPENDENT AUDITORS' REPORT

Annexure 1 referred to in paragraph 1 under Report on Other Legal and Regulatory Requirements of our audit report of even date:  
Re: Blue Dart Express Limited (the "Company")

- provided in accordance with the requisite approvals mandated by the provisions of section 197 read with Schedule V to the Act.
- xii. In our opinion, the Company is not a nidhi company. Therefore, the provisions of clause 3 (xii) of the order are not applicable to the Company and hence not commented upon.
- xiii. According to the information and explanations given by the management, transactions with the related parties are in compliance with section 177 and 188 of Act, where applicable and the details have been disclosed in the notes to the financial statements, as required by the applicable accounting standards.
- xiv. According to the information and explanations given to us and on an overall examination of the balance sheet, the Company
- has not made any preferential allotment or private placement of shares or fully or partly convertible debentures during the year under review and hence, reporting requirements under clause 3(xiv) are not applicable to the Company and not commented upon.
- xv. According to the information and explanations given by the management, the Company has not entered into any non-cash transactions with directors or persons connected with him as referred to in section 192 of the Act.
- xvi. According to the information and explanations given to us, the provisions of section 45-IA of the Reserve Bank of India Act, 1934 are not applicable to the Company.

For S.R. Batliboi & Associates LLP  
ICAI Firm Registration Number: 101049W/E300004  
Chartered Accountants

per Kalpesh Jain  
Partner  
Membership Number: 106406

Place: Mumbai  
Date: May 8, 2018

## ANNEXURE 2 TO INDEPENDENT AUDITORS' REPORT

Annexure 2 referred in our report of even date

### **Report on the Internal Financial Controls 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 Blue Dart Express Limited (the "Company") as of March 31, 2018 in conjunction with our audit of the standalone 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 the Company's policies, the safeguarding of its assets, the prevention and detection of frauds and errors, the accuracy and completeness of the accounting records, and the timely preparation of reliable financial information, as required under the Act.

### **Auditors' Responsibility**

Our responsibility is to express an opinion on the Company's internal financial controls over financial reporting based on our audit. We conducted our audit in accordance with the Guidance Note on Audit of Internal Financial Controls Over Financial Reporting (the "Guidance Note") and the Standards on Auditing as specified under section 143(10) of the Act, to the extent applicable to an audit of internal financial controls both issued by the Institute of Chartered Accountants of India. 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 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.

## ANNEXURE 2 TO INDEPENDENT AUDITORS' REPORT

Annexure 2 referred in our report of even date

### Opinion

In our opinion, 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, 2018, based on the internal control over financial reporting criteria established by the Company considering the essential components of internal control stated in the Guidance Note on Audit of Internal Financial Controls Over Financial Reporting issued by the Institute of Chartered Accountants of India.

For S.R. Batliboi & Associates LLP  
ICAI Firm Registration Number: 101049W/E300004  
Chartered Accountants

Place: Mumbai  
Date: May 8, 2018

per Kalpesh Jain  
Partner  
Membership Number: 106406

## STANDALONE BALANCE SHEET AS AT MARCH 31, 2018

	Note	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
<b>ASSETS</b>			
<b>NON-CURRENT ASSETS</b>			
Property, Plant and Equipment	4	17,511	18,533
Capital work-in-progress	4	675	291
Other Intangible Assets	4 (a)	4,435	4,889
Intangible Assets under development	4 (a)	3,990	3,054
		26,611	26,767
Financial Assets			
Investments	5	14,406	14,406
Loans	6 (a)	1,093	2,996
Other Financial Assets	7	6,376	7,063
Deferred Tax Assets (Net)	8	514	-
Non-Current Tax Assets (Net)	9	475	932
Other Non-Current Assets	10	941	584
		23,805	25,981
<b>CURRENT ASSETS</b>			
Inventories	11	448	553
Financial Assets			
Trade Receivables	12	42,001	35,975
Cash and Cash equivalents	13	22,477	25,432
Bank balances other than above	14	255	111
Loans	6(b)	2,003	2,547
Other Financial Assets	15	2,012	4,711
Other Current Assets	16	3,029	3,084
		72,225	72,413
<b>TOTAL</b>		<b>122,641</b>	<b>125,161</b>
<b>EQUITY AND LIABILITIES</b>			
<b>EQUITY</b>			
Equity Share Capital	17	2,376	2,376
Other Equity	18	59,749	49,796
		62,125	52,172
<b>LIABILITIES</b>			
<b>NON-CURRENT LIABILITIES</b>			
Financial Liabilities			
Borrowings	19	7,118	16,609
Employee Benefit Obligations	20 (a)	580	2,534
Deferred Tax Liabilities (Net)	8	-	149
		7,698	19,292
<b>CURRENT LIABILITIES</b>			
Financial Liabilities			
Borrowings	21	9,491	16,610
Trade Payables	22	29,592	22,213
Other Financial Liabilities	23	6,822	8,128
Other Current Liabilities	24	724	1,128
Employee Benefit Obligations	20 (b)	6,189	5,618
		52,818	53,697
<b>TOTAL</b>		<b>122,641</b>	<b>125,161</b>

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

As per our report of even date

**For S.R. Batliboi & Associates LLP**  
ICAI Firm Registration No.101049W/E300004  
Chartered Accountants

**per Kalpesh Jain**  
Partner  
Membership No. 106406

Place: Mumbai  
Date: May 8, 2018

For and on behalf of the Board of Directors

**Sharad Upasani**  
Chairman  
DIN:01739334

**Air Marshal M. McMahon (Retd.)**  
Director  
DIN:00234293

Place: Mumbai  
Date: May 8, 2018

**Anil Khanna**  
Managing Director  
DIN:01334483

**Tulsi Nowlaxha Mirchandaney**  
Additional Director  
DIN:01842520

**Malcolm Monteiro**  
Director  
DIN:00089757

**Yogesh Dhinra**  
Group Chief Financial  
Officer & Chief Strategy  
Officer

**Narendra Sarda**  
Director  
DIN:03480129

**Aneel Gambhir**  
Chief Financial Officer

**Tushar Gunderia**  
Company Secretary

# STANDALONE STATEMENT OF PROFIT AND LOSS FOR THE YEAR ENDED MARCH 31, 2018

	Note	Year ended March 31, 2018 in ₹ Lakhs	Year ended March 31, 2017 in ₹ Lakhs
<b>INCOME</b>			
Revenue from Operations	25	279,085	268,087
Other Income	26	2,254	2,782
<b>Total Income</b>		<b>281,339</b>	<b>270,869</b>
<b>EXPENSES</b>			
Freight, Handling and Servicing Costs (Net)	27	177,991	167,794
Employee Benefits Expense	28	44,985	42,635
Finance Costs	29	2,559	3,125
Depreciation and Amortisation Expense	30	4,498	4,393
Other Expenses	31	30,128	31,216
<b>Total Expenses</b>		<b>260,161</b>	<b>249,163</b>
<b>PROFIT BEFORE TAX</b>			
		<b>21,178</b>	<b>21,706</b>
Income Tax Expense	36		
Current Tax		7,996	7,850
Adjustment of credit tax relating to earlier years		(351)	-
Deferred Tax Credit		(677)	(101)
Total Tax Expense		6,968	7,749
<b>PROFIT FOR THE YEAR</b>			
		<b>14,210</b>	<b>13,957</b>
<b>OTHER COMPREHENSIVE INCOME</b>			
Items that will not be reclassified to Statement of Profit and Loss in subsequent period			
Actuarial loss/(gain) arising from remeasurements of post employment benefit obligation		(41)	426
Income tax relating to this item		14	(147)
<b>Total comprehensive income for the year</b>		<b>14,237</b>	<b>13,678</b>
<b>Earnings Per Equity Share</b> [Nominal value of share ₹ 10 each]			
Basic and Diluted (in ₹)	32	59.89	58.82

The above Standalone Statement of Profit and Loss should be read in conjunction with the accompanying notes.

As per our report of even date

For and on behalf of the Board of Directors

**For S.R. Batliboi & Associates LLP**  
ICAI Firm Registration No.101049W/E300004  
Chartered Accountants

**Sharad Upasani**  
Chairman  
DIN:01739334

**Anil Khanna**  
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Director  
DIN:03480129

**per Kalpesh Jain**  
Partner  
Membership No. 106406

**Air Marshal M. McMahon (Retd.)**  
Director  
DIN:00234293

**Tulsi Nowlakra Mirchandaney**  
Additional Director  
DIN:01842520

**Yogesh Dhingra**  
Group Chief Financial  
Officer & Chief Strategy  
Officer

**Aneel Gambhir**  
Chief Financial Officer

Place: Mumbai  
Date: May 8, 2018

Place: Mumbai  
Date: May 8, 2018

**Tushar Gunderia**  
Company Secretary

## STANDALONE STATEMENT OF CASH FLOWS FOR THE YEAR ENDED MARCH 31, 2018

	Note	Year ended March 31, 2018 in ₹ Lakhs	Year ended March 31, 2017 in ₹ Lakhs
<b>A. Cash flows from Operating activities:</b>			
Profit before Taxation		21,178	21,706
<b>Adjustments for:</b>			
Depreciation and Amortisation Expense	30	4,498	4,393
Finance Costs	29	2,559	3,125
Interest income	26	(1,038)	(1,602)
Dividend from mutual funds	26	(354)	(418)
Unwinding interest on Payload Deposit and Lease Deposit	26	(580)	(504)
Loss on sale/scraping of Property, Plant and Equipments (Net)	31	1	6
Net Gain on Foreign Currency Transactions and Translation	26	(8)	(16)
Bad debts written off	31	(44)	156
<b>Operating profit before working capital changes</b>		<b>26,212</b>	<b>26,846</b>
<b>Adjustments for changes in working capital:</b>			
Decrease / (Increase) in Inventories		105	(34)
(Increase) in Trade Receivables		(5,974)	(6,980)
Decrease / (Increase) in Other Non Current Financial Assets		1,190	(372)
(Increase) / Decrease in Other Non Current Assets		(456)	516
Decrease / (Increase) in Other Current Financial Assets		2,806	(1,713)
Decrease / (Increase) in Other Current Assets		55	(279)
Decrease / (Increase) in Current Loans		6	(25)
Increase in Trade Payables		7,379	1,756
(Decrease) / Increase in Other Current Financial Liabilities		(1,399)	1,408
(Decrease) / Increase in Other Current Liabilities		(405)	248
(Decrease) / Increase in Current Employee Benefits Obligations		612	252
(Decrease) / Increase in Non-Current Employee Benefits Obligations		(1,955)	757
<b>Cash generated from Operations</b>		<b>28,176</b>	<b>22,380</b>
Taxes paid (net of refunds)	9	(7,188)	(8,087)
<b>Net cash from Operating activities</b>		<b>20,988</b>	<b>14,293</b>
<b>B. Cash flows from Investing activities:</b>			
Payments for Property, Plant and Equipments & other Intangible assets	4 and 4(a)	(2,950)	(3,497)
Changes in capital work-in-progress & Intangible assets under development	4 and 4(a)	(1,320)	(1,216)
Proceeds from sale of Property, Plant and Equipments		26	9
Interest received/settled	26	932	1,662
Dividend from mutual funds	26	354	418
Investments in mutual funds		(397,200)	(384,006)
Redemptions from mutual funds		397,200	384,006
Investment in Blue Dart Aviation Limited	5	-	(7,061)
Loans repaid/settled by Blue Dart Aviation Limited	6(a) and 6(b)	2,441	3,911
Investment in Bank fixed deposits (Maturity period more than 12 months)	7	27	(14)
<b>Net cash (used in)/from Investing activities</b>		<b>(490)</b>	<b>(5,788)</b>

## STANDALONE STATEMENT OF CASH FLOWS FOR THE YEAR ENDED MARCH 31, 2018

	Note	Year ended March 31, 2018 in ₹ Lakhs	Year ended March 31, 2017 in ₹ Lakhs
<b>C. Cash flows used in Financing activities:</b>			
Redemption of Series I Debentures		(16,610)	-
Interest paid	29	(2,559)	(3,125)
Dividend paid	18	(3,559)	(7,118)
Dividend distribution tax paid	18	(725)	(1,450)
<b>Net cash (used in) Financing activities</b>		<b>(23,453)</b>	<b>(11,693)</b>
<b>Net increase/(decrease) in Cash and Cash Equivalents</b>		<b>(2,955)</b>	<b>(3,188)</b>
<b>Cash and cash equivalents at the beginning of the year</b>		<b>25,432</b>	<b>28,620</b>
<b>Cash and cash equivalents at the end of the year</b>		<b>22,477</b>	<b>25,432</b>
Note : There are no changes in liabilities arising from financing activities, due to non-cash changes.			
<b>Reconciliation of cash and cash equivalents as per the cash flow statements</b>			
<b>Cash and Cash Equivalents:</b>	13		
Cheques and Drafts on hand		965	932
Balances with banks:			
In current accounts		13,020	8,093
Deposits with maturity period less than 3 months		8,000	16,000
Cash on hand		492	407
		<b>22,477</b>	<b>25,432</b>

The above Statement of Cash flows should be read in conjunction with the accompanying notes.

As per our report of even date

**For S.R. Batliboi & Associates LLP**  
ICAI Firm Registration No.101049W/E300004  
Chartered Accountants

**per Kalpesh Jain**  
Partner  
Membership No. 106406

Place: Mumbai  
Date: May 8, 2018

For and on behalf of the Board of Directors

**Sharad Upasani**  
Chairman  
DIN:01739334

**Air Marshal M. McMahon (Retd.)**  
Director  
DIN:00234293

Place: Mumbai  
Date: May 8, 2018

**Anil Khanna**  
Managing Director  
DIN:01334483

**Tulsi Nowlakha Mirchandaney**  
Additional Director  
DIN:01842520

**Malcolm Monteiro**  
Director  
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**Yogesh Dhingra**  
Group Chief Financial  
Officer & Chief Strategy  
Officer

**Narendra Sarda**  
Director  
DIN:03480129

**Aneel Gambhir**  
Chief Financial Officer

**Tushar Gunderia**  
Company Secretary

**STANDALONE STATEMENT OF CHANGES IN EQUITY (SOCIE)  
FOR THE YEAR ENDED MARCH 31, 2018**

**A. Equity Share Capital** in ₹ Lakhs

<b>Balance as at March 1, 2016</b>	<b>2,376</b>
Changes in equity share capital	-
<b>Balance as at March 31, 2017</b>	<b>2,376</b>
Changes in equity share capital	-
<b>Balance as at March 31, 2018</b>	<b>2,376</b>

**B. Other Equity** in ₹ Lakhs

	Reserves & Surplus				Total
	Securities Premium Reserve	General Reserve	Debenture Redemption Reserve	Retained Earnings	
<b>Balance as at March 31, 2017</b>	<b>3,475</b>	<b>6,193</b>	<b>5,638</b>	<b>34,490</b>	<b>49,796</b>
Profit for the year	-	-	-	14,210	14,210
Other comprehensive income	-	-	-	27	27
<b>Total comprehensive income for the year</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>14,237</b>	<b>14,237</b>
Transfer (to)/from other reserves	-	-	(2,395)	2,395	-
<b>Transactions with owners in their capacity as owners:</b>					
Dividend paid during the year ended March 31, 2018 of ₹15 (March 31, 2017-₹30) per fully paid share				(3,559)	(3,559)
Dividend distribution tax (DDT)				(725)	(725)
<b>Balance as at March 31, 2018</b>	<b>3,475</b>	<b>6,193</b>	<b>3,243</b>	<b>46,838</b>	<b>59,749</b>

in ₹ Lakhs

	Reserves & Surplus				Total
	Securities Premium Reserve	General Reserve	Debenture Redemption Reserve	Retained Earnings	
<b>Balance as at March 31, 2016</b>	<b>3,475</b>	<b>6,193</b>	<b>3,305</b>	<b>31,713</b>	<b>44,686</b>
Profit for the year	-	-	-	13,957	13,957
Other comprehensive income	-	-	-	(279)	(279)
<b>Total comprehensive income for the year</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>13,678</b>	<b>13,678</b>
Transfer (to)/from other reserves	-	-	2,333	(2,333)	-
<b>Transactions with owners in their capacity as owners:</b>					
Dividend paid during the year ended March 31, 2017 of ₹30 (March 31, 2016-₹20) per fully paid share				(7,118)	(7,118)
Dividend distribution tax (DDT)				(1,450)	(1,450)
<b>Balance as at March 31, 2017</b>	<b>3,475</b>	<b>6,193</b>	<b>5,638</b>	<b>34,490</b>	<b>49,796</b>

The above Standalone Statement of Changes in Equity should be read in conjunction with the accompanying notes.

As per our report of even date

**For S.R. Batliboi & Associates LLP**  
ICAI Firm Registration No.101049W/E300004  
Chartered Accountants

**per Kalpesh Jain**  
Partner  
Membership No. 106406

Place: Mumbai  
Date: May 8, 2018

For and on behalf of the Board of Directors

**Sharad Upasani**  
Chairman  
DIN:01739334

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Director  
DIN:00234293

Place: Mumbai  
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Managing Director  
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**Narendra Sarda**  
Director  
DIN:03480129

**Aneel Gambhir**  
Chief Financial Officer

**Tushar Gunderia**  
Company Secretary

# SCHEDULES

## Notes forming part of the Standalone Financial Statements as at and for the year ended March 31, 2018

### 1 General Information

Blue Dart Express Limited ('the Company') is engaged in the business of integrated air and ground transportation and distribution of time sensitive packages to various destinations, primarily within India. The Company is a public limited company incorporated in India having its registered office at Blue Dart Centre, Sahar Airport Road, Andheri East, Mumbai. The Company has its equity shares and non convertible debentures listed on the Bombay Stock Exchange (BSE) and the National Stock Exchange (NSE).

The standalone financial statements were authorised for issue in accordance with a resolution of the directors on May 8th 2018.

### 2 Basis of preparation of financial statements

These financial statements have been prepared in accordance with Indian Accounting Standards (Ind AS) notified under the Companies (Indian Accounting Standards) Rules, 2015 under the provisions of the Companies Act, 2013 (the 'Act') and subsequent amendments thereof. The financial statements have been prepared under the historical cost basis except for certain financial assets and liabilities measured at fair value (Refer note 3(o)) and Defined benefit plans - plan assets measured at fair value (Refer note 28).

The financial statements are presented in Indian Rupees ('INR') in lakhs, which is also the Company's functional currency. The financial statements are prepared on a going concern basis.

#### Current versus non-current classification

The Company presents assets and liabilities in the balance sheet based on current/ non-current classification. An asset is treated as current when it is:

- Expected to be realised or intended to be sold or consumed in normal operating cycle
- Held primarily for the purpose of trading
- Expected to be realised within twelve months after the reporting period, or
- Cash or cash equivalent unless restricted from being exchanged or used to settle a liability for at least twelve months after the reporting period

All other assets are classified as non-current.

A liability is current when:

- It is expected to be settled in normal operating cycle
- It is held primarily for the purpose of trading
- It is due to be settled within twelve months after the reporting period, or
- There is no unconditional right to defer the settlement of the liability for at least twelve months after the reporting period

The Company classifies all other liabilities as non-current.

Deferred tax assets and liabilities are classified as non-current assets and liabilities.

The operating cycle is the time between the acquisition of assets for processing and their realisation in cash and cash equivalents. The Company has identified twelve months as its operating cycle.

#### Use of estimates and judgements

The preparation of the financial statements in conformity with Ind AS requires management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates. Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimates are revised and in any future periods affected.

The areas involving critical estimates and judgements are:

- Estimation of useful life of property, plant and equipment and intangibles assets (Refer note 3(a))
- Estimation of defined benefit obligation (Refer note 28)
- Estimation of current tax expense and receivable/payable (Refer note 9)
- Estimation of contingent liabilities (Refer note 40)
- Estimation of deferred costs (Refer note 16)

### 3 Significant accounting policies

The accounting policies set out below have been applied consistently to all periods presented in these financial statements, unless otherwise stated.

#### a. Property, plant and equipment

Free hold land is carried at historical cost, net of accumulated impairment losses, if any. All other items of Property, Plant and Equipment are at historical cost, net of accumulated depreciation and accumulated impairment losses, if any. Historical cost includes expenditure that is directly attributable to the acquisition of the items.

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

Capital work-in-progress represents Property, plant and equipment that are not yet ready for their intended use as at the balance sheet date.

An item of property, plant and equipment and any significant part initially recognised is derecognised upon disposal or

## SCHEDULES

### Notes forming part of the Standalone Financial Statements as at and for the year ended March 31, 2018

when no future economic benefits are expected from its use or disposal. Any gain or loss arising on derecognition of the asset (calculated as the difference between the net disposal proceeds and the carrying amount of the asset) is included in the income statement when the asset is derecognised.

#### Intangible Assets:

Intangible assets are stated at cost less any accumulated amortisation and accumulated impairment losses, if any. The Company capitalises identifiable costs relating to development of internally generated software and these are stated net off accumulated amortization.

Intangible assets under development comprise costs relating to development of software that are not yet ready for their intended use as at the balance sheet date.

#### Depreciation

Depreciation is calculated on a straight-line basis over the estimated useful lives of the assets as follows:

a. Leasehold improvements	Over the period of lease term
b. Office Equipments	10 years
c. Electrical Equipment	6 to 10 years
d. Computers	3 to 6 years
e. Furniture Fixtures	10 years
f. Vehicles	8 years
g. Material Handling Equipment	15 years
h. Machinery and Equipment	2 to 6 years

The Company, based on technical assessment made by technical expert and management estimate, depreciates computers over estimated useful lives of 3 to 6 years which are different from the useful life prescribed in Schedule II to the Act. The management believes that these estimated useful lives are realistic and reflect fair approximation of the period over which the assets are likely to be used.

Depreciation for assets purchased/sold during a year is proportionately charged.

#### Amortisation

Following initial recognition of the development expenditure as an asset, the asset is carried at cost less any accumulated amortisation and accumulated impairment losses, if any. Amortisation of the asset begins when development is complete and the asset is available for use. It is amortised over the period of expected future benefit. Amortisation expense is recognised in the profit and loss unless such expenditure forms part of carrying value of another asset. Computer softwares, amortised under straight line method over the estimated useful life of 6 to 10 years. Internally generated software is amortised using the straight-line method over a period of 10 years, based upon its estimated useful economic life.

#### b. Impairment of Assets

The Company assesses at each reporting date whether there is any indication that an asset (tangible or intangible) may be impaired. If any indication exists, the Company estimates the asset's recoverable amount. An asset's recoverable amount is the higher of an asset's or cash generating unit's (CGU) net selling price and its value in use. Where the carrying amount of an asset or CGU exceeds its recoverable amount, the asset is considered to be impaired and is written down to its recoverable amount. Impairment losses are recognised in the Statement of Profit and Loss. Assessment is also done at each Balance Sheet date as to whether there is any indication that an impairment loss recognised for an asset in prior accounting periods may no longer exist or may have decreased and such reversal is recorded in the Statement of Profit and Loss.

#### c. Investments in Subsidiaries

The Company has accounted for its investments in subsidiaries at cost.

#### d. Inventories

Inventories are stated at lower of cost and net realisable value.

Inventories primarily consist of packing and stationery consumables which are valued at cost (arrived at using First-in First-out basis).

#### e. Revenue Recognition

##### Service Charges:

Service charges for transportation of shipments are recognised as income when shipments are delivered and represent amounts invoiced, net of Service Tax, Goods and Services Tax and all discounts.

##### Other Income:

- Interest Income (including Unwinding interest on Payload Deposit and Lease Deposit):

Interest income is recognised using the effective interest rate method. EIR is the rate that exactly discounts the estimated future cash payments or receipts over the expected life of the financial instrument or a shorter period, where appropriate, to the gross carrying amount of the financial asset or to the amortised cost of a financial liability. When calculating the effective interest rate, the Company estimates the expected cash flows by considering all the contractual terms of the financial instrument (for example, prepayment, extension, call and similar options) but does not consider the expected credit losses. Interest income is included in other income in the statement of profit and loss.

- Dividend Income:

Dividend income is recognised when the right to receive the dividend is established.

## SCHEDULES

### Notes forming part of the Standalone Financial Statements as at and for the year ended March 31, 2018

#### f. Foreign Currency Transactions

##### Functional and Presentation currency

Items included in the financial statements of the Company are measured using the currency of the primary economic environment in which the entity operates ('the functional currency'). The financial statements are presented in Indian Rupee (INR), which is the Company's functional and presentation currency.

##### Transactions and balances

Foreign currency transactions are translated into functional currency using the exchange rates at the date of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation of monetary assets and liabilities denominated in foreign currencies at year end exchange rates are recognised in the Statement of Profit and Loss.

Foreign exchange differences regarded as an adjustment to borrowing costs are presented in the Statement of Profit and Loss, within finance cost. All other foreign exchange gains and losses are presented in the Statement of Profit and Loss on a net basis within other gains/(losses).

Non-monetary items that are measured at fair value in a foreign currency are translated using the exchange rates at the date when the fair value was determined. Translation differences on assets and liabilities carried at fair value are reported as part of the fair value gain or loss.

#### g. Employee Benefits

##### (i) Short-term obligations

Liabilities for wages and salaries, including non-monetary benefits that are expected to be settled wholly within 12 months after the end of the period in which the employees render the related service are recognised in respect of employees' services up to the end of the reporting period and are measured at the amounts expected to be paid when the liabilities are settled. The liabilities are presented as current employee benefit obligations in the balance sheet.

##### Compensated absences:

Accumulated compensated absences, which are expected to be availed or encashed within 12 months from the end of the Balance Sheet date are treated as short term employee benefits. The liability in respect of compensated absences of short term nature is not actuarially valued and is provided on an estimated basis.

##### (ii) Other long-term employee benefit obligations

The liabilities for earned leave are not expected to be settled wholly within 12 months after the end of the period in which the employees render the related service. They are therefore

measured as the present value of expected future payments to be made in respect of services provided by employees up to the end of the reporting period using the projected unit credit method. The benefits are discounted using the market yields at the end of the reporting period that have terms approximating to the terms of the related obligation. Remeasurements as a result of experience adjustments and changes in actuarial assumptions are recognised in the Statement of Profit and Loss.

Accumulated compensated absences, which are expected to be availed or encashed beyond 12 months from the end of Balance Sheet date are treated as other long term employee benefits for measurement purposes. The Company's liability is actuarially determined (using the Projected Unit Credit Method) at the end of each year. Remeasurements, comprising of Actuarial losses/ gains are recognised in the Statement of Profit and Loss in the year in which they arise.

The Company presents the leave as a short term employee benefit obligation in the balance sheet to the extent it does not have an unconditional right to defer its settlement for 12 months after the reporting date.

##### (iii) Post-employment obligations

The Company operates the following post-employment schemes:

- (a) Defined benefit plans such as gratuity
- (b) Defined contribution plans such as provident fund, super annuation fund, employee's state insurance funds and employee's pension scheme.

##### Defined Benefit Plans:

##### Gratuity:

The Company provides for gratuity, a defined benefit plan (the 'Gratuity Plan') covering eligible employees in accordance with the Payment of Gratuity Act, 1972. The Gratuity Plan provides a lump sum payment to vested employees at retirement, death, incapacitation or termination of employment, of an amount based on the respective employee's salary and the tenure of employment. The Company's liability is actuarially determined (using the Projected Unit Credit method) at the end of each year. Re-measurement of the net defined benefit liability, which comprise actuarial gains and losses, the return on plan assets (excluding interest) and the effect of the asset ceiling (if any, excluding interest), are recognised immediately in other comprehensive income (OCI).

Net interest is calculated by applying the discount rate to the net defined benefit liability or asset. The Company recognises the following changes in the net defined benefit obligation as an expense in the statement of profit and loss: Service costs comprising current service costs, past-service costs, gains and losses on curtailments, non-routine settlements; and Net interest expense or income.

# SCHEDULES

## Notes forming part of the Standalone Financial Statements as at and for the year ended March 31, 2018

### Defined Contribution Plans:

Contribution towards Provident Fund for all employees are made to the regulatory authorities, where the Company has no further obligations. Such benefits are classified as Defined Contribution Schemes as the Company does not carry any further obligations, apart from the contributions made on a monthly basis.

Superannuation is classified as a defined contribution scheme of the Company. Contribution due towards Superannuation Fund for eligible employees is made to an insurance company, and the Company has no further obligation beyond making this payment.

The Company also contributes to State plans, namely Employee's State Insurance Fund and Employee's Pension Scheme 1995, and has no further obligation beyond making its contribution.

Company's contributions to the above funds are charged to the Statement of Profit and Loss for the year for which the contributions are due for payment.

### (iv) Bonus plans

The Company recognises a liability and an expense for bonuses. The Company recognises a provision where contractually obliged or where there is a past practice that has created a constructive obligation.

### h. Leases

The determination of whether an arrangement is (or contains) a lease is based on the substance of the arrangement at the inception of the lease.

Leases in which a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Operating lease rental payments are recognized as an expense in the Statement of Profit and Loss on a straight-line basis over the period of the lease unless the payments are structured to increase in line with expected general inflation to compensate for the lessor's expected inflationary cost increases.

### i. Income Taxes

Income tax expense comprises current and deferred tax. It is recognised in the Statement of Profit and Loss except to the extent that it relates items recognised directly in equity or in OCI.

#### Current tax

Tax expense for the year, comprising current tax and deferred tax, are included in the determination of the net profit or loss for the year. Current tax is measured at the amount expected to be paid to the tax authorities in accordance with the taxation laws prevailing in the respective jurisdictions.

Current tax assets and current tax liabilities are offset only if there is a legally enforceable right to set off the recognised amounts, and it is intended to realise the asset and set off the liability on a net basis or simultaneously.

#### Deferred tax

Deferred tax is recognised in respect of temporary differences between the carrying amounts of assets or liabilities for financial reporting purposes and the amounts used for taxation purposes.

Deferred tax assets are recognised for unused tax losses, unused tax credits and deductible temporary differences to the extent that it is probable that future taxable profits will be available against which they can be used. Deferred tax assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related tax benefit will be realised; such reductions are subsequently reversed when it becomes probable that such assets will be realised.

Unrecognised deferred tax assets are reassessed at each reporting date and recognised to the extent that it has become probable that future taxable profits will be available against which they can be used.

Deferred tax liabilities are recognised for all taxable temporary differences.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply in the year when the asset is realised or the liability is settled, based on tax rates (and tax laws) that have been enacted or substantively enacted at the reporting date.

Deferred tax relating to items recognised outside profit or loss is recognised outside profit or loss (either in other comprehensive income or in equity). Deferred tax items are recognised in correlation to the underlying transaction either in OCI or directly in equity.

The measurement of deferred tax reflects the tax consequences that would follow from the manner in which the Company expects, at the reporting date, to recover or settle the carrying amount of its assets and liabilities. Deferred tax assets and liabilities are offset only if:

- a) the entity has a legally enforceable right to set off current tax assets against current tax liabilities; and
- b) the deferred tax assets and the deferred tax liabilities relate to income taxes levied by the same taxation authority on the same taxable entity.

### j. Trade and other payables

These amounts represent liabilities for services provided to the Company prior to the end of financial year which are unpaid. The amounts are unsecured and are usually paid as per contractual terms. Trade and other payables are presented as

# SCHEDULES

## Notes forming part of the Standalone Financial Statements as at and for the year ended March 31, 2018

current financial liabilities unless payment is not due within 12 months after the reporting period. They are recognised initially at their fair value and subsequently measured at amortised cost using the effective interest method.

### k. Provisions

Provisions are recognised when the Company has a present legal or constructive obligation as a result of a past event, it is probable that an outflow of resources will be required to settle the obligation and the amount can be reliably estimated.

Provisions are measured at present value of management's best estimate of the expenditure required to settle the present obligation at the end of the reporting period. The discount rate used to determine the present value pre-tax rate that reflect current market assessment of the time value of money and the risk specific to the liability.

### l. Contingent Liabilities

Contingent liabilities are disclosed when there is a possible obligation arising from past events, the existence of which will be confirmed only by the occurrence or non occurrence of one or more uncertain future events not wholly within the control of the Company or a present obligation that arises from past events where it is either not probable that an outflow of resources will be required to settle or a reliable estimate of the amount cannot be made.

### m. Cash and Cash Equivalents

In the cash flow statement, cash and cash equivalents include cash in hand, cheques in hand, demand deposits with banks and other short-term highly liquid investments with original maturities upto three months adjusted for bank overdrafts, if any. Bank overdrafts are shown within borrowings in current liabilities in the balance sheet.

### n. Trade receivables

Trade receivables are recognised initially at fair value, less provision for impairment.

### o. Financial instruments

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

#### A. Financial assets

##### (i) Classification

The Company classifies financial assets as subsequently measured at amortised cost, fair value through other comprehensive income or fair value through profit or loss on the basis of its business model for managing the financial assets and the contractual cash flow characteristics of the financial asset.

##### (ii) Initial recognition and Measurement

All financial assets are recognised initially at fair value including, in the case of financial assets not recorded at fair value through profit or loss, transaction costs that are attributable to the acquisition of the financial asset. Purchases or sales of financial assets that require delivery of assets within a time frame established by regulation or convention in the market place (regular way trades) are recognised on the trade date, i.e., the date that the Company commits to purchase or sell the asset.

The company has accounted for its investment in subsidiaries at cost.

##### (iii) Debt instruments at amortised cost

A 'debt instrument' is measured at the amortised cost if both the following conditions are met:

- a) The asset is held within a business model whose objective is to hold assets for collecting contractual cash flows, and
- b) Contractual terms of the asset give rise to cash flows on specified dates that are solely payments of principal and interest (SPPI) on the principal amount outstanding.

After initial measurement, such financial assets are subsequently measured at amortised cost using the effective interest rate (EIR) method. Amortised cost is calculated by taking into account any discount or premium and fees or costs that are an integral part of the EIR. The EIR amortisation is included in finance income in the Statement of Profit and Loss. The losses arising from impairment are recognised in the Statement of Profit and Loss.

Debt instruments included within the fair value through profit and loss (FVTPL) category are measured at fair value with all changes recognized in the Statement of Profit and Loss.

##### (iv) Derecognition

A financial asset is derecognised only when:

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

Where the entity has transferred an asset, the Company evaluates whether it has transferred substantially all risks and rewards of ownership of the financial asset.

# SCHEDULES

## Notes forming part of the Standalone Financial Statements as at and for the year ended March 31, 2018

In such cases, the financial asset is derecognised. Where the entity has not transferred substantially all risks and rewards of ownership of the financial asset, the financial asset is not derecognised.

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

### (v) Impairment of financial assets

In accordance with Ind-AS 109, the Company applies expected credit loss (ECL) model for measurement and recognition of impairment loss on the following financial assets and credit risk exposure:

- a) Financial assets that are debt instruments and are measured at amortised cost e.g., loans, debt securities, deposits and bank balance
- b) Trade receivables

The Company follows 'simplified approach' for recognition of impairment loss allowance on:

- i) Trade receivables which do not contain a significant financing component
- ii) All lease receivables resulting from transactions

The application of simplified approach does not require the Company to track changes in credit risk. Rather, it recognises impairment loss allowance based on lifetime ECL at each reporting date, right from its initial recognition.

For recognition of impairment loss on other financial assets and risk exposure, the Company determines that whether there has been a significant increase in the credit risk since initial recognition. If credit risk has not increased significantly, 12-month ECL is used to provide for impairment loss. However, if credit risk has increased significantly, lifetime ECL is used. If, in a subsequent period, credit quality of the instrument improves such that there is no longer a significant increase in credit risk since initial recognition, then the entity reverts to recognising impairment loss allowance based on 12-month ECL.

## B. Financial liabilities

### (i) Classification

The Company classifies all financial liabilities as subsequently measured at amortised cost, except for

financial liabilities at fair value through Statement of Profit and Loss. Such liabilities, including derivatives that are liabilities, are subsequently measured at fair value.

### (ii) Initial recognition and measurement

Financial liabilities are classified, at initial recognition, as financial liabilities at fair value through profit or loss, loans and borrowings, payables, or as derivatives designated as hedging instruments in an effective hedge, as appropriate.

All financial liabilities are recognised initially at fair value and, in the case of loans and borrowings and payables, net of directly attributable transaction costs.

The Company's financial liabilities include trade and other payables, loans and borrowings including bank overdrafts.

### (iii) Financial liabilities at fair value through Statement of Profit and Loss

Financial liabilities at fair value through profit or loss include financial liabilities held for trading and financial liabilities designated upon initial recognition as at fair value through profit or loss. Financial liabilities are classified as held for trading if they are incurred for the purpose of repurchasing in the near term. This category also includes derivative financial instruments entered into by the Company that are not designated as hedging instruments in hedge relationships as defined by Ind-AS 109. Separated embedded derivatives are also classified as held for trading unless they are designated as effective hedging instruments.

Gains or losses on liabilities held for trading are recognised in the Statement of Profit and Loss.

Financial liabilities designated upon initial recognition at fair value through profit or loss are designated at the initial date of recognition, and only if the criteria in Ind-AS 109 are satisfied. For liabilities designated as fair value through Statement of Profit and Loss (FVTPL), fair value gains/ losses attributable to changes in own credit risk are recognized in OCI. These gains/losses are not subsequently transferred to Statement of Profit and Loss. However, the Company may transfer the cumulative gain or loss within equity. All other changes in fair value of such liability are recognised in the Statement of Profit and Loss. The Company has not designated any financial liability as fair value through Statement of Profit and Loss.

### (iv) Loans and borrowings

After initial recognition, interest-bearing loans and borrowings are subsequently measured at amortised

## SCHEDULES

### Notes forming part of the Standalone Financial Statements as at and for the year ended March 31, 2018

cost using the EIR method. Gains and losses are recognised in Statement of Profit and Loss when the liabilities are derecognized.

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

#### (v) Derecognition

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

#### (vi) Offsetting of financial instruments

Financial assets and financial liabilities are offset and the net amount is reported in the balance sheet if there is a currently enforceable legal right to offset the recognised amounts and there is an intention to settle on a net basis, to realise the assets and settle the liabilities simultaneously.

#### p. Fair value measurement

'Fair value' is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date in the principal or, in its absence, the most advantageous market to which the Company has access at that date. The fair value of a liability reflects its non-performance risk.

All assets and liabilities for which fair value is measured or disclosed in the financial statements are categorised within the fair value hierarchy, described as follows, based on the lowest level input that is significant to the fair value measurement as a whole:

- ▶ Level 1 - Quoted (unadjusted) market prices in active markets for identical assets or liabilities
- ▶ Level 2 - Valuation techniques for which the lowest level input that is significant to the fair value measurement is directly or indirectly observable
- ▶ Level 3 - Valuation techniques for which the lowest level input that is significant to the fair value measurement is unobservable

For assets and liabilities that are recognised in the financial statements on a recurring basis, the Group determines whether

transfers have occurred between levels in the hierarchy by re-assessing categorisation (based on the lowest level input that is significant to the fair value measurement as a whole) at the end of each reporting period.

#### q. Earnings per share

##### (i) Basic earnings per share

Basic earnings per share is calculated by dividing:

- the net profit attributable to owners of the Company
- by the weighted average number of equity shares outstanding during the financial year, adjusted for bonus elements in equity shares issued during the year, if any and excluding treasury shares (Refer note 32).

##### (ii) Diluted earnings per share

Diluted earnings per share adjusts the figures used in the determination of basic earnings per share to take into account:

- the after income tax effect of interest and other financing costs associated with dilutive potential equity shares, and
- the weighted average number of additional equity shares that would have been outstanding assuming the conversion of all dilutive potential equity shares. (Refer note 32).

#### r. Segment Information

The Company has only one operating segment, which is 'integrated air and ground transportation and distribution'. All assets of the Company are domiciled in India and the Company earns its entire revenue from its operations in India. There is no single customer which contributes more than 10% of the Company's total revenues.

#### s. Rounding of amounts

All amounts disclosed in the financial statements and notes have been rounded off to the nearest Lakhs as per the requirement of Schedule III, unless otherwise stated.

## SCHEDULES

Notes forming part of the Standalone Financial Statements as at and for the year ended March 31, 2018

### 4. PROPERTY, PLANT AND EQUIPMENT

in ₹ Lakhs

Description of Assets	GROSS BLOCK (At Cost)				DEPRECIATION				NET BLOCK
	Opening Balance as at April 1, 2017	Additions	Deductions/ Adjustments	Closing Balance as at March 31, 2018	Opening Balance as at April 1, 2017	For the Year	Deductions/ Adjustments	Closing Balance as at March 31, 2018	Closing Balance as at March 31, 2018
<b>Tangible Assets:</b>									
Land - Freehold	3,963	-	-	3,963	-	-	-	-	3,963
Lease hold improvements	500	-	-	500	207	49	-	256	244
Buildings	1,257	-	-	1,257	82	53	-	135	1,122
Office Equipment	2,629	268	27	2,870	736	405	11	1,130	1,740
Electrical Equipment	2,927	247	9	3,165	935	515	7	1,443	1,722
Computers	5,518	1,293	20	6,791	2,021	1,144	16	3,149	3,642
Furniture and Fixtures	5,693	339	13	6,019	1,658	817	9	2,466	3,553
Vehicles	185	26	-	211	64	31	-	95	116
Material Handling Equipment	1,547	87	-	1,634	214	135	-	349	1,285
Machinery and Equipment	621	1	215	407	390	107	214	283	124
<b>Total Tangible Assets</b>	<b>24,840</b>	<b>2,261</b>	<b>284</b>	<b>26,817</b>	<b>6,307</b>	<b>3,256</b>	<b>257</b>	<b>9,306</b>	<b>17,511</b>
Capital work-in-progress	-	-	-	-	-	-	-	-	675

### 4 (a). OTHER INTANGIBLE ASSETS

in ₹ Lakhs

Description of Assets	GROSS BLOCK (At Cost)				AMORTISATION				NET BLOCK
	Opening Balance as at April 1, 2017	Additions	Deductions/ Adjustments	Closing Balance as at March 31, 2018	Opening Balance as at April 1, 2017	For the Year	Deductions/ Adjustments	Closing Balance as at March 31, 2018	Closing Balance as at March 31, 2018
<b>Intangible Assets:</b>									
Computer Software	5,278	788	-	6,066	1,612	1,002	-	2,614	3,452
Internally Generated Software	1,703	-	-	1,703	480	240	-	720	983
<b>Total Intangible Assets</b>	<b>6,981</b>	<b>788</b>	<b>-</b>	<b>7,769</b>	<b>2,092</b>	<b>1,242</b>	<b>-</b>	<b>3,334</b>	<b>4,435</b>
Intangible Assets under development	-	-	-	-	-	-	-	-	3,990
Expenses capitalised in respect of above Intangible Assets under development									
Employee benefit expenses	1,838	395	188	2,045	-	-	-	-	2,045
Other Expenses	75	14	-	89	-	-	-	-	89
<b>Total</b>	<b>1,913</b>	<b>409</b>	<b>188</b>	<b>2,134</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>2,134</b>

## SCHEDULES

Notes forming part of the Standalone Financial Statements as at and for the year ended March 31, 2018

### 4. PROPERTY, PLANT AND EQUIPMENT

in ₹ Lakhs

Description of Assets	GROSS BLOCK (At Cost)				DEPRECIATION				NET BLOCK
	Opening Balance as at April 1, 2016	Additions	Deductions/ Adjustments	Closing Balance as at March 31, 2017	Opening Balance as at April 1, 2016	For the Year	Deductions/ Adjustments	Closing Balance as at March 31, 2017	Closing Balance as at March 31, 2017
<b>Tangible Assets:</b>									
Land - Freehold	3,963	-	-	3,963	-	-	-	-	3,963
Lease hold improvements	452	49	1	500	52	155	-	207	293
Buildings	1,244	13	-	1,257	53	29	-	82	1,175
Office Equipment	2,196	538	105	2,629	338	403	5	736	1,893
Electrical Equipment	2,501	398	(28)	2,927	509	431	5	935	1,992
Computers	4,847	679	8	5,518	936	1,088	3	2,021	3,497
Furniture and Fixtures	5,175	522	4	5,693	819	842	3	1,658	4,035
Vehicles	121	64	-	185	32	32	-	64	121
Material Handling Equipment	1,430	78	(39)	1,547	85	129	-	214	1,333
Machinery and Equipment	560	41	(20)	621	204	186	-	390	231
<b>Total Tangible Assets</b>	<b>22,489</b>	<b>2,382</b>	<b>31</b>	<b>24,840</b>	<b>3,028</b>	<b>3,295</b>	<b>16</b>	<b>6,307</b>	<b>18,533</b>
Capital work-in-progress	-	-	-	-	-	-	-	-	291

Expenses capitalised in respect of above capital work-in-progress									
Other Expenses	11	-	11	-	-	-	-	-	-
<b>Total</b>	<b>11</b>	<b>-</b>	<b>11</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>

### 4 (a). OTHER INTANGIBLE ASSETS

in ₹ Lakhs

Description of Assets	GROSS BLOCK (At Cost)				AMORTISATION				NET BLOCK
	Opening Balance as at April 1, 2016	Additions	Deductions/ Adjustments	Closing Balance as at March 31, 2017	Opening Balance as at April 1, 2016	For the Year	Deductions/ Adjustments	Closing Balance as at March 31, 2017	Closing Balance as at March 31, 2017
<b>Intangible Assets:</b>									
Computer Software	4,164	1,114	-	5,278	754	858	-	1,612	3,666
Internally Generated Software	1,703	-	-	1,703	240	240	-	480	1,223
<b>Total Intangible Assets</b>	<b>5,867</b>	<b>1,114</b>	<b>-</b>	<b>6,981</b>	<b>994</b>	<b>1,098</b>	<b>-</b>	<b>2,092</b>	<b>4,889</b>
Intangible Assets under development	-	-	-	-	-	-	-	-	3,054

Expenses capitalised in respect of above Intangible Assets under development									
Employee benefit expenses	952	1,006	120	1,838	-	-	-	-	1,838
Other Expenses	63	12	-	75	-	-	-	-	75
<b>Total</b>	<b>1,015</b>	<b>1,018</b>	<b>120</b>	<b>1,913</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1,913</b>

## SCHEDULES

Notes forming part of the Standalone Financial Statements as at and for the year ended March 31, 2018

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
<b>5 NON-CURRENT INVESTMENTS</b>		
<b>Investment in unquoted equity instruments</b> (Fully paid up)		
<b>Investment in Subsidiaries</b>		
24,000,000 (March 31, 2017 - 24,000,000) equity shares of ₹ 10 each in Blue Dart Aviation Limited	14,260	14,260
1,10,000 (March 31, 2017 - 1,10,000) equity shares of ₹ 10 each fully paid up in Concorde Air Logistics Limited	146	146
<b>Total</b>	<b>14,406</b>	<b>14,406</b>
Aggregate amount of unquoted investments	14,406	14,406
<b>6 (a) NON-CURRENT LOANS</b>		
(Unsecured, considered good, unless otherwise stated)		
Loans to Subsidiary (Refer note 41)	1,093	2,996
<b>Total</b>	<b>1,093</b>	<b>2,996</b>
<b>6 (b) CURRENT LOANS</b>		
(Unsecured, considered good, unless otherwise stated)		
Loans to Subsidiary (Refer note 41)	1,903	2,441
Loans and advances to employees	100	106
<b>Total</b>	<b>2,003</b>	<b>2,547</b>
<b>7 OTHER NON-CURRENT FINANCIAL ASSETS</b>		
Margin money deposit	35	29
Long term deposits with banks with maturity period more than 12 months	15	98
<b>Advances</b>		
Aircraft Payload Deposit to Subsidiary	1,773	2,049
Deposits	4,553	4,887
<b>Total</b>	<b>6,376</b>	<b>7,063</b>
<b>8 DEFERRED TAX ASSETS/LIABILITIES (NET)</b>		
<b>Deferred Tax Asset</b>		
Provision for Compensated Absences	852	816
Provision for Bonus	289	267
Provision for Gratuity	187	315
Others	446	204
<b>Gross Deferred Tax Asset</b>	<b>1,774</b>	<b>1,602</b>
<b>Deferred Tax Liability</b>		
Depreciation	1,260	1,751
<b>Gross Deferred Tax Liability</b>	<b>1,260</b>	<b>1,751</b>
<b>Total</b>	<b>514</b>	<b>(149)</b>

## SCHEDULES

Notes forming part of the Standalone Financial Statements as at and for the year ended March 31, 2018

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
<b>9 NON-CURRENT TAX ASSETS (NET)</b>		
Opening balance	932	692
Less: Current tax payable for the year	7,996	7,850
Add: Adjustment of tax relating to earlier years	351	-
Add: Taxes paid	7,188	8,090
Closing balance	<b>475</b>	<b>932</b>
Advance income tax	63,356	56,168
Provision for tax	62,881	55,236
Advance income tax (Net of provision for tax)	<b>475</b>	<b>932</b>
<b>10 OTHER NON-CURRENT ASSETS</b>		
Capital advances	108	207
Prepaid expenses	833	377
<b>Total</b>	<b>941</b>	<b>584</b>
<b>11 INVENTORIES</b> [Refer note 3(d)]		
Packing and Stationery Consumables	448	553
<b>Total</b>	<b>448</b>	<b>553</b>
<b>12 TRADE RECEIVABLES</b>		
(Unsecured, considered good)		
Trade receivables	38,974	34,278
Receivables from related parties [Refer note 37(E)(i)]	3,027	1,697
<b>Total</b>	<b>42,001</b>	<b>35,975</b>
<b>13 CASH AND CASH EQUIVALENTS</b>		
Cash and Cash Equivalents		
Cheques and Drafts on hand	965	932
Balances with banks:		
In current accounts*	13,020	8,093
Deposits with maturity period less than 3 months	8,000	16,000
Cash on hand	492	407
<b>Total</b>	<b>22,477</b>	<b>25,432</b>
* Bank balances in current account include collections on "Cash on Delivery" shipments held on behalf of customers.	4,261	4,262
<b>14 BANK BALANCES OTHER THAN ABOVE</b>		
Unpaid dividend accounts	80	74
Unpaid interest accounts	47	37

## SCHEDULES

### Notes forming part of the Standalone Financial Statements as at and for the year ended March 31, 2018

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
Unpaid debenture accounts	78	-
Deposits with maturity period more than 3 months but less than 12 months	50	-
<b>Total</b>	<b>255</b>	<b>111</b>
<b>15 OTHER CURRENT FINANCIAL ASSETS</b>		
(Unsecured, considered good)		
Interest accrued on Deposits	117	11
Octroi Recoverable	-	2,870
Others	1,895	1,830
<b>Total</b>	<b>2,012</b>	<b>4,711</b>
<b>16 OTHER CURRENT ASSETS</b>		
Deferred costs (Refer note below)	1,164	738
Prepaid expenses	1,610	1,452
Balances with Government Authorities	255	894
<b>Total</b>	<b>3,029</b>	<b>3,084</b>
Note: Deferred costs represent costs pertaining to undelivered shipments as at the reporting date.		
<b>17 SHARE CAPITAL</b>		
Authorised		
40,000,000 equity shares (March 31, 2017: 40,000,000) of ₹ 10 each	4,000	4,000
Issued, Subscribed and Paid up		
23,727,934 equity shares (March 31, 2017 : 23,727,934) of ₹ 10 each fully paid-up	2,373	2,373
Add: Forfeited Shares	3	3
<b>Total</b>	<b>2,376</b>	<b>2,376</b>

#### a. Reconciliation of the number of shares

	As at March 31, 2018		As at March 31, 2017	
	Number of shares	Amount (₹ In Lakhs)	Number of shares	Amount (₹ In Lakhs)
Balance as at the beginning of the year	2,37,27,934	2,373	2,37,27,934	2,373
Additions/Deletions during the year	-	-	-	-
Balance as at the end of the year	2,37,27,934	2,373	2,37,27,934	2,373

#### b. Rights, preferences and restrictions attached to equity shares

The Company has only one class of equity shares having a par value of ₹ 10 per share. Every share holder is entitled to participate in dividends. Each shareholder of equity shares is entitled to one vote per share.

The Company declares and pays dividend in Indian Rupees. The dividend proposed by the Board of Directors is subject to the approval of the shareholders in the ensuing Annual General Meeting, except in case of interim dividend which is approved by the Board of Directors.

In the event of liquidation, the equity share holders are eligible to receive the remaining assets of the Company after distribution of all preferential amounts, in proportion to their share holding.

## SCHEDULES

### Notes forming part of the Standalone Financial Statements as at and for the year ended March 31, 2018

#### c. Shares held by Holding Company

Out of the above equity shares issued by the Company, shares held by the Holding Company:

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
DHL Express (Singapore) Pte. Limited, Singapore the Holding Company		
17,795,950 (March 31, 2017: 17,795,950) equity shares of ₹ 10 each fully paid up	1,780	1,780

#### d. Details of shares held by shareholders holding more than 5% of the aggregate shares in the Company

	As at March 31, 2018		As at March 31, 2017	
	Number of shares	%	Number of shares	%
DHL Express (Singapore) Pte. Limited, Singapore	17,795,950	75.00%	17,795,950	75.00%
Derive Trading Private Limited (along with persons acting in concert)	1,268,696	5.35%	1,268,696	5.35%

### 18 OTHER EQUITY

#### Reserves and Surplus

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
Securities Premium Reserve	3,475	3,475
General Reserve	6,193	6,193
Debenture Redemption Reserve	3,243	5,638
Retained earnings	46,838	34,490
<b>Total</b>	<b>59,749</b>	<b>49,796</b>

#### Securities Premium Reserve

<b>Balance as at the beginning and end of the year</b>	<b>3,475</b>	<b>3,475</b>
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#### General Reserve

<b>Balance as at the beginning and end of the year</b>	<b>6,193</b>	<b>6,193</b>
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#### Debenture Redemption Reserve

Balance as at the beginning of the year	5,638	3,305
Add: Transferred from/(to) Retained Earnings during the year	(2,395)	2,333
<b>Balance as at the end of the year</b>	<b>3,243</b>	<b>5,638</b>

#### Retained Earnings

Balance as at the beginning of the year	34,490	31,713
Add: Profit for the year	14,210	13,957
Less: Appropriations		
Dividend (including dividend distribution tax)	4,284	8,568
Transfer to/(from) Debenture Redemption Reserve	(2,395)	2,333

## SCHEDULES

Notes forming part of the Standalone Financial Statements as at and for the year ended March 31, 2018

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
Items of other comprehensive income recognised directly in retained earnings:		
Remeasurement of post employment benefit obligations, net of tax	(27)	279
<b>Balance as at the end of the year</b>	<b>46,838</b>	<b>34,490</b>
<b>Total</b>	<b>59,749</b>	<b>49,796</b>

### Nature and purpose of reserves:

#### Securities Premium Reserve

Securities Premium reserve is used to record the premium on shares. The reserve is utilised in accordance with the provisions of the Act.

#### Debenture Redemption Reserve

The Company is required to create a debenture redemption reserve, out of the profits which are available for payment of dividend, for the purpose of redemption of debentures. The Company has created a Debenture Redemption Reserve amounting to ₹ 3,243 Lakhs and ₹ 5,638 Lakhs as on March 31, 2018 and March 31, 2017 respectively as per the requirements of the Act and in accordance with the clarifications given by the Ministry of Corporate Affairs.

During the year ended March 31, 2015, the Company had issued and allotted 166,095,538 nos. of Series I, 94,911,736 nos. of Series II and 71,183,802 nos. of Series III, Unsecured Redeemable Non-convertible Fully Paid Debentures of ₹ 10 each by way of Bonus, aggregating to ₹ 33,219 Lakhs to its shareholders by appropriating the Surplus in the Statement of Profit and Loss (Retained earning as per Ind AS) through a Scheme of Arrangement (Scheme) approved by Hon'ble High Court of Mumbai and other relevant authorities.

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
<b>19 NON CURRENT FINANCIAL LIABILITY- BORROWINGS</b>		
<b>Unsecured Non Convertible Debentures</b>		
Unsecured Debentures (Series III)	7,118	7,118
Unsecured Debentures (Series II)	-	9,491
<b>Total</b>	<b>7,118</b>	<b>16,609</b>

Debentures series (I, II and III) were issued on November 21, 2014 and the redemption period for the said series I, II and III is 36 months, 48 months and 60 months respectively from the date of allotment.

The Company has accrued and paid interest on the said Debentures for the period from April 1, 2017 to March 31, 2018 aggregating to ₹ 2,558 Lakhs (Previous year ₹ 3,113 Lakhs). Rate of interest for Debenture series I is 9.30%, for series II is 9.40% and for series III is 9.50%.

### Terms of repayment and rate of interest for unsecured borrowings:

Particulars	As at March 31, 2018		
	Amount (in ₹ Lakhs)	Terms of Repayment	Rate of Interest
Unsecured Debentures (Series III)	7,118	20-Nov-19	9.50%
Unsecured Debentures (Series II)	9,491	20-Nov-18	9.40%
<b>Total interest-bearing liabilities</b>	<b>16,609</b>		

## SCHEDULES

Notes forming part of the Standalone Financial Statements as at and for the year ended March 31, 2018

Terms of repayment and rate of interest for unsecured borrowings:

As at March 31, 2017

Particulars	Amount (in ₹ Lakhs)	Terms of Repayment	Rate of Interest
Unsecured Debentures (Series III)	7,118	20-Nov-19	9.50%
Unsecured Debentures (Series II)	9,491	20-Nov-18	9.40%
Unsecured Debentures (Series I)	16,610	20-Nov-17	9.30%
<b>Total interest-bearing liabilities</b>	<b>33,219</b>		

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
<b>20 (a) NON-CURRENT EMPLOYEE BENEFIT OBLIGATIONS</b>		
Provision for employee benefits:		
Provision for Compensated Absences [Refer notes 29]	-	1,857
Other employee benefits payable	580	677
<b>Total</b>	<b>580</b>	<b>2,534</b>
<b>20 (b) CURRENT EMPLOYEE BENEFIT OBLIGATIONS</b>		
Provision for employee benefits:		
Provision for Gratuity [Refer notes 28]	541	911
Provision for Compensated Absences [Refer notes 28]	2,460	501
Other employee benefits payable	3,188	4,206
<b>Total</b>	<b>6,189</b>	<b>5,618</b>
<b>21 CURRENT FINANCIAL LIABILITY - BORROWINGS</b>		
<b>Unsecured Non Convertible Debentures (Refer note 19)</b>		
Unsecured Debentures (Series II)	9,491	-
Unsecured Debentures (Series I)	-	16,610
<b>Total</b>	<b>9,491</b>	<b>16,610</b>
<b>22 TRADE PAYABLES</b>		
Trade Payables:		
Total outstanding dues of micro enterprises and small enterprises (Refer note 38)	268	269
Total outstanding dues of creditors other than micro enterprises and small enterprises:		
Trade payables other than related parties	13,471	12,013
Trade payables to related parties [Refer note 37(E)(i)]	7,696	3,137
Other payables	8,157	6,794
<b>Total</b>	<b>29,592</b>	<b>22,213</b>
<b>23 OTHER FINANCIAL LIABILITIES</b>		
Unpaid Dividend (Refer note below)	80	74

## SCHEDULES

### Notes forming part of the Standalone Financial Statements as at and for the year ended March 31, 2018

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
Unpaid Interest (Refer note below)	47	37
Unpaid Debenture (Refer note below)	78	-
Payables towards 'Cash on Delivery' shipments	5,743	6,569
Trade Deposits	874	1,448
<b>Total</b>	<b>6,822</b>	<b>8,128</b>
Note: There are no amounts due for payment to the Investor Education and Protection Fund under Section 125 of the Act as at the respective year ends.		
<b>24 OTHER CURRENT LIABILITIES</b>		
Statutory dues (including Provident Fund, GST, Service Tax, Employees State Insurance and Tax Deducted at Source)	724	1,128
<b>Total</b>	<b>724</b>	<b>1,128</b>
<b>25 REVENUE FROM OPERATIONS</b>		
Service charges	279,085	268,087
<b>Total</b>	<b>279,085</b>	<b>268,087</b>
<b>26 OTHER INCOME</b>		
Dividend from Mutual Funds	354	418
Interest on Loans/Inter corporate deposits to Subsidiary	561	982
Interest on deposits with banks	477	620
Unwinding interest on Payload Deposit and Lease Deposit	580	504
Net Gain on Foreign Currency Transactions and Translation	8	16
Miscellaneous income	274	242
<b>Total</b>	<b>2,254</b>	<b>2,782</b>
<b>27 FREIGHT, HANDLING AND SERVICING COSTS</b>		
Aircraft charter costs	65,786	60,846
Domestic network operating costs	71,462	67,243
International servicing charges	13,489	12,180
Commercial airlift charges	15,958	15,706
Handling and clearing charges	7,422	7,567
Printing, stationery and consumables	3,874	4,252
<b>Total</b>	<b>177,991</b>	<b>167,794</b>

## SCHEDULES

Notes forming part of the Standalone Financial Statements as at and for the year ended March 31, 2018

	Year ended March 31, 2018 in ₹ Lakhs	Year ended March 31, 2017 in ₹ Lakhs
<b>28 EMPLOYEE BENEFITS EXPENSE</b>		
Salaries, Bonus and Leave Encashment	38,652	36,824
Contribution to Provident and other funds	2,422	2,061
Gratuity	581	485
Staff welfare expenses	3,330	3,265
<b>Total</b>	<b>44,985</b>	<b>42,635</b>

The Company has classified the various employee benefits provided to employees as under:

### I Defined Contribution Plans

- a. Superannuation Fund
- b. State Defined Contribution Plans
  - i. Employers' Contribution to Employee's State Insurance
  - ii. Employers' Contribution to Employee's Pension Scheme 1995
  - iii. Employers' Contribution to Provident Fund

During the year, the Company has recognised the following amounts in the Statement of Profit and Loss under "Contribution to provident and other funds" -

	Year ended March 31, 2018 in ₹ Lakhs	Year ended March 31, 2017 in ₹ Lakhs
- Employers' Contribution to Provident Fund	693	601
- Employers' Contribution to Superannuation Fund	91	95
- Employers' Contribution to Employee's State Insurance	562	363
- Employers' Contribution to Employee's Pension Scheme 1995	887	814

### II Defined Benefit Plans

#### I. Gratuity:

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

	Present value of obligation	Fair value of plan assets	Net defined benefit (asset) /liability
<b>Balance as on April 1, 2017</b>	<b>6,259</b>	<b>(5,348)</b>	<b>911</b>
Interest Cost/(Income)	484	(414)	70
Current Service Cost	511	-	511
<b>Total amount recognised in profit or loss</b>	<b>995</b>	<b>(414)</b>	<b>581</b>
Return on Plan Assets	-	(69)	(69)
Remeasurements			
(Gain)/loss from change in demographic assumptions	-	-	-
(Gain)/loss from change in financial assumptions	(103)	-	(103)
Experience (gain)/losses	131	-	131

## SCHEDULES

Notes forming part of the Standalone Financial Statements as at and for the year ended March 31, 2018

	Present value of obligation	Fair value of plan assets	Net defined benefit (asset) /liability
<b>Total amount recognised in other comprehensive income</b>	<b>28</b>	<b>(69)</b>	<b>(41)</b>
Benefits Paid	(187)	187	-
Transferred In/Acquisitions	11	(11)	-
Contributions	-	(910)	(910)
<b>Balance as on March 31, 2018</b>	<b>7,106</b>	<b>(6,565)</b>	<b>541</b>
<b>Balance as on April 1, 2016</b>	<b>5,130</b>	<b>(4,463)</b>	<b>667</b>
Interest Cost/(Income)	409	(356)	53
Current Service Cost	432	-	432
Expected Return on Plan Assets	-	-	-
<b>Total amount recognised in profit or loss</b>	<b>841</b>	<b>(356)</b>	<b>485</b>
Return on Plan Assets	-	(5)	(5)
Remeasurements			
(Gain)/loss from change in demographic assumptions	-	-	-
(Gain)/loss from change in financial assumptions	160	-	160
Experience (gain)/losses	271	-	271
<b>Total amount recognised in other comprehensive income</b>	<b>431</b>	<b>(5)</b>	<b>426</b>
Benefits Paid	(143)	143	-
Contributions	-	(667)	(667)
<b>Balance as on March 31, 2017</b>	<b>6,259</b>	<b>(5,348)</b>	<b>911</b>

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
<b>B) Reconciliation of Present Value of Defined Benefit Obligation and the Fair value of Assets</b>		
Present Value of funded obligation as at the year end	7,106	6,259
Fair Value of Plan Assets as at the end of the year	6,565	5,348
Funded Status	(541)	(911)
<b>C) Amount recognised in the Balance Sheet</b>		
Present Value of Obligation at the end of the year	(7,106)	(6,259)
Fair value of plan assets at the end of the year	6,565	5,348
Liability recognised in the Balance Sheet	(541)	(911)

## SCHEDULES

### Notes forming part of the Standalone Financial Statements as at and for the year ended March 31, 2018

- D) i) Valuations in respect of Gratuity has been carried out by an independent actuary, as at the Balance sheet date, based on the following assumptions:

	As at March 31, 2018	As at March 31, 2017
Discount Rate and Rate of Return on Plan Assets (per annum)	7.87%	7.74%
Rate of increase in Compensation levels (refer note below)	7.25%	7.25%
Attrition rate	1%	1%

Note: The estimates of future salary increases, considered in actuarial valuation, takes into account, inflation, seniority, promotions and other relevant factors, such as demand and supply in the employment market.

ii) **Sensitivity analysis**

Reasonably possible changes at the reporting date to one of the relevant actuarial assumptions, holding other assumptions constant, would have affected the defined benefit obligation by the amounts shown below.

	Impact on defined benefit obligation (In ₹ Lakhs)			
	As at March 31, 2018		As at March 31, 2017	
	Increase	Decrease	Increase	Decrease
Discount Rate (0.5 % movement)	(374)	409	(340)	372
Rate of increase in Compensation levels (0.5 % movement)	409	(378)	372	(343)
Attrition rate (0.5 % movement)	20	(22)	14	(15)

Although the analysis does not take account of the full distribution of cash flows expected under the plan, it does provide an approximation of the sensitivity of the assumptions shown.

iii) **Percentage of each category of Plan Assets to total Fair Value of Plan Assets**

The Plan Assets are administered by Life Insurance Corporation of India ("LIC") as per Investment Pattern stipulated for Pension and Group Schemes Fund by Insurance Regulatory and Development Authority ('IRDA') regulations.

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
Insured fund in LIC	6,565	5,348
iv) Expected gratuity contribution for the next years.	1,088	1,000
Weighted average duration of the Defined Benefit Obligation (in years)	12	12
Maturity profile of defined benefit obligation:		
Within 1 year	538	377
1-2 year	222	124
2-3 year	364	335
3-4 year	294	409
4-5 year	580	340
5-10 years	2,906	3,851

## SCHEDULES

Notes forming part of the Standalone Financial Statements as at and for the year ended March 31, 2018

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
<b>E) Compensated Absences</b>		
Non-current employee benefit obligations (Refer note 20(a))	-	1,857
Current employee benefit obligations (Refer note 20(b))	2,460	501
	<b>Year ended March 31, 2018 in ₹ Lakhs</b>	<b>Year ended March 31, 2017 in ₹ Lakhs</b>
<b>29 FINANCE COSTS</b>		
Interest on Bank Overdraft	1	12
Interest on Debentures	2,558	3,113
<b>Total</b>	<b>2,559</b>	<b>3,125</b>
<b>30 DEPRECIATION AND AMORTISATION EXPENSE</b>		
Depreciation on Tangible assets	3,256	3,295
Amortisation on Intangible assets	1,242	1,098
<b>Total</b>	<b>4,498</b>	<b>4,393</b>
<b>31 OTHER EXPENSES</b>		
Rent	12,987	12,285
Office expenses	3,542	2,935
Security expenses	3,683	3,246
Electricity	1,977	1,822
Repairs and maintenance	2,589	2,154
Communication expenses	1,733	1,536
Directors sitting fees	19	15
Legal and professional	892	4,282
Payment to Auditors		
As auditor:		
Statutory Audit fees	45	43
Tax Audit fees	6	6
Reimbursement of Expenses	2	5
Other Matters	6	52
Rates and taxes	796	766
Travelling and conveyance	408	398
Lease rentals	359	321
Insurance	405	330
Sales promotion and advertising	213	271
Bad debts written off / (back)	(44)	156
Expenditure towards Corporate Social Responsibility activities (Refer note below)	468	547
Loss on sale/scraping of Property, Plant and Equipment (Net)	1	6

## SCHEDULES

### Notes forming part of the Standalone Financial Statements as at and for the year ended March 31, 2018

	Year ended March 31, 2018 in ₹ Lakhs	Year ended March 31, 2017 in ₹ Lakhs
Miscellaneous expenses	41	40
<b>Total</b>	<b>30,128</b>	<b>31,216</b>
Note:- Expenditure on Corporate Social Responsibility Activities		
a) Gross amount required to be spent by the Company during the year	468	547
b) Amount spent during the year on (in cash):		
(i) Expenditure on Educational programmes	182	182
(ii) Expenditure on Health care programmes	32	81
(iii) Expenditure on promoting sports	-	27
(iv) Expenditure on accomodation for needy children	123	123
(v) Expenditure for plantation of trees	104	43
(vi) Expenditure on Cataract Surgeries	-	25
(vii) Donation	-	28
(viii) Other CSR expenditures	27	38
<b>Total</b>	<b>468</b>	<b>547</b>

### 32 EARNINGS PER SHARE

Profit for the year	14,210	13,957
Weighted average number of shares (Nos.)	23,727,934	23,727,934
Basic and Diluted Earnings Per Share (In ₹)	59.89	58.82
Nominal value of shares outstanding (In ₹)	10	10

### 33 OPERATING LEASES

- a. The Company has entered into various non-cancellable operating lease agreements for official/ residential premises for a period of two to six years. Future minimum rentals payable under non-cancellable operating leases are as follows:

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
Not later than one year	1,896	2,175
Later than one year and not later than five years	2,034	3,249
Later than five years	41	84
Charge for the year	2,590	2,707

Note: The operating lease arrangements for official/ residential premises are renewable on a periodic basis and some of these lease agreements have price escalation clauses.

- b. Company has entered into various cancellable leasing arrangements for motor cars, office equipments and for official/residential premises. The lease rentals for motor cars of ₹ 622 Lakhs [Previous year - ₹ 591 Lakhs] have been included under the head "Employee Benefits Expense - Salaries, Bonus and Leave Encashment" under note 28 forming part of the Statement of Profit and Loss.

Lease rentals for office equipments of ₹ 359 Lakhs [Previous year - ₹ 321 Lakhs] has been included under the head "Other Expenses - Lease Rentals" under Note 31 forming part of the Statement of Profit and Loss.

Lease rentals for official and residential premises of ₹ 10,010 Lakhs [Previous year - ₹ 9,246 Lakhs] has been included under the head "Other Expenses - Rent" under note 31 forming part of the Statement of Profit and Loss.

Lease rentals for OTM Machines of ₹ 932 Lakhs [Previous year - ₹ 838 Lakhs] has been included under the head "Freight, Handling and Servicing Costs - Domestic network operating costs" under note 27 forming part of the Statement of Profit and Loss.

## SCHEDULES

### Notes forming part of the Standalone Financial Statements as at and for the year ended March 31, 2018

- c. Company has entered into various cancellable leasing arrangements for network vehicles. The lease component included in domestic network operating cost amounting to ₹ 1,829 Lakhs [Previous year - ₹ 1,718 Lakhs] has been included under the head "Freight, Handling and Servicing Costs- Domestic Network operating cost" under note 27 forming part of the Statement of Profit and Loss.
- d. Company has entered into Aircraft Crew Maintenance Insurance (ACMI) agreement with Blue Dart Aviation Limited. The lease component included in Aircraft charter costs amounting to ₹ 9,765 [Previous year - ₹ 8,240 Lakhs] has been included under the head "Freight, Handling and Servicing Costs- Aircraft charter costs" under note 27 forming part of the Statement of Profit and Loss.

### 34 SEGMENT INFORMATION

The Company has only one operating segment, which is integrated air and ground transportation and distribution. All assets of the Company are domiciled in India and the Company earns its entire revenue from its operations in India. There is no single customer which contributes more than 10% of the Company's total revenues.

### 35 FINANCIAL INSTRUMENTS – FAIR VALUES AND RISK MANAGEMENT

#### A Accounting classification and fair values

The carrying value and fair values of financial instruments by categories are as follows. It does not include fair value information for financial assets and financial liabilities if the carrying amount is a reasonable approximation of its fair value.

		Carrying amount			in ₹ Lakhs
March 31, 2018	Note No.	FVTPL	FVTOCI	Amortised Cost	Total
<b>Financial assets</b>					
(i) Loans (Refer note 2 below)	6 (a) and 6(b)	-	-	3,096	3,096
(ii) Trade receivables (Refer note 1 below)	12	-	-	42,001	42,001
(iii) Cash and cash equivalents (Refer note 1 below)	13	-	-	22,477	22,477
(iv) Bank balances other than above (Refer note 1 below)	14	-	-	255	255
(v) Deposits (Refer note 2 below)	7 and 15	-	-	6,326	6,326
(vi) Other financial assets (Refer note 1 below)	7 and 15	-	-	2,062	2,062
		-	-	<b>76,217</b>	<b>76,217</b>
<b>Financial liabilities</b>					
(i) Borrowings (Refer note 3 below)	19 and 21	-	-	16,609	16,609
(ii) Trade payables (Refer note 1 below)	22	-	-	29,592	29,592
(iii) Other financial liabilities (Refer note 1 below)	23	-	-	6,822	6,822
		-	-	<b>53,023</b>	<b>53,023</b>

		Carrying amount			in ₹ Lakhs
March 31, 2017	Note No.	FVTPL	FVTOCI	Amortised Cost	Total
<b>Financial assets</b>					
(i) Loans (Refer note 2 below)	6 (a) and 6 (b)	-	-	5,543	5,543
(ii) Trade receivables (Refer note 1 below)	12	-	-	35,975	35,975
(iii) Cash and cash equivalents (Refer note 1 below)	13	-	-	25,432	25,432
(iv) Bank balances other than above (Refer note 1 below)	14	-	-	111	111
(v) Deposits (Refer note 2 below)	7 and 15	-	-	6,936	6,936
(vi) Other financial assets (Refer note 1 below)	7 and 15	-	-	4,838	4,838
		-	-	<b>78,835</b>	<b>78,835</b>

## SCHEDULES

### Notes forming part of the Standalone Financial Statements as at and for the year ended March 31, 2018

April 1, 2017	Note No.	Carrying amount			
		FVTPL	FVTOCI	Amortised Cost	Total
<b>Financial liabilities</b>					
(i) Borrowings (Refer note 3 below)	19 and 21	-	-	33,219	33,219
(ii) Trade payables (Refer note 1 below)	22	-	-	22,213	22,213
(iii) Other financial liabilities (Refer note 1 below)	23	-	-	8,128	8,128
		-	-	<b>63,560</b>	<b>63,560</b>

**Note 1:** The carrying value of Trade receivables, cash and cash equivalents, other bank balances, other financial assets, trade payables, other financial liability are considered to be the same as their fair values due to their short term nature.

**Note 2:** Difference between carrying amounts and fair values of loans, deposits, other non-current financial assets measured at amortised cost is not significantly different in each of the year presented.

**Note 3:** The borrowings are classified under level 1 in fair value hierarchy with quoted prices in active markets of ₹ 16,669 lakhs (Previous year: ₹ 33,596 Lakhs).

### B Financial Risk management

#### i) Risk management framework

The Company's activities expose it to a variety of financial risks, including market risk, credit risk and liquidity risk. The Company's primary risk management focus is to minimize potential adverse effects of market risk on its financial performance. The Company's risk assessment and policies and processes are established to identify and analyze the risks faced by the Company, to set appropriate risk limits and controls, and to monitor such risks and compliance with the policies and processes. Risk assessment and policies and processes are reviewed regularly to reflect changes in market conditions and the Company's activities. The Board of Directors and the management is responsible for overseeing the Company's risk assessment and policies and processes.

#### ii) Credit Risk

Credit risk is the risk of financial loss to the Company if a customer or counterparty to a financial instrument fails to meet its contractual obligations, and arises principally from the Company's receivables from customers. Credit risk is managed through credit approvals, establishing credit limits and continuously monitoring the credit worthiness of customers to which the Company grants credit terms in the normal course of business. The Company establishes an allowance for doubtful debts and impairment that represents its estimate of expected credit loss in respect of trade and other receivables and investments.

#### Trade and other receivables

The Company's exposure to credit risk is influenced mainly by the individual characteristics of each customer. The demographics of the customer, including the default risk of the industry and country in which the customer operates, also have an influence on credit risk assessment.

Concentrations of credit risk with respect to trade receivables are limited, due to the Company's customer base being large and diverse and also on account of realisation of receivables within six months. All trade receivables are reviewed and assessed for default on a regular basis.

Our historical experience of collecting receivables, supported by the level of default, is that credit risk is low.

#### Cash and cash equivalents

The Company held cash and cash equivalents with credit worthy banks and financial institutions of ₹ 21,120 Lakhs and ₹ 24,220 Lakhs as at March 31, 2018 and March 31, 2017 respectively. The credit worthiness of such banks and financial institutions is evaluated by the management on an ongoing basis and is considered to be good.

## SCHEDULES

### Notes forming part of the Standalone Financial Statements as at and for the year ended March 31, 2018

#### Security deposits given to lessors

The Company has given security deposit to lessors for premises leased by the Company as at March 31, 2018 and March 31, 2017. The credit worthiness of such lessors is evaluated by the management on an ongoing basis and is considered to be good.

#### Loans and Payload deposit given to subsidiary

The Company has given loan to its subsidiaries of ₹ 2,996 Lakhs and ₹ 5,437 Lakhs as at March 31, 2018 and March 31, 2017 respectively. The Company has given payload deposit to its subsidiary (Blue Dart Aviation Limited) of ₹ 2,150 Lakhs and ₹ 2,150 Lakhs as at March 31, 2018 and March 31, 2017 respectively. The approved future business plans and cash flow projections of the subsidiaries are evaluated by the management of the Company on an ongoing basis and based on this evaluation the recoverability of the payload deposit is considered to be good.

#### iii) Liquidity risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they become due. The Company manages its liquidity risk by ensuring, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions, without incurring unacceptable losses or risk to the Company's reputation.

The Company has access to funds from non-convertible debentures.

As of March 31, 2018, the Company had working capital of ₹ 19,407 Lakhs including loans of ₹ 2,003 Lakhs, cash and cash equivalents of ₹ 22,477 Lakhs, trade receivables of ₹ 42,001 Lakhs, other assets of ₹ 5,744 Lakhs, employee benefit obligations of ₹ 6,189 Lakhs, trade payables of ₹ 29,592 Lakhs, borrowings of ₹ 9,491 Lakhs and other financial liabilities of ₹ 7,546 Lakhs.

As of March 31, 2017, the Company had working capital of ₹ 18,716 Lakhs including loans of ₹ 2,547 Lakhs, cash and cash equivalents of ₹ 25,432 Lakhs, trade receivables of ₹ 35,975 Lakhs, other assets of ₹ 8,459 Lakhs, employee benefit obligations of ₹ 5,618 Lakhs, trade payables of ₹ 22,213 Lakhs, borrowings of ₹ 16,610 Lakhs and other financial liabilities of ₹ 9,256 Lakhs.

#### Exposure to liquidity risk

The following are the remaining contractual maturities of financial liabilities at the reporting date. The amounts are gross and undiscounted, and include estimated interest payments and exclude the impact of netting agreements.

March 31, 2018	Carrying amount	Total	Contractual cash flows				(in ₹ Lakhs)
			0-1 year	1-2 years	2-5 years	More than 5 years	
<b>Non-derivative financial liabilities</b>							
Unsecured non convertible debentures (Series III)	7,118	8,226	676	7,550	-	-	-
Unsecured non convertible debentures (Series II)	9,491	10,061	10,061	-	-	-	-
Trade and other payables	29,592	29,592	29,592	-	-	-	-
Other financial liabilities	6,822	6,822	6,822	-	-	-	-
<b>Total</b>	<b>53,023</b>	<b>54,701</b>	<b>47,151</b>	<b>7,550</b>	<b>-</b>	<b>-</b>	<b>-</b>

March 31, 2017	Carrying amount	Total	Contractual cash flows				(in ₹ Lakhs)
			0-1 year	1-2 years	2-5 years	More than 5 years	
<b>Non-derivative financial liabilities</b>							
Unsecured non convertible debentures (Series III)	7,118	8,902	676	676	7,550	-	-
Unsecured non convertible debentures (Series II)	9,491	10,953	892	10,061	-	-	-
Unsecured non convertible debentures (Series I)	16,610	17,596	17,596	-	-	-	-

## SCHEDULES

Notes forming part of the Standalone Financial Statements as at and for the year ended March 31, 2018

March 31, 2017	Carrying amount	Total	Contractual cash flows				(in ₹ Lakhs)
			0-1 year	1-2 years	2-5 years	More than 5 years	
Trade and other payables	22,213	22,213	22,213	-	-	-	
Other financial liabilities	8,128	8,128	8,128	-	-	-	
<b>Total</b>	<b>63,560</b>	<b>67,792</b>	<b>49,505</b>	<b>10,737</b>	<b>7,550</b>	<b>-</b>	

#### iv) Market risk

Market risk is the risk of loss of future earnings, fair values of future cash flows that may result from adverse changes in market rates and prices (such as interest rates and foreign currency exchange rates) or in the price of market risk-sensitive instruments as a result of such adverse changes in market rates and prices. Market risk is attributable to all market risk-sensitive financial instruments, all foreign currency receivables and payables and all short term and long-term debt. The Company is exposed to market risk primarily related to foreign exchange rate risk and interest rate risk. Thus, the Company's exposure to market risk is a function of investing and borrowing activities and its revenue generating and operating activities.

#### (a) Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates.

##### Interest rate sensitivity - fixed rate instruments

The company's fixed rate borrowings are carried at amortised cost. They are therefore not subject to interest rate risk since neither the carrying amount nor the future cash flow will fluctuate because of a change in market interest rates.

#### (b) Currency risk

The fluctuation in foreign currency exchange rates may have potential impact on the Statement of Profit and Loss account and equity, where any transaction references more than one currency or where assets/liabilities are denominated in a currency other than the functional currency of the entity.

Considering the countries and economic environment in which the Company operates, its operations are subject to risks arising from fluctuations in exchange rates in those countries. The risks primarily relate to fluctuations in U.S. dollar, against the functional currency of the Company.

##### Exposure to currency risk

The summary quantitative data about the Company's exposure to currency risk as reported to the management of the Company is as follows:

Amount in ₹	in ₹ Lakhs	
	March 31, 2018	March 31, 2017
Trade receivables (in USD)	24	84
Trade payables (in USD)	(796)	(57)
Trade payables (in Euro)	(6)	-
Trade payables (in GBP)	(23)	(20)
<b>Net statement of financial position exposure</b>	<b>(801)</b>	<b>7</b>
Forward exchange contracts	-	-
<b>Net exposure</b>	<b>(801)</b>	<b>7</b>

## SCHEDULES

### Notes forming part of the Standalone Financial Statements as at and for the year ended March 31, 2018

#### Sensitivity analysis

A 10% strengthening / weakening of the respective foreign currencies with respect to functional currency of Company would result in increase or decrease in profit or loss as shown in table below. This analysis assumes that all other variables, in particular interest rates, remain constant and ignores any impact of forecast sales and purchases. The following analysis has been worked out based on the exposures as of the date of statements of financial position.

Effect in ₹ Lakhs March 31, 2018	Profit or loss	
	Strengthening	Weakening
EUR	(1)	1
USD	(77)	77
GBP	(2)	2
	(80)	80

Effect in ₹ Lakhs March 31, 2017	Profit or loss	
	Strengthening	Weakening
USD	3	(3)
GBP	(2)	2
	1	(1)

### 36 TAX EXPENSE

#### A. Amounts recognised in profit and loss

	Year ended March 31, 2018 in ₹ Lakhs	Year ended March 31, 2017 in ₹ Lakhs
Current income tax	7,996	7,850
Adjustment of tax relating to earlier years	(351)	-
Deferred income tax liability / (asset), net		
Origination and reversal of temporary differences	(677)	(101)
Deferred tax charge/(credit)	(677)	(101)
<b>Tax expense for the year</b>	<b>6,968</b>	<b>7,749</b>

#### B. Reconciliation of effective tax rate

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
Profit before tax	21,178	21,706
Tax using the Company's domestic tax rate (Current year 34.61 % and Previous Year 34.61%)	7,329	7,512
<b>Add Tax Effect on amounts which are not deductible/(taxable) in calculating taxable income:</b>		
Expenditure towards Corporate Social Responsibility activities	162	189
Dividend from Mutual Funds	(122)	(145)
Adjustment of tax relating to earlier years	(351)	-
Others	(50)	193
	<b>6,968</b>	<b>7,749</b>

## SCHEDULES

Notes forming part of the Standalone Financial Statements as at and for the year ended March 31, 2018

### C. Movement in deferred tax balances

	March 31, 2018			(in ₹ Lakhs)
	Net balance March 31, 2017	Recognised in Statement of Profit and Loss	Recognised in OCI	Net balance March 31, 2018
<b>Deferred tax asset</b>				
Depreciation	1,751	(491)	-	1,260
Others	(204)	(242)	-	(446)
Provision for Compensated Absences	(816)	(36)	-	(852)
Provision for Bonus	(267)	(22)	-	(289)
Provision for Gratuity	(315)	114	14	(187)
<b>Tax (Assets) / Liabilities</b>	<b>149</b>	<b>(677)</b>	<b>14</b>	<b>(514)</b>

	March 31, 2017			(in ₹ Lakhs)
	Net balance March 31, 2016	Recognised in Statement of Profit and Loss	Recognised in OCI	Net balance March 31, 2017
<b>Deferred tax liability</b>				
Depreciation	1,971	(220)	-	1,751
Others	(447)	243	-	(204)
Provision for Compensated Absences	(643)	(173)	-	(816)
Provision for Bonus	(253)	(14)	-	(267)
Provision for Gratuity	(231)	63	(147)	(315)
<b>Tax (Assets) / Liabilities</b>	<b>397</b>	<b>(101)</b>	<b>(147)</b>	<b>149</b>

The Company offsets tax assets and liabilities if and only if it has a legally enforceable right to set off current tax assets and current tax liabilities and the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same tax authority.

Significant management judgement is required in determining provision for income tax, deferred income tax assets and liabilities and recoverability of deferred income tax assets. The recoverability of deferred income tax assets is based on estimates of taxable income and the period over which deferred income tax assets will be recovered. Any changes in future taxable income would impact the recoverability of deferred tax assets.

### 37 RELATED PARTY DISCLOSURES

#### (A) Names of related parties and related party relationship

##### (i) Enterprises where control exists

Ultimate Holding Company	Deutsche Post AG, Germany
Holding Company	DHL Express (Singapore) Pte. Limited, Singapore
Wholly Owned Subsidiary Company	Concorde Air Logistics Limited, India
Wholly Owned Subsidiary Company	Blue Dart Aviation Limited, India

#### (B) Related party relationships where transactions have taken place during the year

##### (i) Enterprises where control exists

Ultimate Holding Company	Deutsche Post AG, Germany
Holding Company	DHL Express (Singapore) Pte. Limited, Singapore
Subsidiary Company	Concorde Air Logistics Limited, India

## SCHEDULES

### Notes forming part of the Standalone Financial Statements as at and for the year ended March 31, 2018

Subsidiary Company	Blue Dart Aviation Limited, India
Fellow Subsidiary Company	DHL Express (India) Private Limited, India
Fellow Subsidiary Company	DHL Supply Chain India Private Limited, India
Fellow Subsidiary Company	DHL Logistics Private Limited, India
Fellow Subsidiary Company	DHL eCommerce (India) LLP, India
Fellow Subsidiary Company	DHL eCommerce Singapore PTE. Ltd., Singapore
Fellow Subsidiary Company	Deutsche Post IT Services, GMBH, Germany
Fellow Subsidiary Company	Williams Lea India Private Limited, India (up to November 30, 2017)
Fellow Subsidiary Company	Tag India Private Limited, India (up to November 30, 2017)

#### (C) Key Management Personnel

Anil Khanna	Managing Director
Sharad Upasani	Chairman
Air Marshal M. McMahon (Retd.) (From February 10, 2017)	Director
Narendra Sarda	Director
Surendra Sheth (upto May 12, 2016)	Director

#### (D) Transactions with related parties during the year

##### (i) With Holding/Subsidiary/Fellow Subsidiaries Company

###### Deutsche Post AG, Germany

Reimbursements of expenses	13	10
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###### DHL Express (Singapore) Pte. Limited, Singapore

Dividend paid	2,669	5,339
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###### Concorde Air Logistics Limited, India

Commercial airlift charges	12,501	12,795
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###### DHL Express (India) Private Limited, India

International servicing charges	13,489	12,180
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Domestic service charges income	(5,395)	(5,740)
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Pickup and Delivery charges	115	-
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Legal and professional fees	85	86
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###### DHL Supply Chain India Private Limited, India

Domestic service charges income	(3,522)	(2,137)
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Deposit (repaid)/accepted	(50)	(25)
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Efulfilment Warehousing services	366	390
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###### DHL Logistics Private Limited, India

Domestic service charges income	(530)	(175)
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Deposit repaid	-	2
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International Servicing Cost	24	40
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###### DHL eCommerce (India) LLP, India

Domestic Network Operating Cost	454	-
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## SCHEDULES

Notes forming part of the Standalone Financial Statements as at and for the year ended March 31, 2018

	Year ended March 31, 2018 in ₹ Lakhs	Year ended March 31, 2017 in ₹ Lakhs
<b>DHL eCommerce Singapore PTE. Ltd., Singapore</b>		
Payment towards software maintenance and others	150	134
<b>Deutsche Post IT Services, GMBH, Germany</b>		
Payment towards software maintenance and others	2	1
<b>Williams Lea India Private Limited, India</b>		
Printing and stationery	114	17
<b>Tag India Private Limited, India</b>		
Printing and stationery	1	12
<b>Blue Dart Aviation Limited, India</b>		
Aircraft Charter Costs	65,786	60,846
Inter-Corporate Deposits Granted	8,735	7,568
Inter-Corporate Deposits settled	(8,735)	(7,568)
Inter-Corporate Loan settled	(2,441)	(3,911)
Interest income on Loan	(437)	(775)
Interest income on Inter-Corporate Deposit	(124)	(207)
Domestic service charges income	(26)	(32)
Purchase/(Sale) of fixed assets	(12)	1
<b>(ii) With Key Management Personnel</b>		
<b>Anil Khanna</b>		
Remuneration	659	574
<b>Sharad Upasani</b>		
Commission	18	18
Sitting Fees	8	8
<b>Air Marshal M. McMahon (Retd.)</b>		
Commission	18	-
Sitting Fees	3	-
<b>Narendra P Sarda</b>		
Commission	18	18
Sitting Fees	8	6
<b>Surendra Sheth</b>		
Commission	-	2
Sitting Fees	-	2
	<b>As at March 31, 2018 in ₹ Lakhs</b>	<b>As at March 31, 2017 in ₹ Lakhs</b>
<b>(E) Related party balances as at the year end</b>		
<b>(i) Receivable/(Payable) from/to Subsidiary/Fellow Subsidiaries company</b>		
Concorde Air Logistics Limited, India	(8)	(280)
DHL Express (India) Private Limited, India	2,030	1,141

## SCHEDULES

### Notes forming part of the Standalone Financial Statements as at and for the year ended March 31, 2018

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
DHL Express (India) Private Limited, India	(7,407)	(2,761)
DHL Supply Chain India Private Limited, India	537	500
DHL Supply Chain India Private Limited, India	(68)	(77)
DHL Logistics Private Limited, India	83	56
DHL Logistics Private Limited, India	(4)	(8)
Blue Dart Aviation Limited, India	5,146	7,486
Blue Dart Aviation Limited, India	(213)	-
Williams Lea India Private Limited, India	-	(11)

#### (ii) Payable to Key Management Personnel

Anil Khanna	278	246
Shrad Upasani	18	18
Air Marshal M. McMahon (Retd.)	18	-
Narendra Sarda	18	18
Surendra Sheth	-	2

Note: The terms and conditions of transactions with related parties were no more favourable than those available, or which might be expected to be available, in similar transactions with non related parties on an arm's length basis. All balances outstanding with related parties are unsecured.

#### (F) Key management personnel compensation comprised the following:

	Year ended March 31, 2018 in ₹ Lakhs	Year ended March 31, 2017 in ₹ Lakhs
Short-term employee benefits	509	443
Post-employment benefits	43	38
Long-term employee benefits	107	93
<b>Total</b>	<b>659</b>	<b>574</b>

### 38 DUES TO MICRO AND SMALL ENTERPRISES

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
Principal amount due to suppliers registered under the MSMED Act and remaining unpaid as at year end	268	269
Interest due to suppliers registered under the MSMED Act and remaining unpaid as at year end	8	5
Principal amounts paid to suppliers registered under the MSMED Act beyond the appointed day during the year	94	82
Interest paid, other than under Section 16 of MSMED Act to suppliers registered under the MSMED Act beyond the appointed day during the year	-	-
Interest paid, under Section 16 of MSMED Act to suppliers registered under the MSMED Act beyond the appointed day during the year	-	-

## SCHEDULES

### Notes forming part of the Standalone Financial Statements as at and for the year ended March 31, 2018

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
Interest due and payable towards suppliers registered under MSMED Act for payments already made	2	2
Further interest remaining due and payable for earlier years	5	2

The above information regarding Micro, Small and Medium Enterprises given in note 22 - Trade Payables has been determined to the extent such parties have been identified on the basis of information available with the Company.

#### Detailed break-up of Interest is as follows:

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
Interest due to suppliers registered under the MSMED Act and remaining unpaid as at year end	8	5
Interest due and payable towards suppliers registered under MSMED Act for payments already made	2	2
Further interest remaining due and payable for earlier years	5	2
Interest Charge to Statement of Profit and Loss	3	2

### 39 CAPITAL AND OTHER COMMITMENTS

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
Estimated amount of contracts remaining to be executed on capital account and not provided for [net of advances ₹ 108 Lakhs (March 31, 2017-₹ 207 Lakhs)]	1,988	1,652

### 40 CONTINGENT LIABILITIES

Claims against the Company not acknowledged as debt

Stamp Duty - Karnataka and Maharashtra

Not ascertainable    Not ascertainable

In response to the notices received from Stamp Authorities of Bangalore, Mangalore and Mumbai for payment of stamp duty under the Karnataka Stamp Act, 1957, and Maharashtra Stamp Act, 1958, based on the legal counsel advise received, the Company has filed its reply with those authorities submitting that on various grounds, it does not consider an air waybill to be an 'acknowledgement' chargeable to stamp duty under the Schedule of the said Act.

**41** During the year, the Company has received a repayment of ₹ 2,441 Lakhs [Previous year ₹ 3,911 Lakhs] from Blue Dart Aviation Limited, a subsidiary company. As at March 31, 2018 the outstanding loan balance is ₹ 2,996 Lakhs, [Previous year ₹ 5,437 Lakhs] of which ₹ 1,903 Lakhs [Previous year ₹ 2,441 Lakhs] is receivable within 12 months from balance sheet date. The loan carries an interest computed at an average 'base' rate of IDBI Bank and ICICI Bank with the interest being reset on six month basis.

### 42 DIVIDENDS (Refer note 3(q))

The final dividend proposed for the year is as follows:

	As at March 31, 2018	As at March 31, 2017
On Equity Shares of ₹ 10/- each		
Amount of dividend proposed (in ₹ Lakhs)	2,966	3,559
Dividend per equity share	12.50	15

## SCHEDULES

### Notes forming part of the Standalone Financial Statements as at and for the year ended March 31, 2018

#### 43 CAPITAL MANAGEMENT

The Company's objective for Capital management is to maximise shareholder's value and support the strategic objectives of the Company. The Company determines the capital requirements based on its financial performance, operating and long term investment plans. The funding requirements are met through operating cash flows generated.

The Company monitors capital using a ratio of 'Adjusted net debt' to 'equity'. For this purpose, adjusted net debt is defined as total borrowings, comprising interest bearing debentures, less cash and cash equivalents (excluding collection on cash on delivery shipments held on behalf of customers). Equity comprises all components of equity. As at March 31, 2018 the cash and cash equivalents are more than the outstanding debts, hence the Debt equity ratio has not been disclosed (March 31, 2017 - 0.23).

#### 44 Recent Accounting Pronouncements

Standards issued but not yet effective

The amendments to standards that are issued, but not yet effective, up to the date of issuance of the Company's financial statements are disclosed below. The Company intends to adopt these standards, if applicable, when they become effective.

The Ministry of Corporate Affairs (MCA) has issued the Companies (Indian Accounting Standards) Amendment Rules, 2017 and Companies (Indian Accounting Standards) Amendment Rules, 2018 amending the following standard:

Ind AS 115 Revenue from Contracts with Customers

Ind AS 115 was issued on 28 March 2018 and establishes a five-step model to account for revenue arising from contracts with customers. Under Ind AS 115, revenue is recognised at an amount that reflects the consideration to which an entity expects to be entitled in exchange for transferring goods or services to a customer.

The new revenue standard will supersede all current revenue recognition requirements under Ind AS. Either a full retrospective application or a modified retrospective application is required for annual periods beginning on or after 1 April 2018. Based on the preliminary assessment performed, the Company does not anticipate a material impact on the financial statements.

#### 45 Disclosures pursuant to the Regulation 34(3) read with para A of Schedule V to SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

	Year ended March 31, 2018 in ₹ Lakhs	Year ended March 31, 2017 in ₹ Lakhs
<b>(A) Loans and advances in the nature of loans to subsidiary (Blue Dart Aviation Limited)</b>		
Balance as at the year end	2,996	5,437
Maximum amount outstanding at any time during the year	9,403	9,348

#### **(B) Investment by the loanee in the shares of the Company**

The loanee has not made any investment in the shares of the Company.

As per our report of even date

For and on behalf of the Board of Directors

**For S.R. Batliboi & Associates LLP**  
ICAI Firm Registration No.101049W/E300004  
Chartered Accountants

**Sharad Upasani**  
Chairman  
DIN:01739334

**Anil Khanna**  
Managing Director  
DIN:01334483

**Malcolm Monteiro**  
Director  
DIN:00089757

**Narendra Sarda**  
Director  
DIN:03480129

**per Kalpesh Jain**  
Partner  
Membership No. 106406

**Air Marshal M. McMahon (Retd.)**  
Director  
DIN:00234293

**Tulsi Nowlakra Mirchandaney**  
Additional Director  
DIN:01842520

**Yogesh Dhingra**  
Group Chief Financial  
Officer & Chief Strategy  
Officer

**Aneel Gambhir**  
Chief Financial Officer

Place: Mumbai  
Date: May 8, 2018

Place: Mumbai  
Date: May 8, 2018

**Tushar Gunderia**  
Company Secretary

## BOARD OF DIRECTORS

### BLUE DART AVIATION LIMITED

#### BOARD OF DIRECTORS

Tushar K. Jani	Chairman
Tulsi Nowlakha Mirchandaney	Managing Director
Clyde C. Cooper	Director
Air Marshal M. McMahon (Retd.)	Director
Air Marshal VA Patkar (Retd.)	Director
Lars Winkelbauer	Director
Sharad P. Upasani	Director
Surendra G. Sheth	Alternate Director to Mr. Clyde C. Cooper

#### KEY MANAGERIAL PERSONNEL

P. Parameshwaran	Chief Financial Officer
N. Palaniappan	Company Secretary & Sr. Manager - Finance

#### PRINCIPAL BANKERS

Yes Bank Limited

#### AUDITORS

S.R.Batliboi & Associates LLP

#### REGISTERED OFFICE

Blue Dart Centre,  
Sahar Airport Road,  
Andheri (E), Mumbai – 400 099  
CIN: U35303MH1994PLC078691

## DIRECTORS' REPORT

### To the Members

Your Directors have great pleasure in presenting the Twenty Fourth Annual Report of your Company for the financial year ended March 31, 2018.

### FINANCIAL RESULTS

	Year ended March 31, 2018	Year ended March 31, 2017
(₹ in Lakhs)		
<b>Revenues:</b>		
Revenue from Operations	66,575	61,361
Other Income	558	523
Less: Operating Expenses	(57,442)	(53,669)
Operating Profit (EBIDTA)	9,691	8,215
Less: Interest cost (Net)	2,236	1,786
Depreciation / Amortisation	6,940	5,974
Earnings before tax	515	455
Less: Provision for Income tax	259	144
Earnings after tax	256	311
Other Comprehensive Income	19	(4)
Total Comprehensive Income for the year	275	307

During the year under review, your Company has recorded a profit before tax of ₹ 515 lakhs as compared to profit before tax of ₹ 455 lakhs for the 12 months ended March 31, 2017.

### REVIEW OF INDIAN ECONOMY AND AVIATION INDUSTRY

The Government of India has undertaken major reforms over the past year. The implementation of the Goods and Services Tax (GST), E-Way bill, introduction of new Indian Bankruptcy Code and implementing a major recapitalization package to strengthen the public sector banks are some of the major reforms in the Indian economy. As a result of these measures, the dissipating effects of earlier policy actions, and the export uplift from the global recovery, the economy has started to accelerate in the second half of the year.

Air traffic in India rose 15.80 % year-on-year to 280.24 million during April-February 2017-18. Witnessing a growth of 18.50 % over the previous year, total passenger traffic stood at a 264.97 million in FY17. India's passenger traffic grew 15.80 % y-o-y to 280.24 million during April-February 2017-18. The government is taking initiatives like liberalization of air services, airport development and regional connectivity through the UDAN scheme. According to Airbus, the number of passengers flying in the Indian domestic market is expected to multiply by almost six times in the next 20 years compared to 1.5 times for domestic USA and almost four times for domestic China.

There is a steep increase in the crude oil prices during the year, compared to earlier year, which has increased the expenses and has offset the revenue growth due to increase in air traffic. Fluctuation in foreign currency and weakening of the rupee has also affected the aviation industry which depends on imports for servicing of aircraft.

As of March 2018, there are nearly 550 commercial aircraft in operation in India. It is estimated that India will see an investment of US \$25 billion in the next decade in the airports sector, and traffic growth of 13 %, according to Morgan Stanley. According to them, the share of air travel in air and rail travel combined in India will grow to 15.2 % by 2027 from 7.9 % now.

Increase in the number of passenger aircraft has added significant air cargo capacity by way of additional belly space offered by such aircraft. This has intensified the competition.

### REVIEW OF PERFORMANCE

Your Company is the only scheduled domestic cargo airline operating in the Indian skies, with a fleet of six Boeing 757-200 freighters.

Your Company has posted an On Time Performance of 81% and a Technical Dispatch Reliability of 99.22% with an average fleet life of 22.5 years and despite severe infrastructure constraints, congestion in the skies and ATC delays. Your Company has handled 38 charters during the year and has uplifted 91,471 tonnes on its network during the period of 12 months ended March 31, 2018. This was made possible with additional operations of 170 flights and 856 hours supplementing the scheduled night operations.

Your Company has an ACMI Contract with parent company Blue Dart Express Limited for providing dedicated air carriage capacity, which has ensured strong support in sustaining Blue Dart's leadership position through its unique aviation network.

Your company started the year with the daunting task of repairing one of its aircraft, VT-BDO, which was grievously damaged during cyclone Vardha. The structural and wiring repairs were completed in-house in a timely and cost-effective manner, with nil defects on release to operations. Your Company has carried out four major checks during the year 2017-18. Notable was the major 4C check undertaken on VT-BDA from 01 to 23 February 2018, with 820 task cards, 50 SB/ADs and 132 non-routine tasks based on observations by your Company's engineering team. All the tasks were completed within 20 working days and released with nil snags.

During the year, your Company has successfully completed the International Civil Aviation Organization's (ICAO) audit of Indian regulator DGCA. An ICAO team audit has covered the Airworthiness aspects in all Maintenance, CAMO functions including Technical Library, Training and Stores. The audit was completed with nil observations, and the policies and procedures put in place by your Company were appreciated by the ICAO Audit team.

Your Company was the first to be approved by the DGCA for the Airline Type Rating Programme. This capability has saved training costs and given the Company much needed flexibility to meet its training targets

## DIRECTORS' REPORT

and ensure standards. The ground training instructors and support personnel have set up a training facility within the available space and resources, creating a flight deck mock-up, CBT stations and an examination room that is supported with biometric access and CCTV monitoring. Four successful ATRP courses were completed during the year.

Your Company as always, maintained its focus on safety through continued audits and inspections spread over the year at all Stations. In addition, SMS activities became more involved with hazards being reported at regular intervals. There were close interactions between departments at all stations on the effective functioning of the Safety Action Group, providing a coordinated approach in dealing with hazards and weak areas.

Your Company has kept pace with the rapid and numerous changes in regulations on a daily basis, and all affected CAR M, CAR 145, CAR 147 and CAR 66 regulations were revised substantially by DGCA, with tough target time limits for operators to comply. Your Company has ensured 100% compliance on time, by efficient processing of policies and procedure approvals by the DGCA and its implementation.

During the year, your Company has renegotiated the ATF procurement by distributing the supply more effectively and creating a competition between three aviation turbine fuel suppliers with substantial reduction from existing rates. This process improvement has yielded a greater cost efficiency and reduced cost of ATF by 5%.

To enhance the warehouse capabilities at its online stations, your Company has undertaken construction and refurbishment of new warehouse facilities at Mumbai, Delhi, Chennai and Kolkata Airports. During the year, the Kolkata warehouse project was successfully completed and operations have been relocated to the new facility with effect from January 2018. One of your Company objectives is to reduce the target of misroutes, to achieve reliability.

Your Company has received the Innovation Award by GMR at New Delhi airport. The Fire Containment Bag developed by your Company, was selected as the best and most beneficial innovative solution for safety.

### DIRECTORS/ KEY MANAGERIAL PERSONNEL

As on March 31, 2018, Your Company's Board has a strength of 8 (Eight) Directors including 1(one) Woman Director, 1 (one) Alternate Director and 2 (two) Independent Directors.

The Board of Directors of the Company is duly constituted and the present structure is as follows:

Sr. No.	Name of the Directors	Designation
1.	Mr. Tushar K. Jani	Chairman
2.	Ms.Tulsi Nowlakha Mirchandaney	Managing Director
3.	Mr. Clyde C. Cooper	Director
4.	Air Marshal M.McMahon (Retd.)	Director
5.	Air Marshal Vijay Achyut Patkar (Retd.)	Director
6.	Mr. Lars Winkelbauer	Director

7.	Mr. Sharad Upasani	Director
8.	Mr. Surendra Sheth	Alternate Director to Mr. Clyde Christopher Cooper

Mr. Surendra Sheth (DIN 89981) was appointed as an Alternate Director to Mr. Clyde Christopher Cooper (DIN 382001) on March 15, 2017 and he vacated office on October 09, 2017 when original Director, Mr. Clyde C. Cooper, returned to India.

Mr. Clyde C. Cooper, Director, has requested the Board of Directors to re-appoint Mr. Surendra Sheth (DIN: 89981) as his alternate during his absence from India, and Mr. Surendra Sheth was again re-appointed as Alternate Director to Mr. Clyde Cooper on October 14, 2017.

Your Company had obtained the renewal of security clearances for all Directors from the Ministry of Civil Aviation of India on February 09, 2018.

During the year under review, in terms of the requirements under the Companies Act, 2013, all Independent Directors have given declarations under Section 149(7) of the Companies Act, 2013 that they meet the criteria of independence as laid down under Section 149(6) of the Companies Act, 2013.

In accordance with the provisions of the Companies Act, 2013, and Articles of Association of the Company, Mr. Clyde C. Cooper (DIN:382001), Director, retires by rotation at the ensuing Annual General Meeting and being eligible, offers himself for re-appointment

The Key Managerial Personnel (KMPs) in the Company as per Section 2(51) and Section 203 of the Companies Act, 2013 are as follows:

Sr. No.	Name of the Directors	Designation
1.	Ms.Tulsi Nowlakha Mirchandaney	Managing Director
2.	Mr. P. Parameshwaran	Chief Financial Officer
3.	Mr. N. Palaniappan	Company Secretary

During the year, there was no change (appointment or cessation) in the office of any KMP.

### Number of Meetings of the Board

During the year, the Board of Directors of your Company has met 7 times. The Maximum interval between any two meetings did not exceed 120 days.

Details of Board Meeting as Follows

Sr. No.	Date of Meeting
1.	05.05.2017
2.	19.05.2017
3.	27.07.2017
4.	11.10.2017
5.	29.11.2017
6.	06.12.2017
7.	30.01.2018

## DIRECTORS' REPORT

### AUDIT COMMITTEE

The Audit Committee comprises of three Non-Executive Directors viz; Air Marshal M McMahon (Retd.) as Chairman of the Committee, with Mr. Tushar K. Jani and Air Marshal Vijay Achyut Patkar (Retd.) as members of the Committee.

The terms of reference of the Audit Committee are in accordance with the provisions of Section 177 of the Companies Act, 2013.

Ms. Tulsi Nowlakha Mirchandaney, Managing Director, Mr. Clyde C. Cooper, Director, Mr. Sharad Upasani, Director, Mr. Lars Winkelbauer, Director, Mr. P. Parameshwaran, Chief Financial Officer are the permanent invitees to the Audit Committee Meetings. Mr. N. Palaniappan, Company Secretary & Sr. Manager – Finance, acts as Secretary to the Committee.

### INTERNAL FINANCIAL CONTROL SYSTEMS

Your Company has a sound internal control system to ensure that all assets are protected against loss from any unauthorised use. All transactions are recorded and reported correctly. The Company's internal control system is further supplemented by the internal audits carried out by an outsourced audit firm viz; M/s. KPMG. Well-established and robust internal audit processes, both at the business and corporate level, continuously monitor the adequacy and effectiveness of the internal control environment across the Company, and status of compliance with operating systems, internal policies and regulatory requirements. The Audit Committee of the Board addresses significant issues raised by both the Internal Auditors and Statutory Auditors.

### VIGIL MECHANISM / WHISTLE BLOWER POLICY

In terms of provisions of Section 177(9)/(10) of the Companies Act, 2013, your Company has formalized the process and institutionalized a Whistle Blower Policy in the Organisation.

The Company engaged the services of M/s. KPMG Advisory Services Pvt. Ltd., renowned consultancy firm, which has established the Blue Dart Ethics Hotline. In terms of the Policy, all suspected violations and reportable matters must be reported to the Ethics Committee via the Blue Dart Ethics Hotline. The Ethics Committee comprises of Mr. Prem K. Thomas, Chief Human Resource Manager, Mr. N. Palaniappan, Company Secretary & Sr. Manager – Finance and Mr. N. Krishnamoorthy, Chief Quality Manager. The Policy is applicable to all Directors, employees, officers, customers, vendors and/or third party intermediaries such as agents and consultants whether appointed on permanent, temporary, full time, part-time, contractual, probation or on retainer basis and engaged to conduct business on behalf of the Company concerned about unacceptable, unethical or illegal activities which affect the workplace. The Policy provides for direct access to the Chairperson of the Audit Committee in appropriate or exceptional cases. None of the Whistle Blowers was denied access to the Audit Committee of the Board.

The contact details for Blue Dart Ethics Hotline numbers are as follows:

Sr. No.	Reporting Channel	Contact Information	Availability
1.	Phone (Toll Free)	1800 200 1072	7 AM to 11 PM on weekdays
2.	Email	bluedart@ethicshelpline.in	24 hours a day
3.	Fax	Dial Toll Free number - 1800 200 1072 and select option 2 on IVR	24 hours a day
4.	Post	PO Box No. 71, DLF Phase 1, Qutub Enclave, Gurgaon – 122002	24 hours a day
5.	Web	www.in.kpmg.com/ethicshelpline	24 hours a day

### SEXUAL HARASSMENT OF WOMAN AT WORKPLACE

The Company values dignity of individuals and strives to provide a safe and respectable work environment for all its employees. The Company is committed to providing an environment which is free of discrimination, intimidation and abuse. Pursuant to requirements of 'Sexual Harassment of Women at Workplace (Prohibition, Prevention and Redressal) Act, 2013' and rules made thereunder, the Company has a Policy for Prevention of Sexual Harassment of Women in the Company. There was no complaint received from any employee during the financial year 2017-18 and hence no complaint is outstanding as on March 31, 2018 for redressal.

### NOMINATION AND REMUNERATION COMMITTEE

In compliance with the provisions of the Companies Act, 2013, your Company has a Nomination and Remuneration Committee, with Air Marshal M McMahon (Retd.) as Chairman of the Committee, and Mr. Tushar K. Jani, Mr. Clyde C. Cooper and Air Marshal Vijay Achyut Patkar (Retd.) as members of the Committee.

Ms. Tulsi Nowlakha Mirchandaney, Managing Director, Mr. Lars Winkelbauer, Director and Mr. P. Parameshwaran, Chief Financial Officer are the permanent invitees to the Nomination and Remuneration Committee Meetings.

### NOMINATION AND REMUNERATION POLICY

Pursuant to the provisions of Section 178 of Companies Act, 2013, the Board has, on the recommendations of the Nomination and Remuneration Committee, framed a policy on appointment of Directors and Key Managerial Personnel of the Company, and fixation of the remuneration of the Directors, Key Managerial Personnel and other employees of the Company. The Nomination and Remuneration policy of your Company has listed down criteria for determining qualifications, positive attributes, independence of a Director and other matters provided under Section 178(3) of Companies Act, 2013.

### COMMENTS ON AUDITORS' REPORT/SECRETARIAL AUDIT REPORT

There are no qualifications, reservations or adverse remarks or disclaimers made by M/s. S.R. Batliboi & Associates, Statutory

## DIRECTORS' REPORT

Auditors, in their report, and by M/s. P. Sriram & Associates, Company Secretary in Practice, in his secretarial Audit Report.

The Statutory Auditors have not reported any incident of fraud to the Audit Committee of the Company in the year under review.

### **MATERIAL CHANGES AND COMMITMENTS AFFECTING THE FINANCIAL POSITION OF THE Company**

There have been no material changes and commitments, if any, affecting the financial position of the Company which have occurred between the end of the financial year of the Company to which the Financial Statements relate and the date of the report.

### **PARTICULARS OF LOANS, GUARANTEES OR INVESTMENTS UNDER SECTION 186**

The Company has not made any loans, Guarantees or Investments, which falls under Section 186 of the Companies Act, 2013.

### **RELATED PARTY TRANSACTIONS**

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

All Related Party Transactions are placed before the Audit Committee and the Board for approval.

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

The particulars of contracts or arrangements with related parties as required under Section 134(3)(h) in prescribed Form AOC 2 are annexed herewith as an 'Annexure A'.

### **DIRECTORS' RESPONSIBILITY STATEMENT**

Pursuant to the provisions of Section 134 (3) (c) of the Companies Act, 2013, your Directors confirm that;

- i. In the preparation of the annual accounts, the applicable accounting standards have been followed along with proper explanation relating to material departures;
- ii. They 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 of the profit and loss of the Company for that year;
- iii. They have taken proper and sufficient care for the 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 fraud and other irregularities;
- iv. They have prepared the annual accounts on a going concern basis;
- v. They have laid down proper internal financial controls to be followed by the Company and ensure that the financial controls were adequate and were operating effectively; and
- vi. They have devised systems to ensure compliance with the provisions of all applicable laws and that they were adequate and operating effectively.

### **SECRETARIAL AUDITOR AND SECRETARIAL AUDIT REPORT**

Pursuant to the provisions of Section 204 of the Companies Act, 2013 and the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014, the Company has reappointed M/s. P. Sriram & Associates, Company Secretary in Practice to undertake the Secretarial Audit of the Company for the year ended March 31, 2018.

The Report of the Secretarial Audit Report is annexed herewith as an 'Annexure B'.

The Secretarial Audit Report does not contain any qualification, reservation or adverse remarks.

No fraud has been reported by the Auditors to the Audit Committee or the Board.

### **DISCLOSURE ON CONFIRMATION WITH THE SECRETARIAL STANDARDS**

Your Directors confirm that the Secretarial Standards issued by the Institute of Company Secretaries of India have been duly complied with.

### **EXTRACT OF ANNUAL RETURN**

The details forming part of the extract of the Annual Return in form MGT 9 as per Section 92 (3) of the Companies Act, 2013 and Companies (Management and Administration) Rules, 2014 is annexed herewith as an 'Annexure C'.

### **RISK MANAGEMENT**

The Company has in place a mechanism to inform the Board on risk assessment and mitigation procedures and periodic reviews are conducted in order to ensure that Management controls risks through a properly defined framework.

The Company has constituted an Internal Risk Management Committee comprising Ms. Tulsi Nowlakhia Mirchandaney, Managing Director, Mr. P. Parameshwaran, Chief Financial Officer and Mr. N. Palaniappan, Company Secretary & Sr. Manager – Finance as members to monitor the risks on a periodic basis.

### **FIXED DEPOSITS**

Your Company has not accepted any fixed deposits under the provisions of Section 73 of the Companies Act, 2013.

### **AUDITORS**

Pursuant to the provisions of Section 139 of the Companies Act, 2013 (the Act) read with the Companies (Audit and Auditors) Rules, 2014 (including any statutory modification(s) or re-enactment thereof, for the time being in force), M/s. S. R. Battliboi & Associates LLP, Chartered Accountants, (Firm Registration no. 101049W/E300004), were appointed as Statutory Auditors of the Company for a term of five (5) years to hold office from the conclusion of Twenty Third Annual General Meeting of the Company held on July 27, 2017 upto the conclusion of the Twenty Eight Annual General Meeting, subject to ratification of their appointment at every subsequent Annual General Meeting.

MCA vide its notification dated May 07, 2018 has enforced section 40 of the Companies (Amendment) Act, 2017 and the Companies (Audit and Auditors) Rules, 2014 wherein the requirement for ratifying the appointment of the Auditors of a Company at every Annual General Meeting as per the provisions of section 139 (1) of the Act, 2013 has

## DIRECTORS' REPORT

now been dispensed with.

Accordingly, in terms of the aforesaid amendments, your Company has not sought ratification of the appointment of the Statutory Auditors by the Shareholders at the ensuing Annual General Meeting.

You Company has received necessary certificate from M/s. S. R. Batliboi & Associates LLP, Chartered Accountants confirming that they satisfy the criteria provided under section 141 of the Companies Act, 2013 and are not disqualified from continuing as Statutory Auditors of the Company.

The Auditors' Report for 2017-18, does not contain any qualification, reservation or adverse remarks.

No fraud has been reported by the Auditors to the Audit Committee or the Board.

### HUMAN RESOURCE DEVELOPMENT

The Human Resource (HR) function has always been aligned with the business objectives and as per the people requirements for effective partnership. Some of the highlights of key areas on which HR laid emphasis and achieved results included Employee Morale & Motivation, Performance Management, Succession Planning, Employee Wellness and Well Being, Work-Life Balance Initiatives.

During the year, your Company's ESS portal has gone live, helping users to access their information online from the ESS portal.

Your Company has trained employees on Gemba and 5S, and orientation also given on First Choice. The trainings are provided to employees in order to embrace the continuous change and requirement for constant improvement of processes and efficiencies.

During the year, True Blue Functions were conducted across all stations and Headquarters, where employees who have completed, 5, 10, 15 and 20 years have been awarded and recognized for their contribution.

Your Company considers the health of the employees as a primary focus area and, in an effort to contribute to their fitness, have signed with Stepathlon. The Stepathlon event has seen a large response and participation by your employees, with competition across various groups to keep themselves fit. Your Company has also organized employee health camps with a follow-up by doctors. Employees had been frequently counseled on the importance of maintaining their health.

The Company's Employee Engagement Committee has conducted knowledge-sharing sessions across all Stations and Headquarters, where employees have come forward and presented topics of interest which were received with great enthusiasm.

During the year, 140 of your Company's employees have participated in a blood donation drive, and 300 tree saplings were planted as part of the Go Green effort. Your Company's employees have visited 11 old age homes and 460 employees have spent 1466 hours in reaching out to the less privileged, and making contributions to mitigate global warming.

### EMPLOYEES

People are the human capital of the organization and key to the successful implementation of plans and processes. Your Company

continues to maintain its 'People' philosophy. Your Directors take this opportunity to thank each one of our people for their dedicated service and contributions that have resulted in successfully surmounting the challenges of another year. Your Company's consistent growth has been made possible by their hard work, solidarity, co-operation, commitment and support.

Information on the particulars of employees' remuneration as per Section 197 of the Companies Act, 2013, read with Rule 5(2) of the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014 forms part of this Report. However, as per the provisions of Section 136 (1) of the Companies Act, 2013, the report and accounts are being sent to all shareholders of the Company, excluding the Statement of Particulars of Employees which is available for inspection at the registered office of the Company during working hours. Any shareholder interested in such particulars may inspect the same.

### PARTICULARS REGARDING CONSERVATION OF ENERGY, TECHNOLOGY ABSORPTION AND FOREIGN EXCHANGE EARNINGS AND EXPENDITURE

The particulars regarding foreign exchange earnings and expenditure stipulated under section 134(3)(m) are annexed herewith as an 'Annexure D' and forms part of this Report. Since your Company does not own any manufacturing facility, the other particulars relating to conservation of energy and technology absorption stipulated in the Companies (Disclosure of Particulars in the Report of the 'Board of Directors' Rules, 1988) are not applicable.

### ACKNOWLEDGEMENT

The Board of Directors wishes to express its sincere appreciation and thanks to all customers, vendors, banks, financial institutions, solicitors, advisors, the Government of India, concerned State Governments and other authorities for their consistent support and co-operation in contributing to the Organization's success.

Your Directors appreciate the contribution made by the employees of the Company and acknowledge their hard work and dedication to ensure that the Company consistently performs to the highest standards of excellence.

### For and on behalf of the Board of Directors,

**Tushar K. Jani**

Chairman  
DIN: 192621

**Air Marshal M. McMahon (Retd.)**

Director  
DIN: 00234293

**Lars Winkelbuaer**

Director  
DIN: 07021941

**Surendra Sheth**

Alternate Director  
DIN: 00089981

Mumbai,  
May 8, 2018

**Tulsi Nowlakha Mirchandaney**

Managing Director  
DIN: 01842520

**Air Marshal VA Patkar (Retd.)**

Director  
DIN: 07037116

**Sharad Upasani**

Director  
DIN: 01739334

# ANNEXURES TO DIRECTORS' REPORT

## 'ANNEXURE - A'

### FORM NO. AOC - 2

[Pursuant to clause (h) of sub-section (3) of section 134 of the Companies Act, 2013 and Rule 8(2) of the Companies (Accounts) Rules, 2014] Form for disclosure of particulars of contracts / arrangements entered into by the Company with the related parties referred to in sub-section (1) of section 188 of the Companies Act, 2013 including certain arms-length transactions under third proviso thereto.

#### I. Details of contracts or arrangements or transactions not at arm's length basis

There were no contracts or arrangements or transactions entered into during the year ended March 31, 2018, which were not at arm's length basis.

#### II. Details of material contracts or arrangement or transactions at arm's length basis

##### a. Name(s) of the related party and nature of relationship

Blue Dart Express Limited - Holding Company

Mr. Tushar K Jani - Chairman and Director

DHL Express (India) Private Limited - Group Company.

##### b. Nature of contracts/arrangements/transactions

1. Aircraft Crew Insurance Maintenance (ACMI) Agreement with Blue Dart Express Limited.
2. Inter Corporate Deposit (ICD) Agreement with Blue Dart Express Limited.
3. Cargo handling agreement with Delhi Cargo Service Center India Private Limited
4. Cargo Movement Services Agreement with DHL Express (India) Private Limited.
5. Courier Services Agreement with DHL Express (India) Private Limited.

##### c. Duration of the contracts / arrangements/transactions

1. Blue Dart Express Limited (ACMI) - 01st October 2017 to 31st March 2020.
2. Blue Dart Express Limited (ICD) - 01st August 2017 to 31st July 2022.
3. Delhi Cargo Service Center Private Limited - 01st April 2017 to 31st March 2020.
4. DHL Express (India) Private Limited - 01st August 2017 to 31st July 2018.
5. DHL Express (India) Private Limited - 01st January 2018 to 31st December 2018.

##### d. Salient terms of the contracts or arrangements or transactions including the value, if any :

All contracts have been executed on Arm's length basis on competitive terms.

##### e. Date(s) of approval by the Board, if any :

- |  |   |                  |
|--|---|------------------|
| Blue Dart Express Limited (ICD)            | - | May 05, 2017     |
| Blue Dart Express Limited (ACMI)           | - | May 05, 2017     |
| Delhi Cargo Service Center Private Limited | - | May 05, 2017     |
| DHL Express (India) Private Limited        | - | July 27, 2017    |
| DHL Express (India) Private Limited        | - | January 30, 2018 |

##### f. Amount paid as advances, if any : NIL

#### For and on behalf of the Board of Directors,

**Tushar K. Jani**  
Chairman  
DIN: 192621

**Tulsi Nowlakra Mirchandaney**  
Managing Director  
DIN: 01842520

**Air Marshal M. McMahon (Retd.)**  
Director  
DIN: 00234293

**Air Marshal VA Patkar (Retd.)**  
Director  
DIN: 07037116

**Lars Winkelbuaer**  
Director  
DIN: 07021941

**Sharad Upasani**  
Director  
DIN: 01739334

**Surendra Sheth**  
Alternate Director  
DIN: 00089981

Mumbai,  
May 8, 2018

# ANNEXURES TO DIRECTORS' REPORT

'ANNEXURE - B'

FORM NO. MR - 3

## SECRETARIAL AUDIT REPORT

FOR THE FINANCIAL YEAR ENDED MARCH 31, 2018

[Pursuant to section 204(1) of the Companies Act, 2013 and Rule 9 of the Companies (Appointment and Remuneration Personnel) Rules, 2014]

To,  
The Members,  
Blue Dart Aviation Limited

I have conducted the secretarial audit of the compliance of applicable statutory provisions and the adherence to good corporate practices by **Blue Dart Aviation Limited** (hereinafter called the "Company"). Secretarial Audit was conducted in a manner that provided us a reasonable basis for evaluating the corporate conducts/statutory compliances and expressing our opinion thereon.

Based on my verification of Blue Dart Aviation Limited's books, papers, minute books, forms and returns filed and other records maintained by the company and also the information provided by the Company, its officers, functional heads, agents and authorized representatives during the conduct of secretarial audit, I hereby report that in our opinion, the company has, during the audit period covering the financial year ended on 31st March, 2018 complied with the statutory provisions listed hereunder and also that the Company has proper Board-processes and compliance-mechanism in place to the extent, in the manner and subject to the reporting made hereinafter:

I have examined the books, papers, minute books, forms and returns filed and other records maintained by the Company for the financial year ended on 31st March, 2018 according to the provisions of:

- 1) The Companies Act, 2013 (the Act) and the rules made thereunder;
- 2) The Aircraft (Public) Health Rules, 1954
- 3) The Aircraft Act, 1934
- 4) The Aircraft Rules, 1937
- 5) The Air (Prevention & control of pollution) Act 1981
- 6) The Carriage by Air Act, 1972
- 7) The Customs Act 1962
- 8) The Environment ( Protection ) Act, 1986
- 9) The Factories Act 1948
- 10) The Foreign Exchange Management Act, 1999
- 11) The Indian Aircraft Rules, 1920
- 12) The Industrial Disputes Act, 1947
- 13) The Industrial Employment ( Standing Orders ) Act, 1946
- 14) The Legal Metrology Act, 2009
- 15) The Motor Vehicles Act, 1988
- 16) The Trade Mark Act, 1999
- 17) The Unlawful Acts against safety of Civil Aviation Act 1982
- 18) The Water (Prevention & Control of Pollution) Act 1974

Other applicable laws on the operation of the Company and the rules made thereunder:

I have examined the systems and procedures of the Company as placed to ensure the compliance with general laws like Labour Laws, Employees Provident Funds Act, Employees State Insurance Act, considering and relying upon representations made by the Company and its Officers for systems and mechanisms formed by the Company for compliance under these laws and other applicable sector specific Acts, Laws, Rules and Regulations applicable to the Company and its observance by them.

## ANNEXURES TO DIRECTORS' REPORT

The Company has duly complied with the Secretarial Standards issued by The Institute of Company Secretaries of India (ICSI) during the audit period.

During the period under review the Company has complied with the provisions of the Act, Rules, Regulations, Guidelines, and Standards etc., mentioned as above.

### **I Further Report That**

The Board of Directors of the Company is duly constituted with proper balance of Executive Directors, Non-Executive Directors and Independent Directors. The changes in the composition of the Board of Directors that took place during the period under review were carried out in compliance with the provisions of the Act.

Adequate notice is given to all directors to schedule the Board Meetings, agenda and detailed notes on agenda were sent at least seven days in advance, and a system exists for seeking and obtaining further information and clarifications on the agenda items before the meeting and for meaningful participation at the meeting.

All decisions were carried out with unanimous approval of the Board and there was no instance of dissent voting by any member during the period under review.

**I further report that** there are adequate systems and processes in the company commensurate with the size and operations of the company to monitor and ensure compliance with applicable laws, rules, regulations and guidelines.

**I further report that** during the audit period, there were no instances of:

- (i) Public / Rights / Preferential issue of shares / debentures / sweat equity.
- (ii) Redemption / buy-back of securities.
- (iii) Major decisions taken by the Members in pursuance to Section 180 of the Companies Act, 2013.
- (iv) Merger / amalgamation / reconstruction etc.
- (v) Foreign technical collaborations.

Place : Chennai

Date : May 8, 2018

Signature:

**P. Sriram & Associates**

FCS No. 4862

C P No: 3310

This Report is to be read with my testimony of even date which is annexed as Annexure A and forms an integral part of this report.

## ANNEXURES TO DIRECTORS' REPORT

'Annexure A'

**To  
The Members,  
Blue Dart Aviation Limited**

My report of even date is to be read along with this supplementary testimony.

1. Maintenance of secretarial record is the responsibility of the management of the company. My responsibility is to express an opinion on these secretarial records based on our audit.
2. I have followed the audit practices and processes as were appropriate to obtain reasonable assurance about the correctness of the contents of the Secretarial records. The verification was done on test basis to ensure that correct facts are reflected in secretarial records. I believe that the processes and practices, the company had followed provide a reasonable basis for our opinion.
3. I have not verified the correctness and appropriateness of financial records and Books of Accounts of the company.
4. Wherever required, I have obtained the Management representation about the compliance of laws, rules and regulations and happening of events etc.,
5. The compliance of the provisions of Corporate and other applicable laws, rules, regulations, standards is the responsibility of management. My examination was limited to the verification of procedures on test basis.
6. The Secretarial Audit report is neither an assurance as to the future viability of the company nor of the efficacy or effectiveness with which the management has conducted the affairs of the company.

Place : Chennai

Date : May 8, 2018

Signature:

**P. Sriram & Associates**  
FCS No. 4862  
C P No: 3310

# ANNEXURES TO DIRECTORS' REPORT

## 'ANNEXURE C'

### EXTRACT OF ANNUAL RETURN

#### FOR THE FINANCIAL YEAR ENDED MARCH 31, 2018

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

#### FORM NO. MGT – 9

#### I. REGISTRATION AND OTHER DETAILS:

i. CIN	:	U35303MH1994PLC078691
ii. Registration Date	:	May 31, 1994
iii. Name of the Company	:	Blue Dart Aviation Limited
iv. Category / Sub-Category of the Company	:	Company having Share Capital
v. Address of the Registered office and contact details	:	Blue Dart Centre, Sahar Airport Road, Andheri (East) Mumbai - 400 099, India. Tel.No. +91 22 28396444  Head Office : No.88-89,Old International Terminal, Meenambakkam Airport,Chennai - 600 027
vi. Whether listed company Yes / No	:	No
vii. Name, Address and Contact details of Registrar and Transfer Agent, if any	:	NIL

#### II. PRINCIPAL BUSINESS ACTIVITIES OF THE Company

Sr. No.	Name and Description of main products / services	NIC Code of the Product/ service	% to total turnover of the company
1	Express Air Charter Service	5120	99%
2	Business Support Service	8299	1%

#### III. PARTICULARS OF HOLDING, SUBSIDIARY AND ASSOCIATE COMPANIES

Sr. No.	Name and Address of the Company	CIN/GLN	Holding/ Subsidiary/ Associate	% of shares held	Applicable Section
1.	Blue Dart Express Limited Blue Dart Centre, Sahar Airport Road, Andheri (West), Mumbai - 400 099.	L61074MH1991PLC061074	Holding	100%	2(46)

#### IV. SHARE HOLDING PATTERN (Equity Share Capital Breakup as percentage of Total Equity)

##### i. Category-wise Share Holding

Category of Shareholders	No. of Shares held at the beginning of the year (as on April 1, 2017 i.e. on the basis of Shareholding Pattern of March 31, 2017)				No. of Shares held at the end of the year (as on March 31, 2018 i.e. on the basis of Shareholding Pattern of March 31, 2018)				% change during the year
	Demat	Physical	Total	% of Total Shares	Demat	Physical	Total	% of Total Shares	
A. Promoters									
(1) Indian									
a) Individual/HUF	0	0	0	0	0	0	0	0	0

## ANNEXURES TO DIRECTORS' REPORT

b) Central Govt	0	0	0	0	0	0	0	0	0
c) State Govt (s)	0	0	0	0	0	0	0	0	0
d) Bodies Corp.	0	24000000	24000000	100.00	0	24000000	24000000	100.00	0
e) Banks / FI	0	0	0	0	0	0	0	0	0
f) Any Other	0	0	0	0	0	0	0	0	0
Sub-Total (A)(1):	0	24000000	24000000	100.00	0	24000000	24000000	100.00	0
(2) Foreign									
a) NRIs - Individuals	0	0	0	0	0	0	0	0	0
b) Other - Individuals	0	0	0	0	0	0	0	0	0
c) Bodies Corporate	0	0	0	0	0	0	0	0	0
d) Banks / FI	0	0	0	0	0	0	0	0	0
e) Any Other	0	0	0	0	0	0	0	0	0
Sub-Total (A)(2):	0	0	0	0	0	0	0	0	0
Total Shareholding of Promoters (A) = (A)(1)+(A)(2)	0	24000000	24000000	100.00	0	24000000	24000000	100.00	0
<b>B. Public Shareholding</b>									
1) Institutions									
a) Mutual Funds / UTI	0	0	0	0	0	0	0	0	0
b) Banks / FI	0	0	0	0	0	0	0	0	0
c) Central Govt.	0	0	0	0	0	0	0	0	0
d) State Govt.(s)	0	0	0	0	0	0	0	0	0
e) Venture Capital Funds	0	0	0	0	0	0	0	0	0
f) Insurance Companies	0	0	0	0	0	0	0	0	0
g) FIs	0	0	0	0	0	0	0	0	0
h) Foreign Venture Capital Funds	0	0	0	0	0	0	0	0	0
i) Others (specify)	0	0	0	0	0	0	0	0	0
Sub-Total (B)(1):	0	0	0	0	0	0	0	0	0
(2) Non-Institutions									
a) Bodies Corporate	0	0	0	0	0	0	0	0	0
i) Indian	0	0	0	0	0	0	0	0	0
ii) Overseas	0	0	0	0	0	0	0	0	0
b) Individuals									
i. Individual Shareholders holding nominal share capital upto ₹ 1 lakh	0	0	0	0	0	0	0	0	0
ii. Individual Shareholders holding nominal share capital in excess of ₹ 1 lakh	0	0	0	0	0	0	0	0	0
c) Others (specify)	0	0	0	0	0	0	0	0	0
1. Clearing Member									
2. NRI	0	0	0	0	0	0	0	0	0

## ANNEXURES TO DIRECTORS' REPORT

3. Foreign Portfolio Investor (Corporate)	0	0	0	0	0	0	0	0	0
4. OCB	0	0	0	0	0	0	0	0	0
<b>Sub-Total (B)(2):</b>	0	0	0	0	0	0	0	0	0
<b>Total Public Shareholding (B)=(B)(1)+(B)(2)</b>	0	0	0	0	0	0	0	0	0
<b>C. Shares held by Custodian for GDRs &amp; ADRs</b>	0	0	0	0	0	0	0	0	0
<b>Grand Total (A+B+C)</b>	0	24000000	24000000	100	0	24000000	24000000	100	0.00

### ii) Shareholding of Promoters

Shareholder's Name	Shareholding at the beginning of the year			Shareholding at the end of the year			% change in shareholding during the year
	No. of Shares	% of total Shares of the company	% of Shares Pledged / encumbered to total shares	No. of Shares	% of total Shares of the company	% of Shares Pledged / encumbered to total shares	
Blue Dart Express Limited	24000000	100	0	24000000	100	0	0

### (iii) Change in Promoters' Shareholding (please specify, if there is no change)

Sr. No.		No. of Shares held at the beginning of the year (as on April 1, 2017 i.e. on the basis of Shareholding Pattern of March 31, 2017)		Cumulative Shareholding during the year	
		No. of Shares	% of total Shares of the company	No. of Shares	% of total Shares of the company
1.	At the beginning of the year				
2.	Bought / Sold during the year				
3.	At the End of the year (31/03/2018)				

### iv) Shareholding Pattern of top ten Shareholders (other than Directors, Promoters and Holders of GDRs and ADRs):

Sr. No.		Shareholding at the beginning of the year		Change in Shareholding (No. of Shares)		Shareholding at the end of the year	
		No. of Shares	% of total Shares of the company	Increase	Decrease	No. of Shares	% of total Shares of the company
1.	-	0	0	0	0	0	0

## ANNEXURES TO DIRECTORS' REPORT

### (v) Shareholding of Directors and Key Managerial Personnel:

Sr. No.	For Each of the Directors and KMP	Shareholding at the beginning of the year		Cumulative Shareholding during the year	
		No. of Shares	% of total Shares of the company	No. of Shares	% of total Shares of the company
		0	0	0	0

### (v) INDEBTEDNESS

Indebtedness of the Company including interest outstanding/accrued but not due for payment

₹ in Lakhs

	Secured Loans excluding deposits	Unsecured Loans	Deposits	Total Indebtedness
<b>Indebtedness at the beginning of the financial year</b>				
i) Principal Amount	0	21145	0	21145
ii) Interest due but not paid	0	0	0	0
iii) Interest accrued but not due	0	0	0	0
<b>Total (i+ii+iii)</b>	0	21145	0	21145
<b>Change in Indebtedness during the financial year</b>				
• Addition	0	16252	0	16252
• Reduction	0	(9399)	0	(9399)
<b>Net Change</b>	0	6853	0	6853
<b>Indebtedness at the end of the financial year</b>				
i) Principal Amount	0	27998	0	27998
ii) Interest due but not paid	0	0	0	0
iii) Interest accrued but not due	0	0	0	0
<b>Total (i+ii+iii)</b>	0	27998	0	27998

## VI. REMUNERATION OF DIRECTORS AND KEY MANAGERIAL PERSONNEL

### A. Remuneration to Managing Director, Whole-time Directors and/or Manager:

₹ in Lakhs

Sr. No.	Particulars of Remuneration	Name of MD/WTD/ Manager
		Tulsi Nowlakhia Mirchandaney, Managing Director
1.	<b>Gross salary</b>	
	a) Salary as per provisions contained in section 17(1) of the Income-tax Act, 1961	247.62
	b) Value of perquisites u/s 17(2) Income-tax Act, 1961	0.29
	c) Profits in lieu of salary under section 17(3) Income-tax Act, 1961	-
2.	Stock Option	-
3.	Sweat Equity	-
4.	Commission - as % of profit - others, specify...	-

## ANNEXURES TO DIRECTORS' REPORT

Sr. No.	Particulars of Remuneration	Name of MD/WTD/ Manager
5.	Others, please specify	-
	<b>Total (A)</b>	247.91
	Ceiling as per the Act	Refer note

Note : The remuneration payable to MD is as per the provisions of Companies Act, 2013.

### B. Remuneration to other Directors:

₹ in Lakhs

Sr. No.	Particulars of Remuneration	Name of MD/WTD/ Manager		Total Amount
(1)	Independent Directors			
		Air Marshal Michael McMahon	Air Marshal VA Patkar	
	- Fee for attending board / committee meetings	5.1	4.8	9.9
	- Commission	-	-	-
	- Others, please specify	-	-	-
	<b>Total (B) (1)</b>	<b>5.1</b>	<b>4.8</b>	<b>9.9</b>
(2)	Non – Executive Directors			
		Tushar K Jani	Clyde C. Cooper	
	- Fee for attending board / committee meetings	3.9	0.6	4.5
	- Commission	-	-	-
	- Others, please specify	-	-	-
	<b>Total (B) (2)</b>	<b>3.9</b>	<b>0.6</b>	<b>4.5</b>
(3)	Non – Executive Directors			
		Sharad Upasani	Surendra Sheth-Alternate Director	
	- Fee for attending board / committee meetings	2.1	3.0	5.1
	- Commission	-	-	-
	- Others, please specify	-	-	-
	<b>Total (B) (3)</b>	<b>2.1</b>	<b>3.0</b>	<b>5.1</b>
	<b>Total (B) = (B) (1) + (B) (2) + (B) (3)</b>			<b>19.5</b>

## ANNEXURES TO DIRECTORS' REPORT

### C. REMUNERATION TO KEY MANAGERIAL PERSONNEL OTHER THAN MD/MANAGER/WTD

₹ in Lakhs

Sr. No.	Particulars of Remuneration	Key Managerial Personnel		Total Amount
		Mr. P. Parameshwaran Chief Financial Officer	Mr. N. Palaniappan Company Secretary	
1.	Gross salary			
	a) Salary as per provisions contained in section 17(1) of the Income-tax Act, 1961	58.08	25.56	83.64
	b) Value of perquisites u/s 17(2) Income-tax Act, 1961	0.29	0.22	0.51
	c) Profits in lieu of salary under section 17(3) Income-tax Act, 1961	0.00	0.00	0.00
2.	Stock Option	0.00	0.00	0.00
3.	Sweat Equity	0.00	0.00	0.00
4.	Commission - as % of profit - others, specify...	0.00	0.00	0.00
5.	Others, please specify	0.00	0.00	0.00
	Total (C)	58.37	25.78	84.15

### VII. PENALTIES / PUNISHMENT/ COMPOUNDING OF OFFENCES:

Type	Section of the Companies Act	Brief Description	Details of Penalty / Punishment/ Compounding fees imposed	Authority [RD / NCLT/COURT]	Appeal made, if any (give Details)
<b>Company</b> Penalty Punishment Compounding			None		
<b>Directors</b> Penalty Punishment Compounding			None		
<b>Other officers in Default</b> Penalty Punishment Compounding			None		

## ANNEXURES TO DIRECTORS' REPORT

### 'ANNEXURE - D'

#### **PARTICULARS REGARDING CONSERVATION OF ENERGY, TECHNOLOGY ABSORPTION AND FOREIGN EXCHANGE EARNINGS AND EXPENDITURE**

##### **A) Earnings in Foreign Currency**

Earnings in foreign currency during year ended March 31, 2018 was ₹ 311 Lakhs.

(March 31, 2017: ₹ 3 Lakhs)

##### **B) Expenditure in Foreign Currency**

Expenditure in foreign currency during year ended March 31, 2018 was ₹ 9,655 Lakhs.

(March 31, 2017: ₹ 9,399 Lakhs)

# INDEPENDENT AUDITORS' REPORT

## TO THE MEMBERS OF BLUE DART AVIATION LIMITED

### Report on the Standalone Ind AS Financial Statements

We have audited the accompanying standalone Ind AS financial statements of Blue Dart Aviation Limited (the "Company"), which comprise the Balance Sheet as at March 31, 2018, the Statement of Profit and Loss, including the statement of Other Comprehensive Income, the Cash Flow Statement and the Statement of Changes in Equity for the year then ended and a summary of significant accounting policies and other explanatory information.

### Management's Responsibility for the Standalone Ind AS 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 standalone Ind AS financial statements that give a true and fair view of the financial position, financial performance including other comprehensive income, cash flows and changes in equity of the Company in accordance with accounting principles generally accepted in India, including the Indian Accounting Standards (Ind AS) specified under section 133 of the Act, read with the Companies (Indian Accounting Standards) (Amendment) Rules, 2017. This responsibility also includes maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding of the assets of the Company and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and the design, implementation and maintenance of adequate internal financial control that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the Ind AS financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

### Auditor's Responsibility

Our responsibility is to express an opinion on these standalone Ind AS 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. We conducted our audit of the standalone Ind AS financial statements in accordance with the Standards on Auditing, issued by the Institute of Chartered Accountants of India, as 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 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 standalone Ind AS 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 standalone Ind AS financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of 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 standalone Ind AS 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 standalone Ind AS financial statements.

### Opinion

In our opinion and to the best of our information and according to the explanations given to us, the standalone Ind AS financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India, of the state of affairs of the Company as at March 31, 2018, its profits including other comprehensive income, its cash flows and the changes in equity for the year ended on that date.

### Other Matter

The Ind AS financial statements of the Company for the year ended March 31, 2017, included in these standalone Ind AS financial statements, have been audited by the predecessor auditor who expressed an unmodified opinion on those statements on May 05, 2017.

# INDEPENDENT AUDITORS' REPORT

## TO THE MEMBERS OF BLUE DART AVIATION LIMITED

### Report on Other Legal and Regulatory Requirements

1. As required by the Companies (Auditor's report) Order, 2016 (the "Order") issued by the Central Government of India in terms of sub-section (11) of section 143 of the Act, we give in the Annexure 1 a statement on the matters specified in paragraphs 3 and 4 of the Order.
2. 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 purpose 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, Statement of Profit and Loss including the Statement of Other Comprehensive Income, the Cash Flow Statement and Statement of Changes in Equity dealt with by this Report are in agreement with the books of account ;
  - (d) In our opinion, the aforesaid standalone Ind AS financial statements comply with the Accounting Standards specified under section 133 of the Act, read with Companies (Indian Accounting Standards) (Amendment) Rules, 2017, as amended;
  - (e) On the basis of written representations received from the directors as on March 31, 2018, and taken on record by the Board of Directors, none of the directors is disqualified as on March 31, 2018, from being appointed as a director in terms of section 164 (2) of the Act;
  - (f) With respect to the adequacy of the internal financial controls over financial reporting of the Company and the operating effectiveness of such controls, refer to our separate Report in "Annexure 2" to this report;
  - (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:
  - (h) The Company does not have any pending litigations which would impact its financial position
  - (i) The Company did not have any long-term contracts including derivative contracts for which there were any material foreseeable losses; and
  - (j) There were no amounts which were required to be transferred to the Investor Education and Protection Fund by the Company;

For S.R. Batliboi & Associates LLP  
ICAI Firm Registration Number: 101049W/E300004  
Chartered Accountants

per Kalpesh Jain  
Partner  
Membership Number: 106406

Place: Mumbai  
Date: May 8, 2018

## ANNEXURE 1 TO INDEPENDENT AUDITORS' REPORT

Annexure 1 referred to in paragraph 1 under Report on Other Legal and Regulatory Requirements of our audit report of even date:

- i. (a) The Company has maintained proper records showing full particulars, including quantitative details and situation of fixed assets.
- (b) All fixed assets have not been physically verified by the management during the year but there is a regular programme of verification which, in our opinion, is reasonable having regard to the size of the Company and the nature of its assets. No material discrepancies were noticed on such verification.
- (c) According to the information and explanations given by the management, there are no immovable properties, included in property, plant and equipment of the company and accordingly, the requirements under paragraph 3(i) (c) of the Order are not applicable to the Company.
- ii. The management has conducted physical verification of inventory at reasonable intervals during the year and no material discrepancies were noticed on such physical verification.
- iii. According to the information and explanations given to us, 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 Act. Accordingly, the provisions of clause 3(iii) (a), (b) and (c) of the Order are not applicable to the Company and hence not commented upon.
- iv. In our opinion and according to the information and explanations given to us, there are no loans, investments, guarantees, and securities given in respect of which provisions of section 185 and 186 of the Act are applicable and hence not commented upon.
- v. The Company has not accepted any deposits within the meaning of Sections 73 to 76 of the Act and the Companies (Acceptance of Deposits) Rules, 2014 (as amended). Accordingly, the provisions of clause 3(v) of the Order are not applicable.
- vi. To the best of our knowledge and as explained, the Central Government has not specified the maintenance of cost records under Section 148(1) of the Act, for the services of the Company.
- vii. (a) The Company is regular in depositing with appropriate authorities undisputed statutory dues including provident fund, employees' state insurance, income-tax, service tax, duty of custom, cess, value added tax and other statutory dues applicable to it. The provisions of sales-tax, and duty of excise are not applicable to the Company.
- (b) According to the information and explanations given to us, no undisputed amounts payable in respect of provident fund, employees' state insurance, income-tax, service tax, goods and service tax, duty of custom, value added

tax, cess and other statutory dues were outstanding at the year-end for a period of more than six months from the date they became payable. The provisions of sales-tax, and duty of excise are not applicable to the Company.

- (c) Following are the amounts of service tax which have not been deposited by the Company on account of any disputes:

Name of the statute	Nature of dues	Amt* ₹ in Lakhs	Period to which the amount relates	Forum where the dispute is pending
Finance Act, 1994	Service Tax	6,499	May 2008 to June 2017	Customs, Excise & Service Tax Appellate Tribunal

There are no amounts of sales tax, income tax, custom duty, wealth tax, excise duty, value added tax and cess which have not been deposited by us on account of any disputes.

- viii. In our opinion and according to the information and explanations given by the management, the Company has not defaulted in repayment of loans or borrowing to a financial institution, bank or government or dues to debenture holders.
- ix. According to the information and explanations given by the management, the Company has not raised any money way of initial public offer / further public offer / debt instruments and term loans during the year under review. Hence, reporting under clause 3 (ix) is not applicable to the Company and not commented upon.
- x. Based upon the audit procedures performed for the purpose of reporting the true and fair view of the financial statements and according to the information and explanations given by the management, we report that no fraud by the Company or no material fraud on the Company by the officers and employees of the Company has been noticed or reported during the year.
- xi. According to the information and explanations given by the management, the managerial remuneration has been paid / provided in accordance with the requisite approvals mandated by the provisions of section 197 read with Schedule V to the Act.
- xii. In our opinion, the Company is not a nidhi company. Therefore, the provisions of clause 3 (xii) of the order are not applicable to the Company and hence not commented upon.
- xiii. According to the information and explanations given by the management, transactions with the related parties are in compliance with section 177 and 188 of the Act, where applicable and the details have been disclosed in the notes to the financial statements, as required by the applicable accounting standards.

## ANNEXURE 1 TO INDEPENDENT AUDITORS' REPORT

Annexure 1 referred to in paragraph 1 under Report on Other Legal and Regulatory Requirements of our audit report of even date:

- xiv. According to the information and explanations given to us and on an overall examination of the balance sheet, the Company has not made any preferential allotment or private placement of shares or fully or partly convertible debentures during the year under review and hence, reporting requirements under clause 3(xiv) are not applicable to the Company and not commented upon.
- xv. According to the information and explanations given by the management, the Company has not entered into any non-cash transactions with directors or persons connected with him as referred to in section 192 of the Act.
- xvi. According to the information and explanations given to us, the provisions of section 45-IA of the Reserve Bank of India Act, 1934 are not applicable to the Company.

For S.R. Batliboi & Associates LLP  
ICAI Firm Registration Number: 101049W/E300004  
Chartered Accountants

per Kalpesh Jain  
Partner  
Membership Number: 106406

Place: Mumbai  
Date: May 8, 2018

## ANNEXURE 2 TO INDEPENDENT AUDITORS' REPORT

Annexure 2 referred in our report of even date

### **Report on the Internal Financial Controls 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 Blue Dart Aviation Limited (the "Company") as of March 31, 2018 in conjunction with our audit of the standalone 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 the Company's policies, the safeguarding of its assets, the prevention and detection of frauds and errors, the accuracy and completeness of the accounting records, and the timely preparation of reliable financial information, as required under the Act.

### **Auditor's Responsibility**

Our responsibility is to express an opinion on the Company's internal financial controls over financial reporting based on our audit. We conducted our audit in accordance with the Guidance Note on Audit of Internal Financial Controls Over Financial Reporting (the "Guidance Note") and the Standards on Auditing as specified under section 143(10) of the Act, to the extent applicable to an audit of internal financial controls both issued by the Institute of Chartered Accountants of India. 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 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.

## ANNEXURE 2 TO INDEPENDENT AUDITORS' REPORT

Annexure 2 referred in our report of even date

### Opinion

In our opinion, 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, 2018, based on the internal control over financial reporting criteria established by the Company considering the essential components of internal control stated in the Guidance Note on Audit of Internal Financial Controls Over Financial Reporting issued by the Institute of Chartered Accountants of India.

For S.R. Batliboi & Associates LLP  
ICAI Firm Registration Number: 101049W/E300004  
Chartered Accountants

Place: Mumbai  
Date: May 8, 2018

per Kalpesh Jain  
Partner  
Membership Number: 106406

**BLUE DART AVIATION LIMITED**  
**BALANCE SHEET AS AT MARCH 31, 2018**

	Notes	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
<b>ASSETS</b>			
<b>NON-CURRENT ASSETS</b>			
Property, Plant and Equipment	4A	28,946	22,417
Capital work-in-progress	4A	5,257	3,343
Other Intangible Assets	4B	909	1,183
Other Financial Assets	5	973	602
Deferred Tax Assets (Net)	6	3,327	3,284
Non-Current Tax Assets (Net)	7	1,748	881
Other Non-Current Assets	8	1,263	460
<b>TOTAL NON-CURRENT ASSETS</b>		<b>42,423</b>	<b>32,170</b>
<b>CURRENT ASSETS</b>			
Inventories	9	1,685	1,912
Financial Assets			
Trade Receivables	10	437	94
Cash and Cash equivalents	11	33	84
Other Financial Assets	12	261	227
Other Current Assets	13	1,293	1,455
<b>TOTAL CURRENT ASSETS</b>		<b>3,709</b>	<b>3,772</b>
<b>TOTAL ASSETS</b>		<b>46,132</b>	<b>35,942</b>
<b>EQUITY AND LIABILITIES</b>			
<b>EQUITY</b>			
Equity Share Capital	14	2,400	2,400
Other Equity	15	2,562	2,287
<b>TOTAL EQUITY</b>		<b>4,962</b>	<b>4,687</b>
<b>LIABILITIES</b>			
<b>NON-CURRENT LIABILITIES</b>			
Financial Liabilities			
Borrowings	16	24,843	17,371
Other Financial Liabilities	17	2,785	3,166
Provisions	18	436	282
Employee Benefit Obligation	18A	-	304
Other Non Current liabilities	19	178	-
<b>TOTAL NON-CURRENT LIABILITIES</b>		<b>28,242</b>	<b>21,123</b>
<b>CURRENT LIABILITIES</b>			
Financial Liabilities			
Borrowings	20	252	708
Trade Payables	21	6,838	4,856
Other Financial Liabilities	22	3,812	3,912
Employee Benefit Obligation	18A	513	197
Other Current Liabilities	23	1,513	459
<b>TOTAL CURRENT LIABILITIES</b>		<b>12,928</b>	<b>10,132</b>
<b>TOTAL LIABILITIES</b>		<b>41,170</b>	<b>31,255</b>
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>46,132</b>	<b>35,942</b>

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

As per our report of even date.

**For S.R.Batilboi & Associates LLP**  
ICAI Firm registration number: 101049W/E300004  
Chartered Accountants

**per Kalpesh Jain**  
Partner  
Membership No. 106406

Place: Mumbai  
Date: May 8, 2018

**For and on behalf of the Board of Directors**

**Tushar K. Jani**  
Chairman  
DIN:00192621

**Air Marshal M . McMahon (Retd.)**  
Director  
DIN:00234293

**N. Palaniappan**  
Company Secretary &  
Sr. Manager-Finance

**Tulsi Nowlakra Mirchandaney**  
Managing Director  
DIN:01842520

**Sharad Upasani**  
Director  
DIN:01739334

**P. Parameshwaran**  
Chief Financial Officer

**Surendra Sheth**  
Alternate Director  
DIN:00089981

**Air Marshal Vijay Achyut Patkar (Retd.)**  
Director  
DIN:07037116

Place: Mumbai  
Date: May 8, 2018

**BLUE DART AVIATION LIMITED**  
**STATEMENT OF PROFIT AND LOSS FOR THE YEAR ENDED MARCH 31, 2018**

	Notes	Year ended March 31, 2018 in ₹ Lakhs	Year ended March 31, 2017 in ₹ Lakhs
<b>INCOME</b>			
Revenue from Operations	24	66,575	61,361
Other Income	25	558	523
<b>TOTAL INCOME</b>		<b>67,133</b>	<b>61,884</b>
<b>EXPENSES</b>			
Operating Costs	26	35,747	33,106
Employee Benefits Expense	27	13,186	12,579
Finance Costs	28	2,236	1,786
Depreciation and Amortisation Expense	29	6,940	5,974
Other Expenses	30	8,509	7,984
<b>TOTAL EXPENSES</b>		<b>66,618</b>	<b>61,429</b>
<b>PROFIT BEFORE TAX</b>		<b>515</b>	<b>455</b>
Income Tax Expense	32		
Current Tax		313	561
Deferred Tax		(54)	(417)
Total Tax Expense		259	144
<b>PROFIT FOR THE YEAR</b>		<b>256</b>	<b>311</b>
<b>OTHER COMPREHENSIVE INCOME</b>			
OCI not to be reclassified to Statement of Profit or Loss in subsequent periods			
- Remeasurement gains/ (loses) on defined benefit plans		29	(6)
- Income tax effect		(10)	2
<b>TOTAL COMPREHENSIVE INCOME FOR THE YEAR</b>		<b>275</b>	<b>307</b>
Earnings Per Equity Share	31		
[Nominal value of share ₹ 10 each]			
Basic and Diluted Earnings Per Share		1.06	1.29

The above Statement of Profit and Loss should be read in conjunction with the accompanying notes.

As per our report of even date

**For S.R.Batliboi & Associates LLP**  
ICAI Firm registration number: 101049W/E300004  
Chartered Accountants

**per Kalpesh Jain**  
Partner  
Membership No. 106406

Place: Mumbai  
Date: May 8, 2018

**For and on behalf of the Board of Directors**

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Director  
DIN:00234293

**N. Palaniappan**  
Company Secretary &  
Sr. Manager-Finance

Place: Mumbai  
Date: May 8, 2018

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Managing Director  
DIN:01842520

**Sharad Upasani**  
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Chief Financial Officer

**Surendra Sheth**  
Alternate Director  
DIN:00089981

**Air Marshal Vijay Achyut Patkar (Retd.,)**  
Director  
DIN:07037116

**BLUE DART AVIATION LIMITED**  
**STATEMENT OF CASH FLOWS FOR THE YEAR ENDED MARCH 31, 2018**

		Year ended March 31, 2018 in ₹ Lakhs	Year ended March 31, 2017 in ₹ Lakhs
<b>A. Cash flows from Operating activities:</b>			
Profit before tax		515	455
<b>Adjustments to reconcile profit before tax to net cash flows:</b>			
Depreciation and Amortisation Expense	29	6,940	5,974
Loss on sale/ scrapping of property, plant and equipment (net)	30	65	20
Finance Costs	28	2,236	1,786
Rotables/Components & Overhaul written off	26	223	218
Unrealised loss / (gain) on Foreign Currency Transactions and Translation		125	(43)
Unwinding interest on security deposit	25	(86)	(69)
Liabilities no longer required written back	25	-	(16)
Provision for Slow moving Inventory	26	92	165
<b>Operating profit before changes in operating assets and liabilities</b>		<b>10,110</b>	<b>8,490</b>
<b>Adjustments for changes in operating assets and liabilities:</b>			
(Increase)/decrease in trade receivables		(343)	187
(Increase)/decrease in inventories		135	(301)
Increase in trade payables		1,857	812
(Increase)/ decrease in other current financial assets		(34)	591
(Increase)/decrease in other current assets		162	(527)
(Increase)/decrease in other non-current Financial assets		(371)	63
(Increase) in other non-current assets		(715)	(260)
Increase/(decrease) in current provisions and Employee Benefit Obligation		345	(14)
Increase in non-current provisions and Employee Benefit Obligation		(150)	130
Increase in other current liabilities		1,054	36
Increase in other non-current liabilities		178	-
Increase/ (decrease) in other financial liabilities		63	(22)
(Decrease) in other non-current financial liabilities		(502)	(91)
<b>Cash generated from Operations</b>		<b>11,789</b>	<b>9,094</b>
Taxes paid (net of refunds)	7	(1,180)	(774)
<b>Net cash flows from operating activities</b>		<b>10,609</b>	<b>8,320</b>
<b>B. Cash flows from / (used in) Investing activities:</b>			
Purchase of property, plant and equipment and other intangible assets		(15,677)	(12,208)
Proceeds from sale of property, plant and equipment		193	34
<b>Net cash flows used in Investing activities</b>		<b>(15,484)</b>	<b>(12,174)</b>
<b>C. Cash flows from / (used in) Financing activities:</b>			
Proceeds from borrowings		16,000	15,000
Repayment of borrowings		(8,691)	(9,911)
Inter Corporate deposits accepted from Blue Dart Express		8,735	7,568

**BLUE DART AVIATION LIMITED**  
**STATEMENT OF CASH FLOWS FOR THE YEAR ENDED MARCH 31, 2018**

	Year ended March 31, 2018 in ₹ Lakhs	Year ended March 31, 2017 in ₹ Lakhs
Inter Corporate deposits repaid from Blue Dart Express	(8,735)	(7,568)
Interest Paid	(2,029)	(1,572)
<b>Net cash flows from / (used) in financing activities</b>	<b>5,280</b>	<b>3,517</b>
<b>Net increase/(decrease) in Cash and cash equivalents</b>	<b>405</b>	<b>(337)</b>
<b>Cash and cash equivalents at the beginning of the year</b>	<b>(624)</b>	<b>(287)</b>
<b>Cash and cash equivalents at the end of the year</b>	<b>(219)</b>	<b>(624)</b>
Note : There are no changes in liability arising from financing, activities due to non cash changes		
<b>Cash and cash equivalents comprise of :</b>		
Balances with banks in current accounts	30	82
Cash on hand	3	2
Bank Overdraft	(252)	(708)
	<b>(219)</b>	<b>(624)</b>

**Notes:**

The above Statement of Cash flows should be read in conjunction with the accompanying notes.

As per our report of even date

**For S.R.Batliboi & Associates LLP**  
ICAI Firm registration number: 101049W/E300004  
Chartered Accountants

**per Kalpesh Jain**  
Partner  
Membership No. 106406

Place: Mumbai  
Date: May 8, 2018

**For and on behalf of the Board of Directors**

**Tushar K. Jani**  
Chairman  
DIN:00192621

**Air Marshal M . McMahon (Retd.,)**  
Director  
DIN:00234293

**N. Palaniappan**  
Company Secretary &  
Sr. Manager-Finance

Place: Mumbai  
Date: May 8, 2018

**Tulsi Nowlakra Mirchandaney**  
Managing Director  
DIN:01842520

**Sharad Upasani**  
Director  
DIN:01739334

**P. Parameshwaran**  
Chief Financial Officer

**Surendra Sheth**  
Alternate Director  
DIN:00089981

**Air Marshal Vijay Achyut Patkar (Retd.,)**  
Director  
DIN:07037116

## BLUE DART AVIATION LIMITED

### STATEMENT OF CHANGES IN EQUITY (SOCIE) FOR THE YEAR ENDED MARCH 31, 2018

**A. Equity Share Capital** in ₹ Lakhs

<b>Balance as at March 31, 2016</b>	<b>2,400</b>
Changes in equity share capital	-
<b>Balance as at March 31, 2017</b>	<b>2,400</b>
Changes in equity share capital	-
<b>Balance as at March 31, 2018</b>	<b>2,400</b>

**B. Other Equity** in ₹ Lakhs

Particulars	Reserves & Surplus		
	Securities Premium Reserve	Retained earnings	Total Other Equity
<b>Balance as at March 31, 2016</b>	<b>600</b>	<b>1,380</b>	<b>1,980</b>
Profit for the year	-	311	311
Other comprehensive income	-	(4)	(4)
<b>Total comprehensive income for the year</b>	<b>-</b>	<b>1,687</b>	<b>1,687</b>
<b>Balance as at March 31, 2017</b>	<b>600</b>	<b>1,687</b>	<b>2,287</b>

in ₹ Lakhs

Particulars	Reserves & Surplus		
	Securities Premium Reserve	Retained earnings	Total Other Equity
<b>Balance as at March 31, 2017</b>	<b>600</b>	<b>1,687</b>	<b>2,287</b>
Profit for the year	-	256	256
Other comprehensive income	-	19	19
<b>Total comprehensive income for the year</b>	<b>-</b>	<b>1,962</b>	<b>1,962</b>
<b>Balance as at March 31, 2018</b>	<b>600</b>	<b>1,962</b>	<b>2,562</b>

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

As per our report of even date

For and on behalf of the Board of Directors

**For S.R.Batliloi & Associates LLP**  
ICAI Firm registration number: 101049W/E300004  
Chartered Accountants

**Tushar K. Jani**  
Chairman  
DIN:00192621

**Tulsi Nowlakra Mirchandaney**  
Managing Director  
DIN:01842520

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**per Kalpesh Jain**  
Partner  
Membership No. 106406

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**Air Marshal Vijay Achyut Patkar (Retd.)**  
Director  
DIN:07037116

Place: Mumbai  
Date: May 8, 2018

**N. Palaniappan**  
Company Secretary &  
Sr. Manager-Finance

**P. Parameshwaran**  
Chief Financial Officer

Place: Mumbai  
Date: May 8, 2018

# SCHEDULES

## Notes to the financial statements for the year ended March 31, 2018

### 1. General Information

Blue Dart Aviation Limited ('the Company') is a public company incorporated in India on May 31, 1994 under the provisions of the Companies Act applicable in India. The Company is authorised by the Director General Civil Aviation of India to commercially operate aircrafts for transporting cargo and to provide aircraft maintenance services. "Express Air Charter Services" income is generated from the charter flight services rendered exclusively to Blue Dart Express Limited. The registered office of the company is located at 88-89, Old International Terminal, Meenambakkam, Chennai. The Company is a wholly owned subsidiary of Blue Dart Express Limited, India.

The standalone financial statements were authorised for issue in accordance with a resolution of the directors on May 8th 2018.

### 2 Basis of preparation of Financial Statements

#### a. Statement of compliance with Ind AS

The Financial statements of the Company comply with all material aspects with Indian Accounting Standards (Ind AS) notified under Section 133 of the Companies Act, 2013 (the Act) [Companies (Indian Accounting Standards) Rules, 2015] and subsequent amendments thereof.

#### b. Historical cost convention

The financial statements have been prepared on a historical cost basis, except for certain financial assets and liabilities and defined benefit plans - plan assets measured at fair value. (Refer Note 18)

#### c. Use of estimates and judgements

The preparation of the financial statements in conformity with Ind AS requires management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates. Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimates are revised and in any future periods affected.

The areas involving critical estimates and judgements are:

- (i) Estimation of useful life of property, plant and equipment and intangible assets [Refer Note 3(a)]
- (ii) Estimation of defined benefit obligation [Refer Note 18A]
- (iii) Estimation of provision for inventories
- (iv) Estimation of contingent liabilities [Refer Note 3(l)]

### d. Current versus non-current classification

The Company presents assets and liabilities in the balance sheet based on current/ non-current classification. An asset is treated as current when it is:

- (i) Expected to be realised or intended to be sold or consumed in normal operating cycle
- (ii) Held primarily for the purpose of trading
- (iii) Expected to be realised within twelve months after the reporting period, or
- (iv) Cash or cash equivalent unless restricted from being exchanged or used to settle a liability for at least twelve months after the reporting period

All other assets are classified as non-current.

A liability is current when:

- (i) It is expected to be settled in normal operating cycle
- (ii) It is held primarily for the purpose of trading
- (iii) It is due to be settled within twelve months after the reporting period, or
- (iv) There is no unconditional right to defer the settlement of the liability for at least twelve months after the reporting period

The Company classifies all other liabilities as non-current.

Deferred tax assets and liabilities are classified as non-current assets and liabilities.

The operating cycle is the time between the acquisition of assets for processing and their realisation in cash and cash equivalents. The Company has identified twelve months as its operating cycle.

### 3 Significant accounting policies

The accounting policies set out below have been applied consistently to all periods presented in these financial statements, unless otherwise stated.

#### a. Property, plant and equipment

Property, Plant and Equipment are carried at historical cost, net of accumulated depreciation and accumulated impairment losses, if any. Historical cost includes expenditure that is directly attributable to the acquisition of the items.

Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Company and the cost of the item can be measured reliably. The carrying amount of any component accounted for as a separate

## SCHEDULES

### Notes to the financial statements for the year ended March 31, 2018

asset is derecognised when replaced. All other repairs and maintenance are charged to profit or loss during the reporting period in which they are incurred.

Capital work-in-progress represents property, plant and equipment that are not yet ready for their intended use as at the balance sheet date.

An item of property, plant and equipment and any significant part initially recognised is derecognised upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss arising on derecognition of the asset (calculated as the difference between the net disposal proceeds and the carrying amount of the asset) is included in the income statement when the asset is derecognised.

The residual value, useful lives and methods of depreciation of property, plant and equipment are reviewed at each financial year end and adjusted prospectively, if appropriate.

#### Transition to Ind AS

On transition to Ind AS, the Company has elected to continue with the carrying value of all of its property, plant and equipment recognised as at April 1, 2015 measured as per the previous GAAP and use that carrying value as the deemed cost of the property, plant and equipment.

#### b. Intangible Assets:

Intangible assets are stated at cost less any accumulated amortisation and accumulated impairment losses, if any. Intangible assets are amortised on a straight line basis over the estimated useful life. The Company capitalises the cost of Type-Certification course of Pilots and Engineers, and amortises it using the straight-line method over a period of three to five years, being the estimated useful economic life based on the contractual terms with the Pilots and Engineers.

#### Depreciation/Amortisation

Depreciation is calculated on a straight-line basis over the estimated useful lives of the assets as follows:

Asset	Useful Life
Aircraft Componets & Overhaul	Over the engine life cycle
Aircraft Rotable Parts	10 years
Computer Software	6 years
Computers	3 to 6 years
Electrical equipments	10 years
Furnitures & fixtures	10 years
Leasehold Improvements	20 years

Office Equipment	5 years
Type Certification	3-5 years
Vehicles	8 years
Ground Equipment	10 to 15 years

The Company, based on technical assessment made by technical expert and management estimate, depreciates computers over estimated useful lives of 3 to 6 years, leasehold improvement over the period of lease and aircraft rotatable parts over estimated useful lives of 10 years which are different from the useful life prescribed in Schedule II. The management believes that these estimated useful lives are realistic and reflect fair approximation of the period over which the assets are likely to be used.

Depreciation for assets purchased/sold during a year is proportionately charged. Individual assets costing upto Rs. 5,000 are depreciated over a period of one year from the date put to use.

Aircraft components and overhaul includes the cost of engines overhaul, components and modifications of airframes and contractually liable to be incurred by the Company. Such costs are depreciated / amortised on the basis of hours flown or the life cycle of the overhaul programme, as applicable.

#### c. Impairment of Assets

The Company assesses at each reporting date whether there is any indication that an asset (tangible or intangible) may be impaired. If any indication exists, the Company estimates the asset's recoverable amount. An asset's recoverable amount is the higher of an asset's or cash generating unit's (CGU) net selling price and its value in use. Where the carrying amount of an asset or CGU exceeds its recoverable amount, the asset is considered impaired and is written down to its recoverable amount. Impairment losses are recognised in the Statement of Profit and Loss. Assessment is also done at each Balance Sheet date as to whether there is any indication that an impairment loss recognised for an asset in prior accounting periods may no longer exist or may have decreased and such reversal is recorded in the Statement of Profit and Loss.

#### d. Inventories

Inventory of consumables/spares and loose tools are valued at lower of cost and net realisable value. The cost is calculated at purchase price and expenditure directly attributable to the acquisition of such inventories for bringing them to their present location using the specific identification method.

## SCHEDULES

### Notes to the financial statements for the year ended March 31, 2018

#### e. Revenue Recognition

##### **Express Air Charter Services (net of service tax):**

Service charges for the Express Air Charter Services are recognised in accordance with the Aircraft Crew Maintenance Insurance (ACMI) Agreement and constitute revenue earned in connection with operating aircrafts for Blue Dart Express Limited on the basis of an agreed mark-up on cost incurred. This includes reimbursement towards certain aircraft operating costs.

##### **Business Support Services (net of service tax):**

Income from Infrastructure sharing services is recognised, as and when such services are rendered, on the basis of an agreed mark-up on costs incurred, in accordance with the arrangements entered into or at the contracted rates.

##### **Interest Income:**

Interest income is recognised using the effective interest rate method. EIR is the rate that exactly discounts the estimated future cash payments or receipts over the expected life of the financial instrument or a shorter period, where appropriate, to the gross carrying amount of the financial asset or to the amortised cost of a financial liability. When calculating the effective interest rate, the Company estimates the expected cash flows by considering all the contractual terms of the financial instrument (for example, prepayment, extension, call and similar options) but does not consider the expected credit losses. Interest income is included in other income in the statement of profit and loss.

#### f. Foreign Currency Transactions

##### **Functional and Presentation currency**

Items included in the financial statements of the Company are measured using the currency of the primary economic environment in which the entity operates ('the functional currency'). The financial statements are presented in Indian Rupee (INR), which is the Company's functional and presentation currency.

##### **Transactions and balances**

Foreign currency transactions are translated into functional currency using the exchange rates at the date of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation of monetary assets and liabilities denominated in foreign currencies at year end exchange rates are generally recognised in statement of profit and loss.

Foreign exchange differences regarded as an adjustment to borrowing costs are presented in the statement of profit or loss, within finance cost. All other foreign exchange gains and losses are presented in the statement of profit and loss on a net basis within other gains/(losses).

Non-monetary items that are measured at fair value in a foreign currency are translated using the exchange rates at the date when the fair value was determined. Translation differences on assets and liabilities carried at fair value are reported as part of the fair value gain or loss.

#### g. Employee Benefits

##### **(i) Short-term obligations**

Liabilities for wages and salaries, including non-monetary benefits that are expected to be settled wholly within 12 months after the end of the period in which the employees render the related service are recognised in respect of employees' services up to the end of the reporting period and are measured at the amounts expected to be paid when the liabilities are settled. The liabilities are presented as current employee benefit obligations in the balance sheet.

##### **Compensated absences:**

Accumulated compensated absences, which are expected to be availed or encashed within 12 months from the end of the year end are treated as short term employee benefits. Accumulated compensated absences, which are expected to be availed or encashed beyond 12 months from the end of the year are treated as other long term employee benefits.

##### **(ii) Other long-term employee benefit obligations**

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

##### **(iii) Post-employment obligations**

The Company operates the following post-employment schemes:

- (a) Defined benefit plans such as gratuity
- (b) Defined contribution plans such as provident fund, Employee's state insurance funds and Employee's pension scheme.

## SCHEDULES

### Notes to the financial statements for the year ended March 31, 2018

#### Defined Benefit Plans:

##### Gratuity:

The Company provides for gratuity, a defined benefit plan (the 'Gratuity Plan') covering eligible employees in accordance with the Payment of Gratuity Act, 1972. The Gratuity Plan provides a lump sum payment to vested employees at retirement, death, incapacitation, or termination of employment, of an amount based on the respective employee's salary and the tenure of employment. The Company's liability is actuarially determined (using the Projected Unit Credit method) at the end of each year. Re-measurement of the net defined benefit liability, which comprise actuarial gains and losses, the return on plan assets (excluding interest) and the effect of the asset ceiling (if any, excluding interest), are recognised immediately in other comprehensive income (OCI).

Net interest is calculated by applying the discount rate to the net defined benefit liability or asset. The Company recognises the following changes in the net defined benefit obligation as an expense in the statement of profit and loss: Service costs comprising current service costs, past-service costs, gains and losses on curtailments non-routine settlements; and Net interest expense or income.

##### Defined Contribution Plans:

Contribution towards Provident Fund for all employees are made to the regulatory authorities, where the Company has no further obligations. Such benefits are classified as Defined Contribution Schemes as the Company does not carry any further obligations, apart from the contributions made on a monthly basis.

The Company also contributes to State plans, namely Employee's State Insurance Fund and Employee's Pension Scheme 1995, and has no further obligation beyond making its contribution.

Company's contributions to the above funds are charged to the Statement of Profit and Loss for the year for which the contributions are due for payment.

##### (iv) Bonus plans

The Company recognises a liability and an expense for bonuses. The Company recognises a provision where contractually obliged or where there is a past practice that has created a constructive obligation.

#### h. Leases

The determination of whether an arrangement is (or contains) a lease is based on the substance of the arrangement at the inception of the lease. Leases in which

a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Operating lease rental payments are recognized as an expense in the Statement of Profit and Loss on a straight-line basis over the period of the lease unless the payments are structured to increase in line with expected general inflation to compensate for the lessor's expected inflationary cost increases.

#### i. Income Taxes

Income tax expense comprises current and deferred tax. It is recognised in Statement of profit and loss except to the extent that it relates items recognised directly in equity or in OCI.

##### Current tax

Tax expense for the year, comprising current tax and deferred tax, are included in the determination of the net profit or loss for the year. Current tax is measured at the amount expected to be paid to the tax authorities in accordance with the taxation laws prevailing in the respective jurisdictions.

Current tax assets and current tax liabilities are offset only if there is a legally enforceable right to set off the recognised amounts, and it is intended to realise the asset and set off the liability on a net basis or simultaneously.

##### Deferred tax

Deferred tax is recognised in respect of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes.

Deferred tax assets are recognised for unused tax losses, unused tax credits and deductible temporary differences to the extent that it is probable that future taxable profits will be available against which they can be used. Deferred tax assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related tax benefit will be realised; such reductions are subsequently reversed when it becomes probable that such assets will be realised.

Unrecognised deferred tax assets are reassessed at each reporting date and recognised to the extent that it has become probable that future taxable profits will be available against which they can be used. Deferred tax liabilities are recognised for all taxable temporary differences.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply in the year when the asset is realised or the liability is settled, based on tax rates (and tax laws) that have been enacted or substantively enacted at the reporting date.

# SCHEDULES

## Notes to the financial statements for the year ended March 31, 2018

Deferred tax relating to items recognised outside profit or loss is recognised outside profit or loss (either in other comprehensive income or in equity). Deferred tax items are recognised in correlation to the underlying transaction either in OCI or directly in equity.

The measurement of deferred tax reflects the tax consequences that would follow from the manner in which the Company expects, at the reporting date, to recover or settle the carrying amount of its assets and liabilities. Deferred tax assets and liabilities are offset only if:

- a) the entity has a legally enforceable right to set off current tax assets against current tax liabilities; and
- b) the deferred tax assets and the deferred tax liabilities relate to income taxes levied by the same taxation authority on the same taxable entity.

### j. Borrowings

Borrowings are initially recognised at fair value, net of transaction costs incurred. Borrowings are subsequently measured at amortised cost. Any difference between the proceeds (net of transaction costs) and the redemption amount is recognised in profit or loss over the period of the borrowings using the effective interest method. Fees paid on the establishment of loan facilities are recognised as transaction costs of the loan to the extent that it is probable that some or all of the facility will be drawn down. In this case, the fee is deferred until the draw down occurs. To the extent there is no evidence that it is probable that some or all of the facility will be drawn down, the fee is capitalised as a prepayment for liquidity services and amortised over the period of the facility to which it relates.

Borrowings are removed from the balance sheet when the obligation specified in the contract is discharged, cancelled or expired. The difference between the carrying amount of a financial liability that has been extinguished or transferred to another party and the consideration paid, including any non-cash assets transferred or liabilities assumed, is recognised in profit or loss as other gains/(losses).

Borrowings are classified as current liabilities unless the Company has an unconditional right to defer settlement of the liability for at least 12 months after the reporting period. Where there is a breach of a material provision of a long-term loan arrangement on or before the end of the reporting period with the effect that the liability becomes payable on demand on the reporting date, the entity does not classify the liability as current, if the lender agreed, after the reporting period and before the approval of the financial statements for issue, not to demand payment as a consequence of the breach.

### k. Provisions

Provisions are recognised when the company has a present legal or constructive obligation as a result of a past events, it is probable that an outflow of resources will be required to settle the obligation and the amount can be reliably estimated. Provisions are not recognised for future operating losses.

Provisions are measured at the present value of management's best estimate of the expenditure required to settle the present obligation at the end of the reporting period. The discount rate used to determine the present value is a pre-tax rate that reflects current market assessments of the time value of money and the risks specific to the liability.

### l. Contingent Liabilities

Contingent liabilities are disclosed when there is a possible obligation arising from past events, the existence of which will be confirmed only by the occurrence or non occurrence of one or more uncertain future events not wholly within the control of the Company or a present obligation that arises from past events where it is either not probable that an outflow of resources will be required to settle or a reliable estimate of the amount cannot be made.

### m. Cash and Cash Equivalents

For the purpose of presentation in the statement of cash flows, cash and cash equivalents includes cash on hand, demand deposits with banks, other short-term, highly liquid investments with original maturities of three months. Bank overdrafts are shown within borrowings in current liabilities in the balance sheet.

### n. Financial Instruments

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

#### A) Financial assets

##### i) Classification

The Company shall classifies financial assets as subsequently measured at amortised cost, fair value through other comprehensive income or fair value through profit or loss on the basis of its business model for managing the financial assets and the contractual cash flow characteristics of the financial asset.

##### ii) Initial recognition and measurement

All financial assets are recognised initially at fair value plus, in the case of financial assets not recorded at fair value through profit or loss, transaction

# SCHEDULES

## Notes to the financial statements for the year ended March 31, 2018

costs that are attributable to the acquisition of the financial asset. Purchases or sales of financial assets that require delivery of assets within a time frame established by regulation or convention in the market place (regular way trades) are recognised on the trade date, i.e., the date that the Company commits to purchase or sell the asset.

### iii) Derecognition

A financial asset is derecognised only when

- (i) The company has transferred the rights to receive cash flows from the financial asset or
- (ii) Retains the contractual rights to receive the cash flows of the financial asset, but assumes a contractual obligation to pay the cash flows to one or more recipients.

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

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

### iv) Impairment of financial assets

In accordance with Ind-AS 109, the Company applies expected credit loss (ECL) model for measurement and recognition of impairment loss on the following financial assets and credit risk exposure:

- a) Financial assets that are debt instruments, and are measured at amortised cost e.g., loans, debt securities, deposits, and bank balance
- b) Trade receivables

The Company follows 'simplified approach' for recognition of impairment loss allowance on:

- i) Trade receivables which do not contain a significant financing component
- ii) All lease receivables resulting from transactions

The application of simplified approach does not require the Company to track changes in credit risk.

Rather, it recognises impairment loss allowance based on lifetime ECLs at each reporting date, right from its initial recognition.

For recognition of impairment loss on other financial assets and risk exposure, the Company determines that whether there has been a significant increase in the credit risk since initial recognition. If credit risk has not increased significantly, 12-month ECL is used to provide for impairment loss. However, if credit risk has increased significantly, lifetime ECL is used. If, in a subsequent period, credit quality of the instrument improves such that there is no longer a significant increase in credit risk since initial recognition, then the entity reverts to recognising impairment loss allowance based on 12-month ECL.

## B) Financial liabilities

### i) Classification

The Company classifies all financial liabilities as subsequently measured at amortised cost, except for financial liabilities at fair value through profit or loss.

### ii) Initial recognition and measurement

Financial liabilities are classified, at initial recognition, as financial liabilities at fair value through profit or loss, loans and borrowings, payables, as appropriate.

All financial liabilities are recognised initially at fair value and, in the case of loans and borrowings and payables, net of directly attributable transaction costs.

The Company's financial liabilities include trade and other payables, loans and borrowings including bank overdrafts.

### iii) Financial liabilities at fair value through profit or loss

Financial liabilities at fair value through profit or loss include financial liabilities held for trading and financial liabilities designated upon initial recognition as at fair value through profit or loss. Financial liabilities are classified as held for trading if they are incurred for the purpose of repurchasing in the near term. This category also includes derivative financial instruments entered into by the Company that are not designated as hedging instruments in hedge relationships as defined by Ind-AS 109. Separated embedded derivatives are also classified as held for trading unless they are designated as effective hedging instruments.

Gains or losses on liabilities held for trading are recognised in the statement of profit and loss.

# SCHEDULES

## Notes to the financial statements for the year ended March 31, 2018

Financial liabilities designated upon initial recognition at fair value through profit or loss are designated at the initial date of recognition, and only if the criteria in Ind-AS 109 are satisfied. For liabilities designated as fair value through statement of profit and loss (FVTPL), fair value gains/ losses attributable to changes in own credit risk are recognized in OCI. These gains/loss are not subsequently transferred to profit and loss. However, the Company may transfer the cumulative gain or loss within equity. All other changes in fair value of such liability are recognised in the statement of profit and loss. The Company has not designated any financial liability as at fair value through Statement of profit and loss.

### iv) Loans and borrowings

After initial recognition, interest-bearing loans and borrowings are subsequently measured at amortised cost using the EIR method. Gains and losses are recognised in profit or loss when the liabilities are derecognized.

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

### v) Derecognition

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

### vi) Offsetting of financial instruments

Financial assets and financial liabilities are offset and the net amount is reported in the balance sheet if there is a currently enforceable legal right to offset the recognised amounts and there is an intention to settle on a net basis, to realise the assets and settle the liabilities simultaneously.

### o. Fair value measurement

'Fair value' is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date in the principal or, in its absence, the most advantageous

market to which the Company has access at that date. The fair value of a liability reflects its non-performance risk.

All assets and liabilities for which fair value is measured or disclosed in the financial statements are categorised within the fair value hierarchy, described as follows, based on the lowest level input that is significant to the fair value measurement as a whole:

▶ Level 1 - Quoted (unadjusted) market prices in active markets for identical assets or liabilities

▶ Level 2 - Valuation techniques for which the lowest level input that is significant to the fair value measurement is directly or indirectly observable

▶ Level 3 - Valuation techniques for which the lowest level input that is significant to the fair value measurement is unobservable

For assets and liabilities that are recognised in the financial statements on a recurring basis, the Group determines whether transfers have occurred between levels in the hierarchy by re-assessing categorisation (based on the lowest level input that is significant to the fair value measurement as a whole) at the end of each reporting period.

The Group's Valuation Committee determines the policies and procedures for both recurring fair value measurement, such as derivative instruments and unquoted financial assets measured at fair value, and for non-recurring measurement, such as assets held for distribution in discontinued operations. The Valuation Committee comprises of the head of the investment properties segment, heads of the Group's internal mergers and acquisitions team, the head of the risk management department, financial controllers and chief finance officer.

### p. Earnings per share

#### (i) Basic earnings per share

Basic earnings per share is calculated by dividing:

- the profit attributable to owners of the Company
- by the weighted average number of equity shares outstanding during the financial year, adjusted for bonus elements in equity shares issued during the year, if any and excluding treasury shares (Refer note 31).

#### (ii) Diluted earnings per share

Diluted earnings per share adjusts the figures used in the determination of basic earnings per share to take into account:

- the after income tax effect of interest and other financing costs associated with dilutive potential equity shares, and

## SCHEDULES

- the weighted average number of additional equity shares that would have been outstanding assuming the conversion of all dilutive potential equity shares. (Refer note 31).

### q. Segment Information

The Company is primarily engaged in a single segment business to operate aircraft and provide aircraft maintenance services within India for the business of

integrated air and ground transportation and distribution of time-sensitive packages of Blue Dart Express Limited. All assets of the Company are domiciled in India and the Company earns entire revenue from its operations in India.

### r. Rounding of amounts

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

## SCHEDULES

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

### 4A. PROPERTY, PLANT AND EQUIPMENT

in ₹ Lakhs

Description of Assets	GROSS CARRYING VALUE				ACCUMULATED DEPRECIATION				NET CARRYING VALUE
	Opening Balance as at April 1, 2017	Additions	"Deductions/ Adjustments"	Closing Balance as at March 31, 2018	Opening Balance as at April 1, 2017	For the Year	Deductions/ Adjustments	Closing Balance as at March 31, 2018	Closing Balance as at March 31, 2018
<b>Tangible Assets:</b>									
Leasehold Improvements	3,400	-	-	3,400	582	240	-	822	2,578
Aircraft Rotable Parts	4,813	913	885	4,841	1,589	663	699	1,553	3,288
Aircraft Components and Overhaul	17,724	11,484	2,858	26,350	7,056	4,682	2,799	8,939	17,411
Ground Equipment	5,402	472	122	5,752	1,067	522	96	1,493	4,259
Office Equipment	136	63	16	183	68	29	11	86	97
Electrical Equipment	684	141	69	756	239	120	47	312	444
Computers	352	51	58	345	112	66	62	116	229
Furniture and Fittings	921	239	157	1,003	349	148	104	393	610
Vehicles	104	8	63	49	57	16	54	19	30
<b>Total Tangible Assets</b>	<b>33,536</b>	<b>13,371</b>	<b>4,228</b>	<b>42,679</b>	<b>11,119</b>	<b>6,486</b>	<b>3,872</b>	<b>13,733</b>	<b>28,946</b>
Capital work-in-progress	3,343	-	-	-	-	-	-	-	5,257

**Notes:**

- As a prudent practice, Company has been depreciating full value of the assets, though the assets will have residual value and Companies Act, 2013, also allows upto 5% to be retained as a residual value.
- Deductions/Adjustments also includes reclassification from one category to another category of asset, if any.
- In 2016-17, on transition to Ind As, the company has availed the deemed cost exemption in relation to PPE and hence net block carrying amount has been considered as the gross block carrying amount on 1st April 2015.

### 4B. INTANGIBLE ASSETS

in ₹ Lakhs

Description of Assets	GROSS CARRYING VALUE				ACCUMULATED DEPRECIATION				NET CARRYING VALUE
	Opening Balance as at April 1, 2017	Additions	"Deductions/ Adjustments"	Closing Balance as at March 31, 2018	Opening Balance as at April 1, 2017	For the Year	Deductions/ Adjustments	Closing Balance as at March 31, 2018	Closing Balance as at March 31, 2018
Computers - Software	586	45	3	628	229	114	3	340	288
Type Certification Course	1,476	259	385	1,350	650	340	261	729	621
<b>Total Intangible Assets</b>	<b>2,062</b>	<b>304</b>	<b>388</b>	<b>1,978</b>	<b>879</b>	<b>454</b>	<b>264</b>	<b>1,069</b>	<b>909</b>

**Notes :**

In 2016-17, on transition to Ind As, the company has availed the deemed cost exemption in relation to PPE and hence net block carrying amount has been considered as the gross block carrying amount on 1st April 2015.

## SCHEDULES

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

### 4A. PROPERTY, PLANT AND EQUIPMENT

in ₹ Lakhs

Description of Assets	GROSS CARRYING VALUE				Opening Balance as at April 1, 2016	ACCUMULATED DEPRECIATION			NET CARRYING VALUE
	Deemed Cost as at April 1, 2016	Additions	Deductions/ Adjustments	Closing Balance as at March 31, 2017		For the year	Deductions/ Adjustments	Closing Balance as at March 31, 2017	Closing Balance as at March 31, 2017
<b>Tangible Assets:</b>									
Leasehold Improvements	3,400	-	-	3,400	298	284	-	582	2,818
Aircraft Rotable Parts	4,327	821	335	4,813	963	686	60	1,589	3,224
Aircraft Components and Overhaul	10,705	7,039	20	17,724	3,420	3,637	1	7,056	10,668
Ground Equipment	4,993	542	133	5,402	579	493	5	1,067	4,335
Office Equipment	128	9	1	136	38	31	1	68	68
Electrical Equipment	644	41	1	684	121	118	-	239	445
Computers	275	77	-	352	50	62	-	112	240
Furniture and Fittings	879	44	2	921	191	158	-	349	572
Vehicles	96	10	2	104	34	24	1	57	47
<b>Total Tangible Assets</b>	<b>25,447</b>	<b>8,583</b>	<b>494</b>	<b>33,536</b>	<b>5,694</b>	<b>5,493</b>	<b>68</b>	<b>11,119</b>	<b>22,417</b>
Capital work in progress	94	3,343	94	3,343				-	3,343

**Notes:**

- Company has charged accelerated depreciation on certain rotables parts which are unserviceable / retired from active use for operation and accordingly, depreciation charge for the current year is higher by ₹ 301 lakhs for 'Aircraft Rotables Parts'.
- As a prudent practice, Company has been depreciating full value of the assets, though the assets will have residual value and Companies Act, 2013, also allows upto 5% to be retained as a residual value.
- Deductions/Adjustments include reclassification from one category to another category of asset.

### 4B. INTANGIBLE ASSETS

in ₹ Lakhs

Description of Assets	GROSS CARRYING VALUE				Opening Balance as at April 1, 2016	ACCUMULATED DEPRECIATION			NET CARRYING VALUE
	Deemed Cost as at April 1, 2016	Additions	Deductions/ Adjustments	Closing Balance as at March 31, 2017		For the year	Deductions/ Adjustments	Closing Balance as at March 31, 2017	Closing Balance as at March 31, 2017
Computers - Software	573	13	-	586	115	114	-	229	357
Type Certification Course	1,118	404	46	1,476	297	367	14	650	826
<b>Total Intangible Assets</b>	<b>1,691</b>	<b>417</b>	<b>46</b>	<b>2,062</b>	<b>412</b>	<b>481</b>	<b>14</b>	<b>879</b>	<b>1,183</b>

## SCHEDULES

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

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
<b>5 OTHER NON-CURRENT FINANCIAL ASSETS</b>		
(Unsecured, considered good, unless otherwise stated)		
Long term deposits with banks with maturity period more than 12 months	1	1
<b>Advances</b>		
Deposits	972	601
<b>Total</b>	<b>973</b>	<b>602</b>
<b>6 DEFERRED TAX ASSET/(LIABILITIES) (NET) [Refer Note 3 (i) and Note 32]</b>		
<b>Deferred Tax Liability</b>	-	-
<b>Gross Deferred Tax Liability</b>	-	-
<b>Deferred Tax Assets</b>		
Property, Plant and Equipment and intangible assets	2,675	2,493
Other timing differences	652	791
<b>Gross Deferred Tax Assets</b>	<b>3,327</b>	<b>3,284</b>
<b>7 NON-CURRENT TAX ASSETS (NET)</b>		
<b>Opening balance</b>	881	668
Less: Current tax payable for the year	313	561
Add: Taxes paid	1,180	774
<b>Closing balance</b>	<b>1,748</b>	<b>881</b>
Advance income tax	5,693	4,879
Provision for tax	3,945	3,998
Advance income tax (Net of provision for tax)	<b>1,748</b>	<b>881</b>
<b>8 OTHER NON-CURRENT ASSETS</b>		
Capital Advances	127	39
Prepaid Expenses	1,136	421
<b>Total</b>	<b>1,263</b>	<b>460</b>
<b>9 INVENTORIES</b>		
Consumables/Spares	1,491	1,620
Loose Tools	194	292
<b>Total</b>	<b>1,685</b>	<b>1,912</b>
* Net of provision for slow-moving items of ₹ 580 Lakhs, (March 31, 2017 - ₹ 803 Lakhs)		
<b>10 TRADE RECEIVABLES</b>		
(Unsecured, considered good)		
Trade receivables	123	3
Receivables from related parties (Refer Note 33)	314	91
<b>Total</b>	<b>437</b>	<b>94</b>

## SCHEDULES

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

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
<b>11 CASH AND CASH EQUIVALENTS</b>		
Balances with banks in current accounts	30	82
Cash on hand	3	2
<b>Total</b>	<b>33</b>	<b>84</b>
<b>12 OTHER CURRENT FINANCIAL ASSETS</b>		
(Unsecured, considered good, unless otherwise stated)		
Deposits	261	227
<b>Total</b>	<b>261</b>	<b>227</b>
<b>13 OTHER CURRENT ASSETS</b>		
(Unsecured, considered good)		
Prepaid Expenses	672	696
Balance with Government Authorities	325	285
Others	296	474
<b>Total</b>	<b>1,293</b>	<b>1,455</b>
<b>14 EQUITY SHARE CAPITAL</b>		
<b>Authorised</b>		
4,00,00,000 Equity Shares(March 31, 2016- 40,000,000 and April 1, 2015- 40,000,000) of ₹ 10 each	4,000	4,000
<b>Issued, Subscribed and Fully Paid up</b>		
2,40,00,000 Equity Shares (March 31, 2016 : 24,000,000 and April 1, 2015 : 24,000,000) of ₹ 10 each fully paid-up	2,400	2,400
<b>Total</b>	<b>2,400</b>	<b>2,400</b>

### i. Reconciliation of the number of shares

	As at March 31, 2018		As at March 31, 2017	
	Number of shares	Amount (₹ In Lakhs)	Number of shares	Amount (₹ In Lakhs)
Balance as at the beginning of the year	24,000,000	2,400	24,000,000	2,400
Additions/Deletions during the year	-	-	-	-
Balance as at the end of the year	24,000,000	2,400	24,000,000	2,400

### ii. Rights, preferences and restrictions attached to equity shares

The Company has only one class of equity shares at a par value of ₹ 10 per share. Each shareholder of equity shares is entitled to one vote per share. In the event of liquidation of the Company, the equity share holders are eligible to receive the remaining assets of the Company, after distribution of all preferential amounts, in proportion to their share holding.

## SCHEDULES

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

### iii. Shares held by Holding Company

Blue Dart Express Limited, the Holding Company

24,000,000 (March 31, 2016- 17,760,000 and April 1, 2015-17,760,000)  
equity shares of ₹ 10 each fully paid up

As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
2,400	2,400

### iv. Details of shares held by shareholders holding more than 5% of the aggregate shares in the Company

	As at March 31, 2018		As at March 31, 2017	
	Number of shares	%	Number of shares	%
Blue Dart Express Limited ('BDEL') and its nominees	24,000,000	100%	24,000,000	100%
<b>Total</b>	<b>24,000,000</b>	<b>100%</b>	<b>24,000,000</b>	<b>100%</b>

## 15 OTHER EQUITY

### Reserves and Surplus

Securities Premium Reserve

Retained earnings

**Total**

As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
600	600
1,962	1,687
<b>2,562</b>	<b>2,287</b>

### i) Securities Premium Reserve

**Balance as at the beginning and end of the year**

<b>600</b>	<b>600</b>
------------	------------

### ii) Retained Earnings

Balance as at the beginning of the year

Net Profit for the year

Items of other comprehensive income recognised directly in retained earnings

Remeasurements of defined benefit obligations, net of tax

**Balance as at the end of the year**

**Total of Other Equity**

1,687	1,380
256	311
19	(4)
<b>1,962</b>	<b>1,687</b>
<b>2,562</b>	<b>2,287</b>

### Nature and purpose of reserve:

#### Security Premium

Security Premium reserve is used to record the premium on shares. The reserve will be utilised in accordance with the provisions of the act.

## SCHEDULES

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

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
<b>16 NON CURRENT FINANCIAL LIABILITIES - BORROWINGS</b>		
<b>Term loans</b>		
<b>Unsecured</b>		
(a) Term Loan from Financial Institutions (Refer note (a) and (b))	23,750	14,375
(b) Term Loan from Blue Dart Express Limited (Refer note (c))	1,093	2,996
<b>Total</b>	<b>24,843</b>	<b>17,371</b>

### Security and Salient Terms:

- a) As at March 31, 2018, the total outstanding loan balance from financial institutions is ₹ 24,750 lakhs (Previous year ₹ 15,000 Lakhs) out of which payable to Citicorp Finance India Limited is ₹ 21,000 Lakhs (Previous year ₹ 5,000 Lakhs) and payable to Standard Chartered Investments & Loans India Limited (SCILL) is ₹ 3,750 Lakhs (Previous year ₹ 10,000 Lakhs). During the current year, the company has taken unsecured term loans amounting to ₹ 16,000 lakhs from Citicorp Finance India Limited in three tranches: ₹ 5,000 Lakhs on 22nd September, 2017, ₹ 5,000 Lakhs on 25 January 2018 and ₹ 6,000 Lakhs on 23rd February, 2018. The tranches carry interest rate of 7.75%, 7.5% and 8.1% respectively subject to reset from time to time. The loan is repayable over a period of 36 months from the date of draw down. Repayment of the loan is in equal quarterly installments, commences from the 27th month (initial 24 months being the moratorium period).
- b) During the year, the company has repaid ₹ 6,000 Lakhs of loan taken from SCILL on 23rd February, 2018 out of the borrowings from Citicorp Financial India Limited. The current portion of loan is ₹ 1000 lakhs (Previous Year : ₹ 625 lakhs) as disclosed in Note 22. The loan is repayable in equal quarterly installments of ₹ 250 lakhs. The loan carries interest Rate of 8% subject to reset from time to time.
- c) During the year, the Company has repaid ₹ 2,441 Lakhs ( balance as on 31st March 2018 - ₹ 2,996 Lakhs and 31st March 2017 is ₹ 5,437 Lakhs) towards the unsecured interest bearing loan borrowed from Blue Dart Express Limited. The current portion of the loan is ₹ 1903 Lakhs (Previous period ₹ 2,441 Lakhs) which is payable within 12 months of the balance sheet date as disclosed in Note 22. In respect of the aforesaid loans which have been granted in various tranches, principal amount is repayable over seven years with the first two years as moratorium. Interest rate is linked to the average base rate of IDBI Bank and ICICI Bank subject to reset on bi-annually basis.

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
<b>17 OTHER FINANCIAL LIABILITIES</b>		
Aircraft Payload Deposit from Blue Dart Express Limited	1,774	2,049
Deposit Received from DHL Express (India) Private Limited	798	948
Employee Benefit Payable	213	169
<b>Total</b>	<b>2,785</b>	<b>3,166</b>
<b>18 NON-CURRENT PROVISIONS</b>		
Provision for aircraft redelivery obligation (refer below note)	436	282
<b>Total</b>	<b>436</b>	<b>282</b>
<b>18 A NON-CURRENT EMPLOYEE BENEFITS OBLIGATION</b>		
<b>Provision for Employee Benefits:</b>		
[Refer notes 3 (g)]		

## SCHEDULES

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

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
Provision for Compensated Absences	-	304
<b>Total</b>	<b>-</b>	<b>304</b>

### 18 B CURRENT EMPLOYEE BENEFITS OBLIGATION

#### Provision for Employee Benefits:

[Refer notes 3 (g)]

Provision for Gratuity	74	85
Provision for Compensated absences	439	112
<b>Total</b>	<b>513</b>	<b>197</b>

#### Movement in provision for aircraft redelivery obligation:

<b>Opening Balance</b>	<b>282</b>	<b>181</b>
Additions during the year (including interest expenses of ₹ 30 lakhs (Previous year : ₹ 17 Lakhs)	154	101
Utilisation during the year	-	-
<b>Closing Balance</b>	<b>436</b>	<b>282</b>

#### Employee benefit obligations

The Company has classified the various employee benefits provided to employees as under:

#### I Defined Contribution Plans

	For the Year ended March 31, 2018 in ₹ Lakhs	For the Year ended March 31, 2017 in ₹ Lakhs
- Employer's Contribution to Provident Fund	221	223
- Employer's Contribution to Employees' State Insurance	28	21
- Employer's Contribution to Employees' Pension Scheme 1995	104	98

During the year, the Company has recognised the above amounts in the Statement of Profit and Loss under "Contribution to provident and other funds"

#### II Defined Benefit Plans

##### Gratuity:

A The amounts recognised in the balance sheet and the movements in the net defined benefit obligation over the years are as follows:

	Present value of obligation	Fair value of plan assets	Net defined benefit (asset) /liability
<b>Balance as on April 1, 2016</b>	<b>1,116</b>	<b>(1,022)</b>	<b>94</b>
Interest Cost	89	-	89
Current Service Cost	86	-	86
Expected Return on Plan Assets	-	(81)	(81)
<b>Total amount recognised in profit or loss</b>	<b>175</b>	<b>(81)</b>	<b>94</b>

## SCHEDULES

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

	Present value of obligation	Fair value of plan assets	Net defined benefit (asset) /liability
Remeasurements			
Actuarial (gain)/loss on obligations	10	(4)	6
<b>Total amount recognised in other comprehensive income</b>	<b>10</b>	<b>(4)</b>	<b>6</b>
Benefits Paid	(66)	66	-
Contributions	-	(109)	(109)
<b>Balance as on March 31, 2017</b>	<b>1,235</b>	<b>(1,150)</b>	<b>85</b>
Interest Cost	95	-	95
Current Service Cost	92	-	92
Expected Return on Plan Assets	-	(88)	(88)
<b>Total amount recognised in profit or loss</b>	<b>187</b>	<b>(88)</b>	<b>99</b>
Remeasurements			
Actuarial (gain)/loss on obligations	(42)	13	(29)
<b>Total amount recognised in other comprehensive income</b>	<b>(42)</b>	<b>13</b>	<b>(29)</b>
Benefits Paid	(95)	95	-
Contributions	-	(81)	(81)
<b>Balance as on March 31, 2018</b>	<b>1,285</b>	<b>(1,211)</b>	<b>74</b>

### B Reconciliation of Present Value of Defined Benefit Obligation and the Fair value of Assets

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
Present Value of funded obligation as at the year end	1,285	1,235
Fair Value of Plan Assets as at the end of the year	1,211	1,150
Present Value of unfunded obligation as at the year end	74	85
Unrecognised Actuarial (gains)/losses	-	-
<b>Unfunded Net Liability Recognised in Balance Sheet</b>	<b>74</b>	<b>85</b>

### C Amount recognised in the Balance Sheet

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
Present Value of Obligation at the end of the year	1,285	1,235
Fair value of plan assets	(1,211)	(1,150)
Liability recognised in the Balance Sheet	74	85

## SCHEDULES

### Notes forming part of Financial Statements as of and for the year ended March 31, 2018

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
<b>D Actuarial assumptions</b>		
i Valuations in respect of Gratuity has been carried out by an independent actuary, as at the Balance sheet date, based on the following assumptions:		
Discount Rate and Expected Return on Plan Assets (per annum)	7.66%	7.66%
Rate of increase in Salary growth rate	7.25%	7.25%

Note: The estimates of future salary increases, considered in actuarial valuation, takes into account, inflation, seniority, promotions and other relevant factors, such as demand and supply in the employment market.

#### ii Sensitivity analysis

Reasonably possible changes at the reporting date to one of the relevant actuarial assumptions, holding other assumptions constant, would have affected the defined benefit obligation by the amounts shown below.

	Impact on defined benefit obligation (In ₹ Lakhs)			
	As at March 31, 2018		As at March 31, 2017	
	Increase	Decrease	Increase	Decrease
Discount rate (0.5% movement)	(61)	67	(61)	66
Future salary growth (0.5% movement)	67	(62)	66	(61)

Although the analysis does not take account of the full distribution of cash flows expected under the plan, it does provide an approximation of the sensitivity of the assumptions shown.

#### iii Percentage of each category of Plan Assets to total Fair Value of Plan Assets

The Plan Assets are administered by Life Insurance Corporation of India ("LIC") as per Investment Pattern stipulated for Pension and Group Schemes Fund by Insurance Regulatory and Development Authority ('IRDA') regulations.

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
Insured fund in LIC	1211	1150
<b>iv Expected gratuity contribution for the next years</b>	<b>164</b>	<b>177</b>
<b>E Compensated Absences</b>		
Non-current provisions (Refer note 18A)	-	304
Current provisions (Refer note 18B)	439	112

### 19 OTHER NON CURRENT LIABILITIES

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
Air charter service income received in advance	178	-
<b>Total</b>	<b>178</b>	<b>-</b>

## SCHEDULES

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

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
<b>20 CURRENT BORROWINGS</b>		
<b>Unsecured</b>		
Bank Overdraft (payable on demand and interest rate i.e. MCLR +0.35%)	252	708
<b>Total</b>	<b>252</b>	<b>708</b>
<b>21 TRADE PAYABLES</b>		
Trade Payables:		
Total outstanding dues of Micro enterprises and Small Enterprises (Refer Note 34)	39	13
Total outstanding dues of creditors other than Micro enterprises and small enterprises:		
Trade payable other than related parties	3,238	2,584
Trade payables to related parties (Refer Note 33)	2,476	1,184
Other Payables	1,085	1,075
<b>Total</b>	<b>6,838</b>	<b>4,856</b>
<b>22 OTHER FINANCIAL LIABILITIES</b>		
Current maturities of Term Loan from Blue Dart Express Limited (Refer Note 16)	1,903	2,441
Current maturities of Unsecured term loan from Financial Institutions (Refer Note 16)	1,000	625
Deposit Received from DHL Express (India) Private Limited	150	150
Employee benefits payable	759	696
<b>Total</b>	<b>3,812</b>	<b>3,912</b>
<b>23 OTHER CURRENT LIABILITIES</b>		
Statutory dues (including Provident Fund, Employees' State Insurance and Tax Deducted at Source)	1,335	361
Air charter service income received in advance	178	98
<b>Total</b>	<b>1,513</b>	<b>459</b>
<b>24 REVENUE FROM OPERATIONS</b>		
Express Air Charter Services [Refer Note 3(e)]	65,706	60,555
<b>Other Operating Revenue</b>		
Business Support Services [Refer Note 3(e)]	869	806
<b>Total</b>	<b>66,575</b>	<b>61,361</b>

## SCHEDULES

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

	Year ended March 31, 2018 in ₹ Lakhs	Year ended March 31, 2017 in ₹ Lakhs
<b>25 OTHER INCOME</b>		
Sale of Spares / Services	261	119
Unwinding interest on security deposit	86	69
Net Gain on Foreign Currency Transactions and Translation [Refer Note 3(f)]	-	167
Provision/Liabilities no longer required written back	-	16
Miscellaneous Income	211	152
<b>Total</b>	<b>558</b>	<b>523</b>
<b>26 OPERATING COSTS</b>		
Aircraft Fuel	19,356	17,229
Aircraft and Engine Lease Rentals [Refer Note 3(h)]	8,013	7,896
Navigation Charges	4,114	3,963
Engineering Maintenance Costs	1,439	1,249
Loss on sale/scrapping of Rotables/Components & Overhaul written off [Refer Note 4A]	223	218
Consumption of Consumables and Tools	1,175	1,061
Provision for aircraft redelivery obligation [Refer Note 18]	124	84
Provision for slow-moving inventory	92	165
Aircraft Insurance	224	200
Handling and Clearing	691	776
Interline Expenses	296	265
<b>Total</b>	<b>35,747</b>	<b>33,106</b>
<b>27 EMPLOYEE BENEFITS EXPENSE</b>		
Salaries, Bonus and Leave Encashment	11,863	11,259
Contribution to provident and other funds	353	342
Gratuity	99	94
Staff Welfare Expenses	871	884
<b>Total</b>	<b>13,186</b>	<b>12,579</b>
<b>28 FINANCE COSTS</b>		
Interest Expense:		
- On Term loan from bank	-	477
- On Term loans from financial institutions	1,464	102
- On Unsecured term loan and inter corporate deposits from Blue Dart Express Limited	561	982
- Unwinding of interest on provisions/payload deposits	207	-
- On Others	4	225
<b>Total</b>	<b>2,236</b>	<b>1,786</b>

## SCHEDULES

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

	Year ended March 31, 2018 in ₹ Lakhs	Year ended March 31, 2017 in ₹ Lakhs
<b>29 DEPRECIATION AND AMORTISATION EXPENSE</b>		
Depreciation on Tangible assets	6,486	5,493
Amortisation on Intangible assets	454	481
<b>Total</b>	<b>6,940</b>	<b>5,974</b>
<b>30 OTHER EXPENSES</b>		
Rent	4,647	4,462
Electricity	376	360
Repairs and Maintenance - Others	826	805
Communication Expenses	90	94
Directors sitting fees	20	13
Legal and Professional Expenses	154	99
Payment to Auditors		
Statutory Audit fees	9	16
Tax Audit fees	1	4
Other Matter	-	1
Reimbursement of Expenses*	1	-
Rates and taxes	64	80
Insurance	175	143
Lease and Hire charges	53	38
Loss on Sale/Scrapping of Assets	65	20
Net Loss on Foreign Currency Transactions and Translation	234	-
Printing and Stationery	227	212
Subscriptions Charges	268	314
Travelling Expenses	421	443
Miscellaneous expenses	878	880
<b>Total</b>	<b>8,509</b>	<b>7,984</b>
* Amount is below the rounding off norm adopted by the Company		
<b>31 EARNINGS PER SHARE</b>		
Profit for the year	256	311
Weighted average number of shares (Nos.)	24,000,000	24,000,000
Basic and Diluted Earnings Per Share (In ₹)	1.06	1.29
Nominal value of shares outstanding (In ₹)	10	10

## SCHEDULES

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

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
<b>32 TAX EXPENSE</b>		
<b>A. Amounts recognised in profit and loss</b>		
<b>(a) Income tax expense</b>		
<b>Current Tax</b>		
Current tax on profits for the year	313	561
<b>Total current tax expense</b>	<b>313</b>	<b>561</b>
<b>Deferred tax</b>		
Decrease (increase) in deferred tax	(54)	(417)
<b>Total deferred tax expense/(benefit)</b>	<b>(54)</b>	<b>(417)</b>
<b>Income tax expense</b>	<b>259</b>	<b>144</b>
<b>(b) Reconciliation of tax expense and the accounting profit multiplied by India's tax rate:</b>		
Profit before income tax expense	515	455
<b>Tax at the Indian tax rate of 34.608% (2016-2017 – 34.608%) *</b>	<b>179</b>	<b>158</b>
Tax effect of amounts which are not deductible (taxable) in calculating taxable income:		
Others	80	(14)
<b>Income tax expense</b>	<b>259</b>	<b>144</b>

### B. Movement in deferred tax balances

	March 31, 2018				(in ₹ Lakhs)		
	Net balance March 31, 2017	Recognised in Profit and Loss	Recognised in OCI	Others	Net deferred tax asset / liability	Deferred tax asset	Deferred tax liability
<b>Deferred tax asset</b>							
Property, plant and equipment and intangible assets	(2,493)	(193)	-	-	(2,686)	(2,686)	-
Provision for Compensated Absences	(144)	(8)	-	-	(152)	(152)	-
Provision for Bonus	(42)	31	-	-	(11)	(11)	-
Provision for Gratuity	(30)	(6)	-	-	(36)	(36)	-
Remeasurement of Net Defined Benefit plans	-	-	10	-	10	10	-
Other items	(575)	122	-	-	(453)	(453)	-
<b>Tax (Assets) / Liabilities</b>	<b>(3,284)</b>	<b>(54)</b>	<b>10</b>	<b>-</b>	<b>(3,327)</b>	<b>(3,327)</b>	<b>-</b>

## SCHEDULES

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

	March 31, 2017				(in ₹ Lakhs)		
	Net balance March 31, 2016	Recognised in Profit and Loss	Recognised in OCI	Others	Net deferred tax asset / liability	Deferred tax asset	Deferred tax liability
<b>Deferred tax liability</b>							
Property, plant and equipment and intangible assets	(2,132)	(361)	-	-	(2,493)	(2,493)	-
Provision for Compensated Absences	(133)	(10)	-	-	(143)	(143)	-
Provision for Bonus	(66)	25	-	-	(42)	(42)	-
Provision for Gratuity	(33)	3	-	-	(30)	(30)	-
Remeasurements of the net defined benefit plans	-	-	-	-	-	-	-
Other items	(503)	(73)	-	-	(576)	(576)	-
<b>Tax (Assets) / Liabilities</b>	<b>(2,867)</b>	<b>(417)</b>	<b>-</b>	<b>-</b>	<b>(3,284)</b>	<b>(3,284)</b>	<b>-</b>

The company offsets tax assets and liabilities if and only if it has a legally enforceable right to set off current tax assets and current tax liabilities and the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same tax authority.

Significant management judgment is required in determining provision for income tax, deferred income tax assets and liabilities and recoverability of deferred income tax assets.

The recoverability of deferred income tax assets is based on estimates of taxable income and the period over which deferred income tax assets will be recovered. Any changes in future taxable income would impact the recoverability of deferred tax assets.

### 33 RELATED PARTY DISCLOSURES

#### A) NAME OF RELATED PARTIES AND NATURE OF RELATIONSHIP:

##### i) Enterprises where control exists

Ultimate Holding Company	Deutsche Post AG, Germany
Holding Company	Blue Dart Express Limited

Name	Type	Place of Incorporation	Ownership Interest	
			March 31, 2018	March 31, 2017
Blue Dart Express Limited and its nominees	Holding Company	India	100%	100%

##### ii) Key Management Personnel

Ms. Tulsi Nowlakha Mirchandaney	Managing Director
Mr. Tushar K. Jani	Non-Executive Director
Mr. Clyde C Cooper	Non-Executive Director
Air Marshal M. McMahon (Retd.)	Independent Director
Air Marshal Vijay Achyut Patkar (Retd.)	Independent Director
Mr. Lars Winkelbauer	Non-Executive Director
Mr. Surendra Sheth	Alternate Director
Mr. Sharad Upasani	Non-Executive Director

## SCHEDULES

### Notes forming part of Financial Statements as of and for the year ended March 31, 2018

#### iii) Entities under common control where transaction have taken place

Concorde Air Logistics Limited  
 DHL Express India Private Limited  
 European Air Transport, Leipzig GmbH  
 DHL Aviation (Netherlands) B.V.  
 DHL Logistics Private Limited  
 DHL Aviation EEMEA, Kingdom of Bahrain  
 DHL Worldwide Network NV/SA

#### iv) Entities in which a Director is interested, where transaction have taken place

Cargo Service Center India Private Limited  
 Delhi Cargo Service Center Private Limited

\*Key management personnel compensation

Particulars	Year ended March 31, 2018 in ₹ Lakhs	Year ended March 31, 2017 in ₹ Lakhs
<b>Name : Ms Tulsi Nowlakha Mirchandaney</b>		
Short-term employee benefits	279	243
Post-employment benefits	11	7
Other long-term benefits - Leave Encashment	16	1
<b>Total</b>	<b>306</b>	<b>251</b>

### B) TRANSACTIONS WITH RELATED PARTIES DURING THE YEAR:

NATURE OF TRANSACTIONS:	Year ended March 31, 2018 in ₹ Lakhs	Year ended March 31, 2017 in ₹ Lakhs
<b>i) With Blue Dart Express Limited</b>		
Express Air Charter Service Income (including service income accrued in advance)	65,706	60,555
Interest charges incurred on Inter-corporate Deposit	124	208
Interest charges incurred on Term Loan	437	774
Courier charges incurred	26	32
Inter Corporate deposits accepted during the year	8,735	7,568
Inter Corporate deposits repaid during the year	8,735	7,568
Unsecured Term Loan repaid during the year	2,441	3,911
Purchase / (Sale) of Plant, property and equipment	12	1
<b>ii) Directors Sitting Fees</b>		
Mr. Tushar K. Jani	4	4
Mr. Clyde C Cooper	1	1
Air Marshal M. McMahon (Retd.)	5	4
Air Marshal Vijay Achyut Patkar (Retd.)	5	4
Mr. Surendra Sheth	3	0
Mr. Sharad Upasani	2	0

## SCHEDULES

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

	Year ended March 31, 2018 in ₹ Lakhs	Year ended March 31, 2017 in ₹ Lakhs
<b>iii) Entities under common control :</b>		
<b>(a) Concorde Air Logistics Limited:</b>		
Clearing and Forwarding charges	91	136
Agency charges incurred for customs clearing	11	16
<b>(b) With DHL Express India Private Limited</b>		
Business support services income	869	806
Other income	79	73
Courier charges incurred	326	202
Tax Functional Cost	11	13
Other Reimbursements (Expenses)	1	-
<b>(c) With European Air Transport, Leipzig GmbH</b>		
Expenses towards Aircraft spares /Repairs	18	33
<b>(d) With DHL Aviation (Netherlands) B.V.</b>		
Aircraft Dry Lease	7,187	7,026
Received towards capital expenditure on return of aircraft	-	818
Technical Services	15	-
<b>(e) With DHL Aviation EEMEA, Kingdom of Bahrain</b>		
Received towards Sale of Aircraft parts	3	-
<b>(f) With DHL Logistics Private Limited</b>		
Freight Charges	26	-
<b>(g) With Delhi Cargo Service Centre Pvt., Ltd.,</b>		
Interline Expenses	6	6
<b>(h) With Cargo Service Centre India Pvt., Ltd.,</b>		
Interline Expenses	6	4
<b>(i) With DHL Worldwide Network NV/SA</b>		
Reimbursement of Freight charges	15	-
AMC charges for Engineering & Maintenance ERP	38	80
*Amount is below the rounding off norm adopted by the Company		

### C) RELATED PARTY BALANCES:

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
(i) Receivable/(Payable) from/to subsidiary/Fellow Subsidiaries Company		
<b>a) Blue Dart Express Limited</b>		
Aircraft Payload Deposit (including service income accrued in advance)	2,150	2,150
Account payable	4	-
Account Receivable(net)	216	-
Outstanding Unsecured Term Loan	2,996	5,437
<b>b) DHL Express India Private Limited</b>		
Outstanding Security Deposit	948	1,098
Receivables towards Other operating income(net)	98	91
Payable towards freight charges	18	46

## SCHEDULES

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

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
<b>c) DHL Aviation (Netherlands) B.V.</b>		
Payable towards Aircraft Dry Lease charges	2,440	1,123
<b>d) Concorde Air Logistics Limited</b>		
Payable	13	13
<b>e) Cargo Service Center India Private Limited</b>		
Payable towards Interline	-	1
<b>f) Delhi Cargo Service Center Private Limited</b>		
Security Deposit	1,314	-
Payable towards Interline	1	1
<b>g) Payable to Key Management Personnel</b>		
Ms. Tulsi Nowlakha Mirchandaney	125	113

### D) Notes:

- i) The terms and conditions of transactions with related parties were no more favorable than those available, or which might be expected to be available, in similar transactions with non related parties on an arm's length basis. All balances outstanding with related parties are unsecured.

### 34 DUES TO MICRO AND SMALL ENTERPRISES

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
Principal amount due to suppliers registered under the MSMED Act and remaining unpaid as at year end	39	13
Interest due to suppliers registered under the MSMED Act and remaining unpaid as at year end	Nil	Nil
Principal amounts paid to suppliers registered under the 'MSMED Act beyond the appointed day during the year	Nil	Nil
Interest paid, other than under Section 16 of MSMED Act 'to suppliers registered under the MSMED Act beyond the appointed day during the period	Nil	Nil
Interest paid, under Section 16 of MSMED Act to suppliers 'registered under the MSMED Act beyond the appointed day during the period	Nil	Nil
Interest due and payable towards suppliers registered 'under MSMED Act for payments already made	Nil	Nil
Further interest remaining due and payable for earlier years	Nil	Nil

The above information regarding Micro, Small and Medium Enterprises given in Note 21 - Trade Payables has been determined to the extent such parties have been identified on the basis of information available with the Company.

### 35 COMMITMENTS

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
<b>i) CAPITAL COMMITMENTS</b>		
Estimated amount of contracts remaining to be executed on Capital account and not provided for (net of advances)	7,783	2,731

## SCHEDULES

### Notes forming part of Financial Statements as of and for the year ended March 31, 2018

#### ii) OPERATING LEASES [Refer Note 3(h)]

The Company has entered into various non-cancellable operating lease agreements for acquiring aircrafts, aircraft engine and premises. These lease agreements are for a period of 4 to 14 years. Future minimum lease rentals payable under non-cancellable operating leases are as follows:

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
<b>Operating Lease – Aircraft / Aircraft Engines</b>		
<b>Period</b>		
Upto one year	7,776	7,182
One to five years	23,600	23,200
Above five years	17,739	20,048
<b>Charge for the year</b>	<b>8,013</b>	<b>7,896</b>
<b>Operating Lease – Leasehold Land and Premises</b>		
<b>Period</b>		
Upto one year	3,332	928
One to five years	13,040	5,169
Above five years	25,842	18,640
<b>Charge for the year</b>	<b>4,647</b>	<b>4,462</b>

Company has entered into various cancellable leasing arrangements for motor cars, office equipment's and official premises. The lease rentals for motor cars is ₹ 85 Lakhs [March 31, 2017 ₹ 82 Lakhs], the same has been included under the head "Employee Benefits Expense - Salaries, Wages and Bonus" under note 27 forming part of the Statement of Profit and Loss. Lease rentals for office equipment's of ₹ 53 Lakhs [March 31, 2017 ₹ 38 (Lakhs)] has been included under the head "Other Expenses - Lease and Hire charges"

### 36 FINANCIAL INSTRUMENTS – FAIR VALUES AND RISK MANAGEMENT

#### A Accounting classification and fair values

The following table shows the carrying amounts and fair values of financial assets and financial liabilities, including their levels in the fair value hierarchy. It does not include fair value information for financial assets and financial liabilities if the carrying amount is a reasonable approximation of fair value.

March 31, 2018	Note No.	FVPL	FVOCI	Carrying amount	
				Amortised Cost	Total
<b>Financial assets</b>					
(i) Trade receivables (Refer Note 1 below)	10	-	-	437	437
(ii) Cash and cash equivalents (Refer Note 1 below)	11	-	-	33	33
(iii) Others financial assets (Refer Note 2 below)	5 and 12	-	-	1,234	1,234
		-	-	<b>1,704</b>	<b>1,704</b>
<b>Financial liabilities</b>					
(i) Borrowings (Refer Note 3 below)	16, 20 and 22	-	-	27,998	27,998
(ii) Trade payables (Refer Note 1 below)	21	-	-	6,838	6,838
(iii) Other financial liabilities (Refer Note 1 below)	17 and 22	-	-	3,694	3,694
		-	-	<b>38,530</b>	<b>38,530</b>

## SCHEDULES

### Notes forming part of Financial Statements as of and for the year ended March 31, 2018

March 31, 2017	Note No.	Carrying amount			Total
		FVPL	FVOCI	Amortised Cost	
<b>Financial assets</b>					
(i) Trade receivables (Refer Note 1 below)	10	-	-	94	94
(ii) Cash and cash equivalents (Refer Note 1 below)	11	-	-	84	84
(iii) Others financial assets (Refer Note 2 below)	5 and 12	-	-	829	829
		-	-	<b>1,007</b>	<b>1,007</b>
<b>Financial liabilities</b>					
(i) Borrowings (Refer Note 3 below)	16, 20 and 22	-	-	21,145	21,145
(ii) Trade payables (Refer Note 1 below)	21	-	-	4,856	4,856
(iii) Other financial liabilities (Refer Note 1 below)	17 and 22	-	-	4,012	4,012
		-	-	<b>30,013</b>	<b>30,013</b>

**Note 1:** The carrying value of Trade receivables, cash and cash equivalents, trade payables, other financial liability are considered to be the same as their fair values due to their short term nature.

**Note 2:** Difference between carrying amounts and fair values of other financial assets measured at amortised cost is not significantly different in each of the year presented.

**Note 3:** Borrowings are taken at variable interest rate which is reviewed and reset periodically considering the market trend and hence the carrying amount is not materially different from their fair values.

### B Financial Risk management

#### i. Risk management framework

The Company's activities expose it to a variety of financial risks, including market risk, credit risk and liquidity risk. The Company's primary risk management focus is to minimize potential adverse effects of market risk on its financial performance. The Company's risk management assessment and policies and processes are established to identify and analyze the risks faced by the Company, to set appropriate risk limits and controls, and to monitor such risks and compliance with the policies and processes. Risk assessment and management policies and processes are reviewed regularly to reflect changes in market conditions and the Company's activities. The Board of Directors and the management is responsible for overseeing the Company's risk assessment and management policies and processes.

#### ii. Credit Risk

Credit risk is the risk of financial loss to the Company if a customer or counterparty to a financial instrument fails to meet its contractual obligations, and arises principally from the Company's receivables from customers. Credit risk is managed through credit approvals, establishing credit limits and continuously monitoring the creditworthiness of customers to which the Company grants credit terms in the normal course of business. The Company does not have any financial assets that are past due but not impaired.

#### Trade and other receivables

The Company's exposure to credit risk is influenced mainly by the individual characteristics of each customer. The demographics of the customer, including the default risk of the industry and country in which the customer operates, also has an influence on credit risk assessment.

Summary of the Company's exposure to credit risk by age of the outstanding from various customers is as follows:

	March 31, 2018	March 31, 2017
Neither past due nor impaired		
<b>Past due but not impaired</b>		
Past due 1-90 days	434	92
Past due 91-180 days	3	2
	<b>437</b>	<b>94</b>

Of the above total balances of ₹ 437 lakhs, the related party balances is ₹ 314 lakhs and the remaining is ₹ 123 lakhs.

## SCHEDULES

### Notes forming part of Financial Statements as of and for the year ended March 31, 2018

#### Expected credit loss assessment for customers as at March 31, 2017 and March 31, 2018

Exposures to customers outstanding at the end of each reporting period are reviewed by the Company to determine incurred and expected credit losses. As company's customer are its holding company and group company hence impairment of trade receivables do not reflect any significant credit losses. Given that the macro economic indicators affecting customers of the Company have not undergone any substantial change, the Company expects the historical trend of no credit losses. Further, management believes that the unimpaired amounts that are past due by more than 90 days are still collectible in full, based on historical payment behavior and extensive analysis of customer credit risk.

#### Cash and cash equivalents

The Company held cash and cash equivalents with credit worthy banks and financial institutions of ₹ 30 Lakhs and ₹ 82 Lakhs as at March 31, 2018 and March 31, 2017 respectively. The credit worthiness of such banks and financial institutions is evaluated by the management on an ongoing basis and is considered to be good.

#### Security deposits given to lessors

The Company has given security deposit to lessors for premises leased by the Company as at March 31, 2018 and March 31, 2017. The credit worthiness of such lessors is evaluated by the management on an ongoing basis and is considered to be good.

### iii. Liquidity risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they become due. The Company manages its liquidity risk by ensuring, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions, without incurring unacceptable losses or risk to the Company's reputation.

As of March 31, 2018, the Company had working capital of ₹ (9219) lakhs including inventories of ₹ 1685 lakhs, cash and cash equivalents of ₹ 33 lakhs, trade receivables of ₹ 437 lakhs, other current assets of ₹ 1554 lakhs, borrowings of ₹ 252 lakhs, trade payables of ₹ 6838 lakhs, employee benefit obligation of ₹ 513 lakhs and other current liabilities of ₹ 5325 lakhs.

As of March 31, 2017, the Company had working capital of ₹ (6,360) lakhs including inventories of ₹ 1,912 lakhs, cash and cash equivalents of ₹ 84 lakhs, trade receivables of ₹ 94 lakhs, other current assets of ₹ 1,682 lakhs, borrowings of ₹ 708 lakhs, trade payables of ₹ 4,856 lakhs, employee benefit obligation of ₹ 197 lakhs and other current liabilities of ₹ 4,371 lakhs.

#### Exposure to liquidity risk

The following are the remaining contractual maturities of financial liabilities at the reporting date. The amounts are gross and undiscounted, and include estimated interest payments and exclude the impact of netting agreements.

in ₹ Lakhs

March 31, 2018	Contractual cash flows						
	Carrying amount	Total	2 months or less	2-12 months	1-2 years	2-5 years	More than 5 years
<b>Non-derivative financial liabilities</b>							
Borrowings	27,998	32,468	607	4,677	11,286	15,898	-
Trade payables	6,838	6,838	6,838	-	-	-	-
Other financial liabilities	3,694	3,694	15	892	363	2,424	-
<b>Total</b>	<b>38,530</b>	<b>43,000</b>	<b>7,460</b>	<b>5,569</b>	<b>11,649</b>	<b>18,322</b>	<b>-</b>

## SCHEDULES

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

in ₹ Lakhs

March 31, 2017	Contractual cash flows						
	Carrying amount	Total	2 months or less	2-12 months	1-2 years	2-5 years	More than 5 years
<b>Non-derivative financial liabilities</b>							
Borrowings	21,145	24,480	286	4,420	5,672	14,102	-
Trade payables	4,856	4,856	4,856	-	-	-	-
Other financial liabilities	4,012	4,012	696	150	271	498	2,397
<b>Total</b>	<b>30,013</b>	<b>33,348</b>	<b>5,838</b>	<b>4,570</b>	<b>5,943</b>	<b>14,600</b>	<b>2,397</b>

#### iv Market risk

Market risk is the risk of loss of future earnings, fair values or future cash flows that may result from adverse changes in market rates and prices (such as interest rates and foreign currency exchange rates) or in the price of market risk-sensitive instruments as a result of such adverse changes in market rates and prices. Market risk is attributable to all market risk-sensitive financial instruments, all foreign currency receivables and payables and all short term and long-term debt. The Company is exposed to market risk primarily related to foreign exchange rate risk and interest rate risk. Thus, the Company's exposure to market risk is a function of investing and borrowing activities and revenue generating and operating activities.

#### a) Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. The Company's exposure to market risk for changes in interest rates relates to deposits and borrowings from bank and financial institutions.

For details of the Company's short-term and long term loans and borrowings, including interest rate profiles, refer to Note 16 and Note 20 of these financial statements.

#### Interest rate sensitivity - variable rate instruments

A reasonably possible change of 100 basis points in interest rates at the reporting date would have increased / decreased equity and profit or loss by amounts shown below. This analyses assumes that all other variables, in particular, foreign currency exchange rates, remain constant. This calculation also assumes that the change occurs at the balance sheet date and has been calculated based on risk exposures outstanding as at that date. The period end balances are not necessarily representative of the average debt outstanding during the period.

	Profit or loss	
	100 bp increase	100 bp decrease
<b>As at March 31, 2018</b>		
Variable-rate instruments	(277)	277
<b>sensitivity</b>	<b>(277)</b>	<b>277</b>
<b>As at March 31, 2017</b>		
Variable-rate instruments	(204)	204
<b>sensitivity</b>	<b>(204)</b>	<b>204</b>

## SCHEDULES

### Notes forming part of Financial Statements as of and for the year ended March 31, 2018

#### b) Currency risk

The fluctuation in foreign currency exchange rates may have potential impact on the profit and loss account and equity, where any transaction references more than one currency or where assets/liabilities are denominated in a currency other than the functional currency of the entity.

Considering the countries and economic environment in which the Company operates, its operations are subject to risks arising from fluctuations in exchange rates in those countries. The risks primarily relate to fluctuations in U.S. dollar and Euro, against the functional currency of the Company.

#### Exposure to currency risk

The summary quantitative data about the Company's exposure to currency risk as reported to the management of the Company is as follows:

	in ₹ Lakhs	
	March 31, 2018	March 31, 2017
Other receivables (in USD)	93	-
Trade payables (in GBP)	13	-
Trade payables (in USD)	2,647	1,956
Trade payables (in Euro)	2,147	997
<b>Net statement of financial position exposure</b>	<b>4,714</b>	<b>2,953</b>

#### Sensitivity analysis

A 5% strengthening / weakening of the respective foreign currencies with respect to functional currency of Company would result in increase or decrease in profit or loss and equity as shown in table below. This analysis assumes that all other variables, in particular interest rates, remain constant and ignores any impact of forecast sales and purchases. The following analysis has been worked out based on the exposures as of the date of statements of financial position.

Effect in ₹ Lakhs	Profit or loss	
	Strengthening	Weakening
<b>March 31, 2018</b>		
USD	(132)	132
EUR	(107)	107
	<b>(239)</b>	<b>239</b>

Effect in ₹ Lakhs	Profit or loss	
	Strengthening	Weakening
<b>March 31, 2017</b>		
USD	(98)	98
EUR	(50)	50
	<b>(148)</b>	<b>148</b>

(Note: The impact is indicated on the profit/loss and equity before tax basis)

### 37 CAPITAL MANAGEMENT

The Company's policy is to maintain a strong capital base so as to maintain investor, creditor and market confidence and to sustain future development of the business. Management monitors the return on capital regularly.

The Company monitors capital using a ratio of 'adjusted net debt' to 'adjusted equity'. For this purpose, adjusted net debt is defined as total borrowings, comprising interest-bearing loans and borrowings and obligations under finance leases, less cash and cash equivalents. Adjusted equity comprises all components of equity.

## SCHEDULES

### Notes forming part of Financial Statements as of and for the year ended March 31, 2018

The Company's adjusted net debt to equity ratio at March 31, 2018 was as follows:

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
Total external borrowings	27,998	21,145
Less : Cash and cash equivalent	33	84
Adjusted net debt	27,965	21,061
Total equity	4,962	4,687
Adjusted net debt to adjusted equity ratio	5.64	4.49

### 38 RECENT ACCOUNTING PRONOUNCEMENTS

Standards issued but not yet effective

The amendments to standards that are issued, but not yet effective, up to the date of issuance of the Company's financial statements are disclosed below. The Company intends to adopt these standards, if applicable, when they become effective.

The Ministry of Corporate Affairs (MCA) has issued the Companies (Indian Accounting Standards) Amendment Rules, 2017 and Companies (Indian Accounting Standards) Amendment Rules, 2018 amending the following standard:

Ind AS 115 Revenue from Contracts with Customers

Ind AS 115 was issued on 28 March 2018 and establishes a five-step model to account for revenue arising from contracts with customers. Under Ind AS 115, revenue is recognised at an amount that reflects the consideration to which an entity expects to be entitled in exchange for transferring goods or services to a customer.

The new revenue standard will supersede all current revenue recognition requirements under Ind AS. Either a full retrospective application or a modified retrospective application is required for annual periods beginning on or after 1 April 2018. Based on the preliminary assessment performed, the Company does not anticipate a material impact on the financial statements.

### 39 SEGMENT INFORMATION

Based on the "management approach" as defined in Ind AS 108, the Chief Operating Decision Maker (CODM) comprises of Managing Director and Chief Financial Officer evaluates the Company's performance and reviews the segment business. The Company is primarily engaged in a single segment business to operate aircraft and provide aircraft maintenance services within India for the business of integrated air and ground transportation and distribution of time-sensitive packages of Blue Dart Express Limited. All assets of the Company are domiciled in India and the Company earns entire revenue from its operations in India. Revenue of ₹ 65,706 lakhs (March 31, 2017: ₹ 60,555 lakhs) is derived from the holding company.

Signatures to Notes 1 to 39 form an integral part of the financial statements.

As per our report of even date

For and on behalf of the Board of Directors

**For S.R.Batliboi & Associates LLP**  
ICAI Firm registration number: 101049W/E300004  
Chartered Accountants

**Tushar K. Jani**  
Chairman  
DIN:00192621

**Tulsi Nowlakra Mirchandaney**  
Managing Director  
DIN:01842520

**Surendra Sheth**  
Alternate Director  
DIN:00089981

**per Kalpesh Jain**  
Partner  
Membership No. 106406

**Air Marshal M. McMahon (Retd.)**  
Director  
DIN:00234293

**Sharad Upasani**  
Director  
DIN:01739334

**Air Marshal Vijay Achyut Patkar (Retd.)**  
Director  
DIN:07037116

Place: Mumbai  
Date: May 8, 2018

**N. Palaniappan**  
Company Secretary &  
Sr. Manager-Finance

**P. Parameshwaran**  
Chief Financial Officer

Place: Mumbai  
Date: May 8, 2018

## **BOARD OF DIRECTORS**

### **CONCORDE AIR LOGISTICS LIMITED**

#### **BOARD OF DIRECTORS**

Vaidhyanathan Iyer

Tushar Gunderia

Aneel Gambhir

#### **PRINCIPAL BANKER**

ICICI Bank Ltd.

#### **AUDITORS**

S. R. Batliboi & Associates LLP

#### **REGISTERED OFFICE**

17, Adarsh Industrial Estate,

Sahar Road, Chakala,

Andheri (East),

Mumbai - 400 099

CIN - U60230MH2004PLC146141

# DIRECTORS' REPORT

## To the Members

Your Directors have great pleasure in presenting Fourteenth Annual Report of your Company for the financial year ended March 31, 2018.

## FINANCIAL RESULTS

	Year ended March 31, 2018	Year ended March 31, 2017
(₹ in Lakhs)		
<b>Revenues:</b>		
Services	454.64	112.76
Commission	-	386.12
Other Income	0.32	79.58
Less: Operating Expenses	441.80	461.15
Operating Profit (EBIDTA)	13.16	117.31
Less: Depreciation / Amortisation	6.61	6.61
Earnings before Tax	6.55	110.70
Less: Income tax expenses	1.82	36.60
Earnings after tax	4.73	74.10
Other Comprehensive Income (Post Tax)	(0.19)	1.65
Total Comprehensive Income for the year	4.92	72.45

## DIVIDEND

Your Directors wish to strengthen the financial position of the Company and as such, no dividend is recommended for the year under consideration.

## DETAILS OF SUBSIDIARY, JOINT VENTURE OR ASSOCIATE COMPANIES

The Company does not have any Subsidiary, Joint Venture or Associate Company and is a Wholly Owned Subsidiary of M/s. Blue Dart Express Limited.

## RESERVES

The Company has not transferred any amount to the reserves.

## INDUSTRY

Your Company is engaged in the business of clearing and forwarding of time sensitive air cargo packages.

Your Company is a registered Air Cargo Agent with the International Air Transport Association (IATA) and licensed Custom House Agent under the provisions of Customs Act, 1962.

Your Company is also engaged in the business of clearance of import cargo in addition to export cargo at Mumbai.

Your Company also has a valid break-bulk license to handle consolidated shipments.

## DIRECTORS AND KEY MANAGERIAL PERSONNEL (KMP)

During the year under review, there has been no change in the constitution of the Board of the Company i.e. the structure of the Board remains the same.

As per provisions of the Companies Act, 2013, the Company is not mandatorily required to appoint whole time KMPs.

In accordance with the provisions of the Companies Act, 2013 and Articles of Association of the Company, Mr. Aneel Gambhir (DIN : 07321422) Director, retire by rotation at the ensuing Annual General Meeting and, being eligible, offer himself for re-appointment.

## NUMBER OF BOARD MEETINGS

The Board of Directors met 7 (seven) times during the year ended March 31, 2018. The intervening gap between the Meetings was within the period prescribed under the Companies Act, 2013.

Meetings were conducted on May 05, 2017, May 19, 2017, July 26, 2017, October 17, 2017, November 28, 2017, December 06, 2017 and January 30, 2018.

Name of Director	Attendance particulars
Mr. Vaidhyanathan Iyer	7/7
Mr. Tushar Gunderia	7/7
Mr. Aneel Gambhir	6/7

## MATERIAL CHANGES AND COMMITMENTS AFFECTING THE FINANCIAL POSITION OF THE COMPANY

There are no material changes and commitments affecting the financial position of the Company which have occurred between the end of the financial year of the Company to which the financial statements relate and date of the report.

## PARTICULARS OF LOANS, GUARANTEES OR INVESTMENTS UNDER SECTION 186

Loans, guarantees or investments covered under Section 186 of the Companies Act, 2013 form part of the notes to the financial statements provided in this Annual Report.

## RELATED PARTY TRANSACTIONS

All Related Party Transactions which were entered into during the financial year were on an arm's length basis and in the ordinary course of business.

There are no materially significant related party transactions made by the Company with related party as defined under Section 2(76) of the Companies Act, 2013 which may have a potential conflict with the interest of the Company at large.

Since all related party transactions entered into by the Company were in ordinary course of business and on arm's length basis, form AOC-2 is not applicable to the Company.

# DIRECTORS' REPORT

## INTERNAL FINANCIAL CONTROLS

Your Company has in place a sound internal control system to ensure that all assets are protected against loss from any unauthorised use. All transactions are recorded and reported correctly. The Company's internal control system is further supplemented by the internal audits carried out by an in-house internal audit team and a co-sourced audit firm viz; KPMG. Well-established and robust internal audit processes, both at the business and corporate level, continuously monitor the adequacy and effectiveness of the internal control environment across company and status of compliance with operating systems, internal policies and regulatory requirements.

## EXTRACT OF ANNUAL RETURN

The details forming part of the extract of the Annual Return in form MGT-9 as per Section 92 (3) of the Companies Act, 2013 and Companies (Management and Administration) Rules, 2014 are annexed herewith as 'Annexure A'.

## DETAILS OF SIGNIFICANT AND MATERIAL ORDERS

There are no significant and material orders passed by the regulators or courts or tribunals impacting the going concern status and company's operations in future.

## RISK MANAGEMENT

Risk Management Policy of Blue Dart Express Limited, Holding Company, is applicable to Concorde Air Logistics Limited for identifying, assessing and managing their business risks in an efficient and cost effective manner, at the same time ensuring the effective monitoring and accurate reporting of these risks which are systematically addressed.

## DIRECTORS' RESPONSIBILITY STATEMENT

Pursuant to the provisions of Section 134 (3) (c) of the Companies Act, 2013, your Directors confirm that;

- i. In the preparation of the financial statement, the applicable accounting standards have been followed and that no material departures have been made from the same;
- ii. They 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 of the profit of the Company for that year;
- iii. They have taken proper and sufficient care for the 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 fraud and other irregularities;
- iv. They have prepared the annual accounts on a going concern basis;
- v. They have devised proper systems to ensure compliance with the provisions of all applicable laws were in place and were adequate and operating effectively.

## AUDITORS

Pursuant to the provisions of Section 139 of the Companies Act, 2013 (the Act) read with the Companies (Audit and Auditors) Rules, 2014 (including any statutory modification (s) or re-enactment thereof, for the time being in force), M/s. S. R. Batliboi & Associates LLP, Chartered Accountants, (Firm Registration no. 101049W/E300004) were appointed as Statutory Auditors of the Company for a term of five (5) years, to hold office from the conclusion of Thirteenth Annual General Meeting of the Company held on July 26, 2017 upto the conclusion of the Eighteenth Annual General Meeting, subject to ratification of their appointment at every subsequent Annual General Meeting.

MCA vide its notification dated May 07, 2018 has enforced section 40 of the Companies (Amendment) Act, 2017 and the Companies (Audit and Auditors) Rules, 2014 wherein the requirement for ratifying the appointment of the Auditors of a Company at every Annual General Meeting as per the provisions of section 139 (1) of the Act, 2013 has now been dispensed with. Accordingly, in terms of the aforesaid amendments, your Company has not sought ratification of the appointment of the Statutory Auditors by the Shareholders at the ensuing Annual General Meeting.

You Company has received necessary certificate from M/s. S. R. Batliboi & Associates LLP, Chartered Accountants confirming that they satisfy the criteria provided under section 141 of the Companies Act, 2013 and are not disqualified from continuing as Statutory Auditors of the Company.

The Auditors' Report for 2017-18, does not contain any qualification, reservation or adverse remarks.

## SEXUAL HARASSMENT OF WOMAN AT WORKPLACE

The Company values dignity of individuals and strives to provide a safe and respectable work environment for all its employees. The Company is committed to providing an environment which is free of discrimination, intimidation and abuse. Pursuant to requirements of 'Sexual Harassment of Women at Workplace (Prohibition, Prevention and Redressal) Act, 2013' and rules made thereunder, the Company has formulated a Policy for Prevention of Sexual Harassment of Women in the Company. There was no complaint received from any employee during the financial year 2017-18 and hence no complaint is outstanding as on March 31, 2018 for redressal.

## DISCLOSURE ON CONFIRMATION WITH THE SECRETARIAL STANDARDS

Your Directors confirm that the Secretarial Standards issued by the Institute of Company Secretaries of India have been duly complied with.

## DEPOSIT

During the year under review, the Company has not accepted any deposits within the meaning of the provisions of Section 73 and/or 76 of the Companies Act, 2013 and rules made thereunder.

## DIRECTORS' REPORT

### EMPLOYEES

Your Directors hereby wish to place on record their appreciation on the efficient services rendered by Employees.

During the year under review, your Company did not have any employee falling under the provisions of Section 197 (12) of the Companies Act, 2013 read with Companies (Appointment & Remuneration of Managerial Personnel) Rules, 2014.

### PARTICULARS REGARDING CONSERVATION OF ENERGY, TECHNOLOGY ABSORPTION AND FOREIGN EXCHANGE EARNINGS AND EXPENDITURE

The information pursuant of Section 134(3)(m) of the Companies Act, 2013 is as under-

<b>A Conservation of Energy</b>	<b>: Not applicable</b>
<b>B Technology absorption</b>	<b>: Not applicable</b>
<b>C Foreign Exchange Earnings &amp; Outgo :</b>	
<b>Earnings</b>	<b>: Nil</b>
<b>Outgo</b>	<b>: Nil</b>
	<b>(previous Year : NIL)</b>

### GENERAL

Your Directors state that no disclosure or reporting is required in respect of the following items as there were no transactions on these items during the year under review:

1. Details relating to deposits covered under Chapter V of the Companies Act, 2013.

2. Issue of shares (including sweat equity shares) to employees of the Company under any scheme.
3. The Company has no subsidiary and neither the Managing Director nor the Whole-time Directors of the Company receive any remuneration or commission from any of its subsidiaries.
4. No significant or material orders were passed by the Regulators or Courts or Tribunals which impact the going concern status and Company's operations in future.
5. CSR is not applicable to the Company.
6. No fraud has been reported by the Auditors to the Board

### ACKNOWLEDGEMENT

Your Directors express their deep sense of gratitude to customers, associates, banks, suppliers and government authorities for their continuous support during the year under review.

For and on behalf of the Board of Directors

<b>Aneel Gambhir</b>	<b>Vaidhyanathan Iyer</b>	<b>Tushar Gunderia</b>
Director	Director	Director
DIN: 07321422	DIN: 00090717	DIN: 00090321

Mumbai,  
May 08, 2018

# ANNEXURES TO DIRECTORS' REPORT

## 'ANNEXURE A'

### EXTRACT OF ANNUAL RETURN

For the Financial Year ended March 31, 2018

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

FORM NO. MGT – 9

#### I. REGISTRATION AND OTHER DETAILS

i. CIN	:	U60230MH2004PLC146141
ii. Registration Date	:	May 7, 2004
iii. Name of the Company	:	Concorde Air Logistics Limited
iv. Category / Sub-Category of the Company	:	Company having Share Capital
v. Address of the Registered office and contact details	:	17, Adarsh Industrial Estate, Sahar Road, Andheri East, Chakala, Mumbai - 400099.
vi. Whether listed company Yes / No	:	No
vii. Name, Address and Contact details of Registrar and Transfer Agent, if any	:	Not Applicable

#### II. PRINCIPAL BUSINESS ACTIVITIES OF THE Company

Sr. No.	Name and Description of main products / services	NIC Code of the Product/ service	% to total turnover of the company
1	Custom House Agent. Clearing and forwarding Agent.	63090	100%

#### III. PARTICULARS OF HOLDING, SUBSIDIARY AND ASSOCIATE COMPANIES

Sr. No.	Name and Address of the Company	CIN/GLN	Holding/ Subsidiary/ Associate	% of shares held	Applicable Section
1.	Blue Dart Express Limited Blue Dart Centre, Sahar Airport Road, Andheri (East), Mumbai - 400 099	L61074MH1991PLC061074	Holding	100%	2(46)

#### IV. SHARE HOLDING PATTERN (Equity Share Capital Breakup as percentage of Total Equity)

Company is wholly owned subsidiary of Blue Dart Express Limited

##### i. Category-wise Share Holding

Category of Shareholders	No. of Shares held at the beginning of the year (as on April 1, 2017)				No. of Shares held at the end of the year (as on March 31, 2018)				% change during the year
	Demat	Physical	Total	% of Total Shares	Demat	Physical	Total	% of Total Shares	
A. Promoters									
(1) Indian	-	-	-	-	-	-	-	-	-
a) Individual/HUF	-	-	-	-	-	-	-	-	-

## ANNEXURES TO DIRECTORS' REPORT

b) Central Govt	-	-	-	-	-	-	-	-	-
c) State Govt (s)	-	-	-	-	-	-	-	-	-
d) Bodies Corp.	-	110000	110000	100%	-	110000	110000	100%	-
e) Banks / FI	-	-	-	-	-	-	-	-	-
f) Any Other	-	-	-	-	-	-	-	-	-
Sub-Total (A)(1)	-	110000	110000	100%	-	110000	110000	100%	-
(2) Foreign	-	-	-	-	-	-	-	-	-
a) NRIs - Individuals	-	-	-	-	-	-	-	-	-
b) Other - Individuals	-	-	-	-	-	-	-	-	-
c) Bodies Corporate	-	-	-	-	-	-	-	-	-
d) Banks / FI	-	-	-	-	-	-	-	-	-
e) Any Other	-	-	-	-	-	-	-	-	-
Sub-Total (A)(2)	-	-	-	-	-	-	-	-	-
Total Shareholding of Promoters (A) = (A)(1)+(A)(2)	-	110000	110000	100%	-	110000	110000	100%	-
B. Public Shareholding	-	-	-	-	-	-	-	-	-
1) Institutions	-	-	-	-	-	-	-	-	-
a) Mutual Funds / UTI	-	-	-	-	-	-	-	-	-
b) Banks / FI	-	-	-	-	-	-	-	-	-
c) Central Govt.	-	-	-	-	-	-	-	-	-
d) State Govt.(s)	-	-	-	-	-	-	-	-	-
e) Venture Capital Funds	-	-	-	-	-	-	-	-	-
f) Insurance Companies	-	-	-	-	-	-	-	-	-
g) FIs	-	-	-	-	-	-	-	-	-
h) Foreign Venture Capital Funds	-	-	-	-	-	-	-	-	-
i) Others (specify)	-	-	-	-	-	-	-	-	-
Sub-Total (B)(1)	-	-	-	-	-	-	-	-	-
(2) Non-Institutions	-	-	-	-	-	-	-	-	-
a) Bodies Corporate	-	-	-	-	-	-	-	-	-
i) Indian	-	-	-	-	-	-	-	-	-
ii) Overseas	-	-	-	-	-	-	-	-	-
b) Individuals	-	-	-	-	-	-	-	-	-
i. Individual Shareholders holding nominal share capital upto ₹ 1 lakh	-	-	-	-	-	-	-	-	-
ii. Individual Shareholders holding nominal share capital in excess of ₹ 1 lakh	-	-	-	-	-	-	-	-	-
c) Others (specify)	-	-	-	-	-	-	-	-	-
1. Clearing Member	-	-	-	-	-	-	-	-	-
2. NRI	-	-	-	-	-	-	-	-	-

## ANNEXURES TO DIRECTORS' REPORT

3. Foreign Portfolio Investor (Corporate)	-	-	-	-	-	-	-	-	-
4. OCB	-	-	-	-	-	-	-	-	-
<b>Sub-Total (B)(2)</b>	-	-	-	-	-	-	-	-	-
<b>Total Public Shareholding (B)=(B)(1)+(B)(2)</b>	-	-	-	-	-	-	-	-	-
<b>C. Shares held by Custodian for GDRs &amp; ADRs</b>	-	-	-	-	-	-	-	-	-
<b>Grand Total (A+B+C)</b>	-	110000	110000	100%	-	110000	110000	100%	-

### ii) Shareholding of Promoters

Shareholder's Name	Shareholding at the beginning of the year			Shareholding at the end of the year			% change in share holding during the year
	No. of Shares	% of total Shares of the company	% of Shares Pledged / encumbered to total shares	No. of Shares	% of total Shares of the company	% of Shares Pledged / encumbered to total shares	
Blue Dart Express Ltd.	110000	100%	Nil	110000	100%	Nil	Nil

### (iii) Change in Promoters' Shareholding (please specify, if there is no change)

Sr. No.		No. of Shares held at the beginning of the year i.e. on the basis of Share Holding Pattern of March 31, 2017)		Cumulative Shareholding during the year	
		No. of Shares	% of total Shares of the company	No. of Shares	% of total Shares of the company
1.	At the beginning of the year	110000	100%	110000	100%
2.	Date wise Increase/Decrease in Promoters Shareholding during the year specifying the reasons for increase/decrease (e.g. allotment / transfer / bonus/ sweat equity etc):	No change during the year			
3.	At the end of the year	110000	100%	110000	100%

Note – There is no change in the total shareholding between 01.04.2017 and 31.03.2018

### iv) Shareholding Pattern of top ten Shareholders (other than Directors, Promoters and Holders of GDRs and ADRs): N.A.

Sr. No.		Shareholding at the beginning of the year		Change in Shareholding (No. of Shares)		Shareholding at the end of the year	
		No. of Shares	% of total Shares of the company	Increase	Decrease	No. of Shares	% of total Shares of the company
1.	-	-	-	-	-	-	-
2.	-	-	-	-	-	-	-

## ANNEXURES TO DIRECTORS' REPORT

3.	-	-	-	-	-	-	-
4.	-	-	-	-	-	-	-
5.	-	-	-	-	-	-	-
6.	-	-	-	-	-	-	-
7.	-	-	-	-	-	-	-
8.	-	-	-	-	-	-	-
9.	-	-	-	-	-	-	-
10.	-	-	-	-	-	-	-

### (v) Shareholding of Directors and Key Managerial Personnel

Company is wholly owned subsidiary of Blue Dart Express Limited and Mr. V.N.Iyer, Mr. Tushar Gunderia and Mr. Aneel Gambhir holds one share each of the Company as nominee of Blue Dart Express Ltd.

Sr. No.	For Each of the Directors and KMP	Shareholding at the beginning of the year		Cumulative Shareholding during the year	
		No. of Shares	% of total Shares of the company	No. of Shares	% of total Shares of the company
1.	Mr. V.N.Iyer (as nominee of Blue Dart Express Ltd.)				
	At the beginning of the year	1	0.01%	1	0.01%
	Date wise Increase / Decrease in Promoters Share holding during the year specifying the reasons for increase / decrease	-	-	-	-
	At the End of the year	1	0.01%	1	0.01%
2.	Mr. Tushar Gunderia (as nominee of Blue Dart Express Ltd.)				
	At the beginning of the year	1	0.01%	1	0.01%
	Date wise Increase / Decrease in Promoters Share holding during the year specifying the reasons for increase / decrease	-	-	-	-
	At the End of the year	1	0.01%	1	0.01%
3.	Mr. Aneel Gambhir (as nominee of Blue Dart Express Ltd.)				
	At the beginning of the year	1	0.01%	1	0.01%
	Date wise Increase / Decrease in Promoters Share holding during the year specifying the reasons for increase / decrease	-	-	-	-
	At the End of the year	1	0.01%	1	0.01%

## ANNEXURES TO DIRECTORS' REPORT

### (v) INDEBTEDNESS

Indebtedness of the Company including interest outstanding/accrued but not due for payment

	Secured Loans excluding deposits	Unsecured Loans	Deposits	Total Indebtedness
<b>Indebtedness at the beginning of the financial year</b>	NIL	NIL	NIL	NIL
i) Principal Amount				
ii) Interest due but not paid				
iii) Interest accrued but not due				
<b>Total (i+ii+iii)</b>	NIL	NIL	NIL	NIL
<b>Change in Indebtedness during the financial year</b>	NIL	NIL	NIL	NIL
• Addition				
• Reduction				
<b>Net Change</b>				
<b>Indebtedness at the end of the financial year</b>	NIL	NIL	NIL	NIL
i) Principal Amount				
ii) Interest due but not paid				
iii) Interest accrued but not due				
<b>Total (i+ii+iii)</b>	NIL	NIL	NIL	NIL

### VI. REMUNERATION OF DIRECTORS AND KEY MANAGERIAL PERSONNEL

#### A. Remuneration to Managing Director, Whole-time Directors and/or Manager

Sr. No.	Particulars of Remuneration	Name of MD/WTD/ Manager
		NA
1.	<b>Gross salary</b>	-
	a) Salary as per provisions contained in section 17(1) of the Income-tax Act, 1961	
	b) Value of perquisites u/s 17(2) Income-tax Act, 1961	
	c) Profits in lieu of salary under section 17(3) Income-tax Act, 1961	
2.	Stock Option	-
3.	Sweat Equity	-
4.	Commission - as % of profit - others, specify	-
5.	Others, please specify	-
	<b>Total (A)</b>	-
	Ceiling as per the Act	-

## ANNEXURES TO DIRECTORS' REPORT

### B. Remuneration to other Directors: Nil

Sr. No.	Particulars of Remuneration	Name of Directors			Total Amount
(1)	Independent Directors				
	- Fee for attending board / committee meetings	-	-	-	-
	- Commission	-	-	-	-
	- Others, please specify	-	-	-	-
	Total (1)	-	-	-	-
(2)	Non – Executive Directors & Non-Independent Directors				
	Date wise Increase /Decrease in Promoters				
	Shareholding during the year specifying the reasons for increase / decrease	-	-	-	-
	Commission	-	-	-	-
	Others, please specify	-	-	-	-
	Total (2)	-	-	-	-
	Total (1) + (2)	-	-	-	-
	Overall Ceiling as per the Act	-	-	-	-

### C. REMUNERATION TO KEY MANAGERIAL PERSONNEL OTHER THAN MD/MANAGER/WTD - N.A.

Sr. No.	Particulars of Remuneration	Key Managerial Personnel		Total Amount
1.	Gross salary	-	-	-
	a) Salary as per provisions contained in section 17(1) of the Income-tax Act, 1961			
	b) Value of perquisites u/s 17(2)Income-tax Act, 1961			
	c) Profits in lieu of salary under section 17(3) Income-tax Act, 1961			
	d) Company contribution towards PF			
2.	Stock Option	-	-	-
3.	Sweat Equity	-	-	-
4.	Commission - as % of profit - others, specify	-	-	-
5.	Others, please specify	-	-	-
	Total	-	-	-

## ANNEXURES TO DIRECTORS' REPORT

### VII. PENALTIES / PUNISHMENT/ COMPOUNDING OF OFFENCES

Type	Section of the Companies Act	Brief Description	Details of Penalty / Punishment/ Compounding fees imposed	Authority [RD / NCLT/COURT]	Appeal made, if any (give Details)
<b>Company</b> Penalty Punishment Compounding			None		
<b>Directors</b> Penalty Punishment Compounding			None		
<b>Other officers in Default</b> Penalty Punishment Compounding			None		

# INDEPENDENT AUDITORS' REPORT

## TO THE MEMBERS OF CONCORDE AIR LOGISTICS LIMITED

### Report on the Ind AS Financial Statements

We have audited the accompanying Ind AS financial statements of Concorde Air Logistics Limited (the "Company"), which comprise the Balance Sheet as at March 31, 2018, the Statement of Profit and Loss, including the statement of Other Comprehensive Income, the Cash Flow Statement and the Statement of Changes in Equity for the year then ended and a summary of significant accounting policies and other explanatory information.

### Management's Responsibility for the Ind AS 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 Ind AS financial statements that give a true and fair view of the financial position, financial performance including other comprehensive income, cash flows and changes in equity of the Company in accordance with accounting principles generally accepted in India, including the Indian Accounting Standards (Ind AS) specified under section 133 of the Act read with the Companies (Indian Accounting Standards) Rules, 2015 (amended). This responsibility also includes maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding of the assets of the Company and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and the design, implementation and maintenance of adequate internal financial control that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the Ind AS financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

### Auditor's Responsibility

Our responsibility is to express an opinion on these Ind AS 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. We conducted our audit of the Ind AS financial statements in accordance with the Standards on Auditing, issued by the Institute of Chartered Accountants of India, as 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 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 Ind AS 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 Ind AS financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of 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 Ind AS 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 Ind AS financial statements.

### Opinion

In our opinion and to the best of our information and according to the explanations given to us, the Ind AS financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India, of the state of affairs of the Company as at March 31, 2018, its profits including other comprehensive income, its cash flows and the changes in equity for the year ended on that date.

### Other Matter

The Ind AS financial statements of the Company for the year ended March 31, 2017, included in these Ind AS financial statements, have been audited by the predecessor auditor who expressed an unmodified opinion on those statements on May 05, 2017.

### Report on Other Legal and Regulatory Requirements

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

## INDEPENDENT AUDITORS' REPORT

### TO THE MEMBERS OF CONCORDE AIR LOGISTICS LIMITED

- (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, Statement of Profit and Loss including the Statement of Other Comprehensive Income, the Cash Flow Statement and Statement of Changes in Equity dealt with by this Report are in agreement with the books of account;
- (d) In our opinion, the aforesaid Ind AS financial statements comply with the Accounting Standards specified under section 133 of the Act, read with Companies (Indian Accounting Standards) Rules, 2015, (amended);
- (e) On the basis of written representations received from the directors as on March 31, 2018, and taken on record by the Board of Directors, none of the directors is disqualified as on March 31, 2018, from being appointed as a director in terms of section 164 (2) of the Act;
- (f) With respect to the adequacy of the internal financial controls over financial reporting of the Company and the operating effectiveness of such controls, refer to our separate Report in "Annexure 2" to this report; and
- (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; and
  - (iii) There were no amounts which were required to be transferred to the Investor Education and Protection Fund by the Company.

For S.R. Batliboi & Associates LLP  
ICAI Firm Registration Number: 101049W/E300004  
Chartered Accountants

per Kalpesh Jain  
Partner  
Membership Number: 106406

Mumbai  
May 8, 2018

## ANNEXURE 1 TO INDEPENDENT AUDITORS' REPORT

Annexure 1 referred to in paragraph 1 under Report on Other Legal and Regulatory Requirements of our report of even date  
Re: Concorde Air Logistics Limited (the "Company")

- i. (a) The Company has maintained proper records showing full particulars, including quantitative details and situation of fixed assets;
- (b) Fixed assets have been physically verified by the management during the year and no material discrepancies were identified on such verification; and
- (c) According to the information and explanations given by the management, the title deeds of immovable properties included in property, plant and equipment are held in the name of the Company.
- ii. The Company's business does not involve inventories and, accordingly, the requirements under paragraph 3(ii) of the Order are not applicable to the Company.
- iii. According to the information and explanations given to us, 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 Act. Accordingly, the provisions of clause 3(iii)(a), (b) and (c) of the Order are not applicable to the Company and hence not commented upon.
- iv. In our opinion and according to the information and explanations given to us, there are no loans, investments, guarantees, and securities given in respect of which provisions of section 185 and 186 of the Act are applicable and hence not commented upon.
- v. The Company has not accepted any deposits within the meaning of Sections 73 to 76 of the Act and the Companies (Acceptance of Deposits) Rules, 2014 (as amended). Accordingly, the provisions of clause 3(v) of the Order are not applicable.
- vi. To the best of our knowledge and as explained, the Central Government has not specified the maintenance of cost records under Section 148(1) of the Act, for the products/services of the Company.
- vii. (a) The Company is regular in depositing with appropriate authorities undisputed statutory dues including provident fund, employees' state insurance, income-tax, sales-tax, service tax, goods and services tax, duty of custom, duty of excise, value added tax, goods and service tax, cess and other statutory dues applicable to it.
- (b) According to the information and explanations given to us, no undisputed amounts payable in respect of provident fund, employees' state insurance, income-tax, service tax, goods and services tax, sales-tax, duty of custom, duty of excise, value added tax, cess and other statutory dues were outstanding, at the year end, for a period of more than six months from the date they became payable.
- (c) According to the information and explanations given to us, there are no dues of income tax, sales-tax, service tax, customs duty, goods and services tax, excise duty, value added tax and cess which have not been deposited on account of any dispute.
- viii. The Company did not have any outstanding loans or borrowing dues in respect of a financial institution or bank or to government or dues to debenture holders during the year.
- ix. According to the information and explanations given by the management, the Company has not raised any money by way of initial public offer / further public offer / debt instruments and term loans hence, reporting under clause (ix) is not applicable to the Company and hence not commented upon.
- x. Based upon the audit procedures performed for the purpose of reporting the true and fair view of the financial statements and according to the information and explanations given by the management, we report that no fraud by the Company or no fraud on the Company by the officers and employees of the Company has been noticed or reported during the year.
- xi. The provisions of section 197 read with Schedule V to the Act are applicable to the Company. There was no managerial remuneration paid / payable by the Company during the year. Accordingly, the provisions of Clause (xi) is not applicable to the Company.
- xii. In our opinion, the Company is not a nidhi company. Therefore, the provisions of clause 3(xii) of the order are not applicable to the Company and hence not commented upon.
- xiii. According to the information and explanations given by the management, transactions with the related parties are in compliance with section 188 of Act where applicable and the details have been disclosed in the notes to the financial statements, as required by the applicable accounting standards. The provisions of section 177 are not applicable to the Company and accordingly reporting under clause 3(xiii) insofar as it relates to section 177 of the Act is not applicable to the Company and hence not commented upon.
- xiv. According to the information and explanations given to us and on an overall examination of the balance sheet, the Company has not made any preferential allotment or private placement of shares or fully or partly convertible debentures during the year under review and hence, reporting requirements under clause 3(xiv) are not applicable to the Company and, not commented upon.
- xv. According to the information and explanations given by the management, the Company has not entered into any non-cash transactions with directors or persons connected with him as referred to in section 192 of the Act.
- xvi. According to the information and explanations given to us, the provisions of section 45-IA of the Reserve Bank of India Act, 1934 are not applicable to the Company.

## ANNEXURE 2 TO INDEPENDENT AUDITORS' REPORT

Annexure 2 referred to in paragraph 2 under Report on Other Legal and Regulatory Requirements of our report of even date

### **Report on the Internal Financial Controls 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 Concorde Air Logistics Limited (the "Company") as of March 31, 2018 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 the Company's policies, the safeguarding of its assets, the prevention and detection of frauds and errors, the accuracy and completeness of the accounting records, and the timely preparation of reliable financial information, as required under the Act.

#### **Auditors' Responsibility**

Our responsibility is to express an opinion on the Company's internal financial controls over financial reporting based on our audit. We conducted our audit in accordance with the Guidance Note on Audit of Internal Financial Controls Over Financial Reporting (the "Guidance Note") and the Standards on Auditing as specified under section 143(10) of the Act, to the extent applicable to an audit of internal financial controls, both issued by the Institute of Chartered Accountants of India. 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 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.

## ANNEXURE 2 TO INDEPENDENT AUDITORS' REPORT

Annexure 2 referred to in paragraph 2 under Report on Other Legal and Regulatory Requirements of our report of even date

### Opinion

In our opinion, 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, 2018, based on the internal control over financial reporting criteria established by the Company considering the essential components of internal control stated in the Guidance Note on Audit of Internal Financial Controls Over Financial Reporting issued by the Institute of Chartered Accountants of India.

Mumbai  
May 8, 2018

For S.R. Batliboi & Associates LLP  
ICAI Firm Registration Number: 101049W/E300004  
Chartered Accountants

per Kalpesh Jain  
Partner  
Membership Number: 106406

**CONCORDE AIR LOGISTICS LIMITED**  
**BALANCE SHEET AS AT MARCH 31, 2018**

	Note	As at March 31, 2018 in ₹ ('000)	As at March 31, 2017 in ₹ ('000)
<b>ASSETS</b>			
<b>NON-CURRENT ASSETS</b>			
Property, Plant and Equipment	4	2,694	3,089
Other Intangible Assets	4 (a)	169	220
		2,863	3,309
Financial Assets			
Other Financial Assets	5	380	721
Deferred Tax Assets (Net)	6	2,247	1,770
Non-Current Tax Assets (Net)	7	82,744	59,936
		85,371	62,427
<b>CURRENT ASSETS</b>			
Financial Assets			
Investments	8	-	50
Trade Receivables	9	2,101	29,337
Cash and Cash Equivalents	10	10,234	5,549
Other Financial Assets	11	158	30
Other Current Assets	12	24,035	3,627
		36,528	38,593
<b>TOTAL</b>		<b>124,762</b>	<b>104,329</b>
<b>EQUITY AND LIABILITIES</b>			
<b>EQUITY</b>			
Equity Share Capital	13	1,100	1,100
Other Equity	14	48,868	48,376
		49,968	49,476
<b>LIABILITIES</b>			
<b>NON-CURRENT LIABILITIES</b>			
Employee Benefits Obligations	15 (a)	3,942	5,124
		3,942	5,124
<b>CURRENT LIABILITIES</b>			
Financial Liabilities			
Trade Payables	16	63,665	43,875
Other Current Liabilities	17	3,263	2,798
Employee Benefits Obligations	15 (b)	3,924	3,056
		70,852	49,729
<b>TOTAL</b>		<b>124,762</b>	<b>104,329</b>

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

As per our report of even date

**For S.R. BATLIBOI & ASSOCIATES LLP**

Firm Registration Number: 101049W/E300004

Chartered Accountants

**per Kalpesh Jain**

Partner

Membership No. 106406

Place : Mumbai

Date: May 8, 2018

For and on behalf of the Board of Directors

**V. N. Iyer**

Director

DIN : 00090717

**Tushar Gunderia**

Director

DIN : 00090321

**Aneel Gambhir**

Director

DIN : 07321422

Place : Mumbai

Date: May 8, 2018



**CONCORDE AIR LOGISTICS LIMITED**  
**CASH FLOW STATEMENT FOR THE YEAR ENDED MARCH 31, 2018**

	Note	Year ended March 31, 2018 in ₹ ('000)	Year ended March 31, 2017 in ₹ ('000)
<b>A. Cash flows from Operating activities:</b>			
Profit before Tax		655	11,070
<b>Adjustments for:</b>			
Depreciation and Amortisation Expense	4, 4(a) and 22	661	661
Interest Income	19	(32)	(62)
(Profit)/loss on sale of Property, Plant and Equipment	19	-	(2)
<b>Operating profit before working capital changes</b>		<b>1,284</b>	<b>11,667</b>
<b>Adjustments for changes in working capital :</b>			
(Increase) / Decrease in Trade Receivable	9	27,236	(29,237)
(Increase) / Decrease in Current Financial Assets	11	(158)	40
Decrease / (Increase) in Other Current Assets	12	(20,408)	2,735
Increase in Trade Payables	16	19,790	197
Increase in Non-Current Employee Benefit Obligations	15(a)	(1,182)	932
(Decrease) / Increase in Current Employee Benefit Obligations	15(b)	897	(30)
(Decrease) / Increase in Other Current Liabilities	17	465	(17,071)
<b>Cash (used in) / generated from Operations</b>		<b>27,924</b>	<b>(30,767)</b>
Taxes paid (Net of refunds)	7	(23,477)	19,634
<b>Net cash (used in) / generated from Operating activities (A)</b>		<b>4,447</b>	<b>(11,133)</b>
<b>B. Cash flows from Investing activities:</b>			
Purchase of Property, Plant and Equipment and Other Intangible Assets	4 and 4(a)	(215)	(382)
Proceeds from sale of Property, Plant and Equipment	4	-	2
Realisation on maturity of Investments		50	-
Interest Received		115	7,917
Repayment of Margin money		288	-
<b>Net cash generated /(used in) from Investing activities (B)</b>		<b>238</b>	<b>7,537</b>
<b>Net (Decrease) / Increase in Cash and Cash Equivalents (A+B)</b>		<b>4,685</b>	<b>(3,596)</b>
<b>Cash and Cash Equivalents at the beginning of the year</b>		<b>5,549</b>	<b>9,145</b>
<b>Cash and Cash Equivalents at the end of the year</b>		<b>10,234</b>	<b>5,549</b>
Note: There are no changes in liabilities arising from financing activities, due to non-cash changes.			
		<b>As at March 31, 2018 in ₹ ('000)</b>	<b>As at March 31, 2017 in ₹ ('000)</b>
<b>Cash and Cash Equivalents comprise of:</b>			
Balance with banks :			
In current accounts	11	10,164	5,494
Cash on Hand	11	70	55
		<b>10,234</b>	<b>5,549</b>

The above Statement of Cash flows should be read in conjunction with the accompanying notes.

As per our report of even date

**For S.R. BATLIBOI & ASSOCIATES LLP**

Firm Registration Number: 101049W/E300004

Chartered Accountants

**per Kalpesh Jain**

Partner

Membership No. 106406

Place : Mumbai

Date: May 8, 2018

For and on behalf of the Board of Directors

**V. N. Iyer**

Director

DIN : 00090717

**Aneel Gambhir**

Director

DIN : 07321422

Place : Mumbai

Date: May 8, 2018

**Tushar Gunderia**

Director

DIN : 00090321

**CONCORDE AIR LOGISTICS LIMITED**  
**STATEMENT OF CHANGES IN EQUITY (SOCIE) FOR THE YEAR ENDED MARCH 31, 2018**

**A. Equity Share Capital** in ₹ ('000)

<b>Balance as at April 1, 2016</b>	<b>1,100</b>
Changes in equity share capital	-
<b>Balance as at March 31, 2017</b>	<b>1,100</b>
Changes in equity share capital	-
<b>Balance as at March 31, 2018</b>	<b>1,100</b>

**B. Other Equity** in ₹ ('000)

	Reserves & Surplus			Total
	Securities Premium Reserve	General Reserve	Retained Earnings	
<b>Balance as at March 31, 2017</b>	<b>13,500</b>	<b>4,500</b>	<b>30,376</b>	<b>48,376</b>
Profit for the year	-	-	473	473
Other comprehensive income	-	-	19	19
<b>Balance as at March 31, 2018</b>	<b>13,500</b>	<b>4,500</b>	<b>30,868</b>	<b>48,868</b>

in ₹ ('000)

	Reserves & Surplus			Total
	Securities Premium Reserve	General Reserve	Retained Earnings	
<b>Balance as at March 31, 2016</b>	<b>13,500</b>	<b>4,500</b>	<b>23,131</b>	<b>41,131</b>
Profit for the year	-	-	7,410	7,410
Other comprehensive income	-	-	(165)	(165)
<b>Balance as at March 31, 2017</b>	<b>13,500</b>	<b>4,500</b>	<b>30,376</b>	<b>48,376</b>

The above Statement of Changes in Equity should be read in conjunction with the accompanying notes.

As per our report of even date

**For S.R. BATLIBOI & ASSOCIATES LLP**  
 Firm Registration Number: 101049W/E300004  
 Chartered Accountants

**per Kalpesh Jain**  
 Partner  
 Membership No. 106406

Place : Mumbai  
 Date: May 8, 2018

For and on behalf of the Board of Directors

**V. N. Iyer** **Tushar Gunderia**  
 Director Director  
 DIN : 00090717 DIN : 00090321

**Aneel Gambhir**  
 Director  
 DIN : 07321422

Place : Mumbai  
 Date: May 8, 2018

# SCHEDULES

## Notes Forming Part of the Financial Statements as at and for the year ended March 31, 2018

### 1 General Information

Concorde Air Logistics Limited "the Company" is an International Air Cargo Agent with International Air Transport Association ('IATA') and engaged inter alia in the business of clearing and forwarding of time sensitive air cargo packages. The Company is a public limited company incorporated in India having its registered office at 17, Adarsh Industrial Estate, Sahar Airport Road, Andheri (E), Mumbai.

### 2 Basis of preparation of financial statements

These financial statements have been prepared in accordance with Indian Accounting Standards (Ind AS) notified under the Companies (Indian Accounting Standards) Rules, 2015 under the provisions of the Companies Act, 2013 ( the 'Act') and subsequent amendments thereof. The financial statements have been prepared under the historical cost basis except for certain financial assets and liabilities measured at fair value (Refer note 3(o)) and Defined benefit plans - plan assets measured at fair value (Refer note 28).

The financial statements are presented in Indian Rupees ('INR') in thousand, which is also the Company's functional currency. The financial statements are prepared on a going concern basis.

#### Current versus non-current classification

The Company presents assets and liabilities in the balance sheet based on current/ non-current classification. An asset is treated as current when it is:

- a. Expected to be realised or intended to be sold or consumed in normal operating cycle
- b. Held primarily for the purpose of trading
- c. Expected to be realised within twelve months after the reporting period, or
- d. Cash or cash equivalent unless restricted from being exchanged or used to settle a liability for at least twelve months after the reporting period

All other assets are classified as non-current.

A liability is current when:

- a. It is expected to be settled in normal operating cycle
- b. It is held primarily for the purpose of trading
- c. It is due to be settled within twelve months after the reporting period, or
- d. There is no unconditional right to defer the settlement of the liability for at least twelve months after the reporting period

The Company classifies all other liabilities as non-current.

Deferred tax assets and liabilities are classified as non-current assets and liabilities.

The operating cycle is the time between the acquisition of assets for processing and their realisation in cash and cash equivalents. The Company has identified twelve months as its operating cycle.

### Use of estimates and judgements

The preparation of the financial statements in conformity with Ind AS requires management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates. Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimates are revised and in any future periods affected.

The areas involving critical estimates and judgements are:

- (i) Estimation of useful life of property, plant and equipment and intangibles assets (Refer note 3(a))
- (ii) Estimation of defined benefit obligation (Refer note 21)
- (iii) Estimation of non-current tax expense and receivable/ payable (Refer note 7 and 30)

### 3. Significant Accounting Policies

The accounting policies set out below have been applied consistently to all periods presented in these financial statements and in preparing the opening Ind AS balance sheet at April 1, 2015 for the purposes of the transition to Ind AS, unless otherwise stated.

#### (a) Property, plant and equipment

All items of Property, Plant and Equipment are at historical cost net of accumulated depreciation and accumulated impairment losses, if any. Historical cost includes expenditures that is directly attributable to the acquisition of the items.

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

Capital work-in-progress represents Property, Plant and Equipment that are not yet ready for their intended use as at the balance sheet date.

An item of property, plant and equipment and any significant part initially recognised is derecognised upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss arising on derecognition of the asset (calculated as the difference between the net disposal proceeds and the carrying amount of the asset) is included in the income statement when the asset is derecognised.

# SCHEDULES

## Notes Forming Part of the Financial Statements as at and for the year ended March 31, 2018

### Intangible Assets:

Intangible assets are stated at acquisition cost net of accumulated amortisation and accumulated impairment losses, if any.

### Depreciation

Depreciation is calculated on a straight-line basis over the estimated useful lives of the assets as follows:

Asset	Useful Life
Office Equipments	10 years
Electrical Equipment	6 to 10 years
Computers	3 to 6 years
Furniture Fixtures	10 years
Vehicles	8 years

The Company, based on technical assessment made by technical expert and management estimate, depreciates computers over estimated useful lives of 3 to 6 years which are different from the useful life prescribed in Schedule II to the Act. The management believes that these estimated useful lives are realistic and reflect fair approximation of the period over which the assets are likely to be used.

Depreciation for assets purchased/sold during a year is proportionately charged.

### Amortisation

Computer software, other than internally generated, is amortised under straight line method over the estimated useful life of 6 years.

### (b) Impairment of Assets

The Company assesses at each reporting date whether there is any indication that an asset (tangible or intangible) may be impaired. If any indication exists, the Company estimates the asset's recoverable amount. An asset's recoverable amount is the higher of an asset's or cash generating unit's (CGU) net selling price and its value in use. Where the carrying amount of an asset or CGU exceeds its recoverable amount, the asset is considered impaired and is written down to its recoverable amount. Impairment losses are recognised in the Statement of Profit and Loss. Assessment is also done at each Balance Sheet date as to whether there is any indication that an impairment loss recognised for an asset in prior accounting periods may no longer exist or may have decreased and such reversal is recorded in the Statement of Profit and Loss.

### (c) Revenue Recognition

#### Service Charges:

Service charges for clearing and forwarding of shipments are recognised as income when shipments are manifested and represent amounts invoiced, net of service tax, goods & service Tax and all discounts and allowances.

#### Commission Income:

Commission is accrued when cargo is delivered to the custody of the airline and the master airway bill is issued.

#### Interest Income:

Interest income is recognised using the effective interest rate method.

#### Dividend Income:

Dividend Income is recognised when the right to receive dividend is established.

### (d) Employee Benefits

#### i) Short-term obligations

Liabilities for wages and salaries, including non-monetary benefits that are expected to be settled wholly within 12 months after the end of the period in which the employees render the related service are recognised in respect of employees' services up to the end of the reporting period and are measured at the amounts expected to be paid when the liabilities are settled. The liabilities are presented as current employee benefit obligations in the balance sheet.

#### Compensated absences:

Accumulated compensated absences, which are expected to be availed or encashed within 12 months from the end of the Balance Sheet date are treated as short term employee benefits. The liability in respect of compensated absences of short term nature is not actuarially valued and is provided on an estimated basis.

#### ii) Other long-term employee benefit obligations

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

Accumulated compensated absences, which are expected to be availed or encashed beyond 12 months from the end of Balance Sheet date are treated as other long term employee benefits for measurement purposes. The Company's liability is actuarially determined (using the Projected Unit Credit Method) at the end of each year. Actuarial losses/ gains are recognised in the Statement of Profit and Loss in the year in which they arise.

## SCHEDULES

### Notes Forming Part of the Financial Statements as at and for the year ended March 31, 2018

The Company presents the leave as a short term employee benefit obligation in the balance sheet to the extent it does not have an unconditional right to defer its settlement for 12 months after the reporting date.

#### iii) Post-employment obligations

The Company operates the following post-employment schemes:

- (a) Defined benefit plans such as Gratuity
- (b) Defined contribution plans such as Provident fund, Employee's state insurance funds and Employee's pension scheme.

#### Defined Benefit Plans

##### Gratuity :

The Company provides for gratuity, a defined benefit plan (the "Gratuity Plan") covering eligible employees in accordance with the Payment of Gratuity Act, 1972. The Gratuity Plan provides a lump sum payment to vested employees at retirement, death, incapacitation or termination of employment, of an amount based on the respective employee's salary and the tenure of employment. The Company's liability is actuarially determined (using the Projected Unit Credit Method) at the end of each year. Re-measurement of the net defined liability, which comprise actuarial gains and losses, the return on plan assets (excluding interest) and the effect of the asset ceiling (if any, excluding interest), are recognised immediately in other comprehensive income (OCI).

Net interest is calculated by applying the discount rate to the net defined benefit liability or asset. The Company recognises the following changes in the net defined benefit obligation as an expense in the statement of profit and loss: Service costs comprising current service costs, past-service costs, gains and losses on curtailments non-routine settlements; and Net interest expense or income.

##### Defined Contribution Plans:

Contribution towards Provident Fund for all employees are made to the regulatory authorities, where the Company has no further obligations. Such benefits are classified as Defined Contribution Schemes as the Company does not carry any further obligations, apart from the contributions made on a monthly basis.

The Company also contributes to State plans, namely Employee's State Insurance Fund and Employee's Pension Scheme 1995, and has no further obligation beyond making its contribution.

Company's contributions to the above funds are charged to the Statement of Profit and Loss for the year for which the contributions are due for payment.

#### iv) Bonus plans

The Company recognises a liability and an expense for bonuses. The Company recognises a provision where contractually obliged or where there is a past practice that has created a constructive obligation.

#### (e) Leases

The determination of whether an arrangement is (or contains) a lease is based on the substance of the arrangement at the inception of the lease.

Leases in which a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Operating lease rental payments are recognised as an expense in the Statement of Profit and Loss on a straight-line basis over the period of the lease unless the payments are structured to increase in line with expected general inflation to compensate for the lessor's expected inflationary cost increases.

#### (f) Income Taxes

Income tax expense comprises current and deferred tax. It is recognised in Statement of Profit and Loss except to the extent that it relates to items recognised directly in equity or in OCI.

##### Current tax

Tax expense for the year, comprising current tax and deferred tax, are included in the determination of the net profit or loss for the year. Current tax is measured at the amount expected to be paid to the tax authorities in accordance with the taxation laws prevailing in the respective jurisdictions.

Current tax assets and current tax liabilities are offset only if there is a legally enforceable right to set off the recognised amounts, and it is intended to realise the asset and set off the liability on a net basis or simultaneously.

##### Deferred tax

Deferred tax is recognised in respect of temporary differences between the carrying amounts of assets or liabilities for financial reporting purposes and the amounts used for taxation purposes.

Deferred tax assets are recognised for unused tax losses, unused tax credits and deductible temporary differences to the extent that it is probable that future taxable profits will be available against which they can be used. Deferred tax assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related tax benefit will be realised; such reductions are subsequently reversed when it becomes probable that such assets will be realised.

Unrecognised deferred tax assets are reassessed at each reporting date and recognised to the extent that it has become

## SCHEDULES

### Notes Forming Part of the Financial Statements as at and for the year ended March 31, 2018

probable that future taxable profits will be available against which they can be used.

Deferred tax liabilities are recognised for all taxable temporary differences.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply in the year when the asset is realised or the liability is settled, based on tax rates (and tax laws) that have been enacted or substantively enacted at the reporting date.

Deferred tax relating to items recognised outside profit or loss is recognised outside profit or loss (either in other comprehensive income or in equity). Deferred tax items are recognised in correlation to the underlying transaction either in OCI or directly in equity.

The measurement of deferred tax reflects the tax consequences that would follow from the manner in which the Company expects, at the reporting date, to recover or settle the carrying amount of its assets and liabilities. Deferred tax assets and liabilities are offset only if:

- a) the entity has a legally enforceable right to set off current tax assets against current tax liabilities; and
- b) the deferred tax assets and the deferred tax liabilities relate to income taxes levied by the same taxation authority on the same taxable entity.

#### (g) Trade and other payables

These amounts represent liabilities for services provided to the Company prior to the end of financial year which are unpaid. The amounts are unsecured and are usually paid as per contractual terms. Trade and other payables are presented as current liabilities unless payment is not due within 12 months after the reporting period. They are recognised initially at their fair value and subsequently measured at amortised cost using the effective interest method.

#### (h) Provisions

Provisions are recognised when the Company has a present legal or constructive obligation as a result of a past events, it is probable that an outflow of resources will be required to settle the obligation and the amount can be reliably estimated.

Provisions are measured at present value of management's best estimate of the expenditure required to settle the present obligation at the end of the reporting period. The discount rate used to determine the present value pre-text rate that reflect current market assessment of the time value of money and the risk specific to the liability.

#### (i) Cash and Cash Equivalents

In the cash flow statement, cash and cash equivalents include cash in hand, cheques in hand, demand deposits with banks

and other short-term highly liquid investments with original maturities of three months or less. Bank overdrafts are shown within borrowings in current liabilities in the balance sheet.

#### (j) Trade receivables

Trade receivables are recognised initially at fair value, less provision for impairment.

#### (k) Financial Instruments

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

#### (l) A. Financial assets

##### i. Classification

The Company classifies financial assets as subsequently measured at amortised cost, fair value through OCI or fair value through profit or loss (Statement of Profit and Loss) on the basis of its business model for managing the financial assets and the contractual cash flow characteristics of the financial asset.

##### ii. Initial recognition and Measurement

All financial assets are recognised initially at fair value, in the case of financial assets not recorded at fair value through profit or loss (Statement of Profit and Loss), transaction costs that are attributable to the acquisition of the financial asset. Purchases or sales of financial assets that require delivery of assets within a time frame established by regulation or convention in the market place (regular way trades) are recognised on the trade date, i.e., the date that the Company commits to purchase or sell the asset.

##### iii. Debt instruments at amortised cost

A 'debt instrument' is measured at the amortised cost if both the following conditions are met:

- a) The asset is held within a business model whose objective is to hold assets for collecting contractual cash flows, and
- b) Contractual terms of the asset give rise to cash flows on specified dates that are solely payments of principal and interest (SPPI) on the principal amount outstanding.

After initial measurement, such financial assets are subsequently measured at amortised cost using the effective interest rate (EIR) method. Amortised cost is calculated by taking into account any discount or premium and fees or costs that are an integral part of the EIR. The EIR amortisation is included in finance income in the Statement of Profit and Loss. The losses arising from impairment are recognised in the Statement of Profit and Loss.

## SCHEDULES

### Notes Forming Part of the Financial Statements as at and for the year ended March 31, 2018

Debt instruments included within the fair value through profit and loss (FVTPL) category are measured at fair value with all changes recognized in the Statement of Profit and Loss.

#### iv. Derecognition

A financial asset is derecognised only when

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

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

#### v. Impairment of financial assets

In accordance with Ind-AS 109, the Company applies expected credit loss (ECL) model for measurement and recognition of impairment loss on the following financial assets and credit risk exposure:

- a) Financial assets that are debt instruments, and are measured at amortised cost e.g., deposits, and bank balance
- b) Trade receivables

The Company follows 'simplified approach' for recognition of impairment loss allowance on:

- i) Trade receivables which do not contain a significant financing component
- ii) All lease receivables resulting from transactions

The application of simplified approach does not require the Company to track changes in credit risk. Rather, it recognises impairment loss allowance based on lifetime ECLs at each reporting date, right from its initial recognition.

For recognition of impairment loss on other financial assets and risk exposure, the Company determines that whether there has been a significant increase in the

credit risk since initial recognition. If credit risk has not increased significantly, 12-month ECL is used to provide for impairment loss. However, if credit risk has increased significantly, lifetime ECL is used. If, in a subsequent period, credit quality of the instrument improves such that there is no longer a significant increase in credit risk since initial recognition, then the entity reverts to recognising impairment loss allowance based on 12-month ECL.

#### B. Financial liabilities

##### i. Classification

The Company classifies all financial liabilities as subsequently measured at amortised cost, except for financial liabilities at fair value through profit or loss (Statement of Profit and Loss). Such liabilities, including derivatives that are liabilities, shall be subsequently measured at fair value.

##### ii. Initial recognition and measurement

Financial liabilities are classified, at initial recognition, as financial liabilities at fair value through profit or loss (Statement of Profit and Loss), loans and borrowings, payables, or as derivatives designated as hedging instruments in an effective hedge, as appropriate.

All financial liabilities are recognised initially at fair value.

The Company's financial liabilities include trade and other payables.

##### iii. Financial liabilities at fair value through Statement of Profit and Loss

Financial liabilities at fair value through profit or loss include financial liabilities held for trading and financial liabilities designated upon initial recognition as at fair value through profit or loss (Statement of Profit and Loss). Financial liabilities are classified as held for trading if they are incurred for the purpose of repurchasing in the near term. This category also includes derivative financial instruments entered into by the Company that are not designated as hedging instruments in hedge relationships as defined by Ind-AS 109. Separated embedded derivatives are also classified as held for trading unless they are designated as effective hedging instruments.

Gains or losses on liabilities held for trading are recognised in the Statement of Profit and Loss.

Financial liabilities designated upon initial recognition at fair value through profit or loss (Statement of Profit and Loss) are designated at the initial date of recognition, and only if the criteria in Ind-AS 109 are satisfied. For liabilities designated as Fair Value Through Profit and Loss (FVTPL), fair value gains/ losses attributable to changes in own credit risk are recognized in OCI. These gains/loss are not

## SCHEDULES

### Notes Forming Part of the Financial Statements as at and for the year ended March 31, 2018

subsequently transferred to Statement of Profit and Loss. However, the Company may transfer the cumulative gain or loss within equity. All other changes in fair value of such liability are recognised in the Statement of profit and loss. The Company has not designated any financial liability as at fair value through Statement of Profit and Loss.

#### iv. Derecognition

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

#### v. Offsetting of financial instruments

Financial assets and financial liabilities are offset and the net amount is reported in the balance sheet if there is a currently enforceable legal right to offset the recognised amounts and there is an intention to settle on a net basis, to realise the assets and settle the liabilities simultaneously.

#### (m) Fair value measurement

'Fair value' is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date in the principal or, in its absence, the most advantageous market to which the Company has access at that date. The fair value of a liability reflects its non-performance risk.

All assets and liabilities for which fair value is measured or disclosed in the financial statements are categorised within the fair value hierarchy, described as follows, based on the lowest level input that is significant to the fair value measurement as a whole:

- ▶ Level 1 - Quoted (unadjusted) market prices in active markets for identical assets or liabilities
- ▶ Level 2 - Valuation techniques for which the lowest level input that is significant to the fair value measurement is directly or indirectly observable

- ▶ Level 3 - Valuation techniques for which the lowest level input that is significant to the fair value measurement is unobservable

For assets and liabilities that are recognised in the financial statements on a recurring basis, the Group determines whether transfers have occurred between levels in the hierarchy by re-assessing categorisation (based on the lowest level input that is significant to the fair value measurement as a whole) at the end of each reporting period.

#### (n) Earnings per share

##### (i) Basic earnings per share

Basic earnings per share is calculated by dividing:

- the profit attributable to owners of the Company
- by the weighted average number of equity shares outstanding during the financial year, adjusted for bonus elements in equity shares issued during the year and excluding treasury shares (Refer note 24).

##### (ii) Diluted earnings per share

Diluted earnings per share adjusts the figures used in the determination of basic earnings per share to take into account:

- the after income tax effect of interest and other financing costs associated with dilutive potential equity shares, and
- the weighted average number of additional equity shares that would have been outstanding assuming the conversion of all dilutive potential equity shares. (Refer note 24).

#### (o) Segment Information

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision maker (Refer note 25).

#### (p) Rounding of amounts

All amounts disclosed in the financial statements and notes have been rounded off to the nearest thousands as per the requirement of Schedule III, unless otherwise stated.

## SCHEDULES

Notes Forming Part of the Financial Statements as at and for the year ended March 31, 2018

### 4. PROPERTY, PLANT AND EQUIPMENT

in ₹ ('000)

Description of Assets	GROSS BLOCK				DEPRECIATION				NET BLOCK
	Opening Balance as at April 1, 2017	Additions	Deductions/ Adjustments	Closing Balance as at March 31, 2018	Opening Balance as at April 1, 2017	For the year	Deductions/ Adjustments	Closing Balance as at March 31, 2018	Closing Balance as at March 31, 2018
<b>Tangible Assets</b>									
Buildings	4	-	-	4	-	-	-	-	4
Office Equipment	109	30	-	139	87	17	-	104	35
Electrical Equipment	590	-	-	590	172	86	-	258	332
Computers	653	185	-	838	193	130	-	323	515
Furniture and Fixtures	1,355	-	-	1,355	371	185	-	556	799
Vehicles	1,474	-	-	1,474	273	192	-	465	1,009
<b>Total Tangible Assets</b>	<b>4,185</b>	<b>215</b>	<b>-</b>	<b>4,400</b>	<b>1,096</b>	<b>610</b>	<b>-</b>	<b>1,706</b>	<b>2,694</b>

in ₹ ('000)

Description of Assets	GROSS BLOCK				DEPRECIATION				NET BLOCK
	Opening Balance as at April 1, 2016	Additions	Deductions/ Adjustments	Closing Balance as at March 31, 2017	Opening Balance as at April 1, 2016	For the Year	Deductions/ Adjustments	Closing Balance as at March 31, 2017	Closing Balance as at March 31, 2017
<b>Tangible Assets</b>									
Buildings	4	-	-	4	-	-	-	-	4
Office Equipment	93	16	-	109	60	27	-	87	22
Electrical Equipment	590	-	-	590	86	86	-	172	418
Computers	316	337	-	653	70	123	-	193	460
Furniture and Fixtures	1,355	-	-	1,355	186	185	-	371	984
Vehicles	1,474	-	-	1,474	83	190	-	273	1,201
<b>Total Tangible Assets</b>	<b>3,832</b>	<b>353</b>	<b>-</b>	<b>4,185</b>	<b>485</b>	<b>611</b>	<b>-</b>	<b>1,096</b>	<b>3,089</b>

### 4 (a). OTHER INTANGIBLE ASSETS

in ₹ ('000)

Description of Assets	GROSS BLOCK				AMORTISATION				NET BLOCK
	Opening Balance as at April 1, 2017	Additions	Deductions/ Adjustments	Closing Balance as at March 31, 2018	Opening Balance as at April 1, 2017	For the year	Deductions/ Adjustments	Closing Balance as at March 31, 2018	Closing Balance as at March 31, 2018
<b>Intangible Assets</b>									
Computer Software	298	-	-	298	78	51	-	129	169
<b>Total Intangible Assets</b>	<b>298</b>	<b>-</b>	<b>-</b>	<b>298</b>	<b>78</b>	<b>51</b>	<b>-</b>	<b>129</b>	<b>169</b>

in ₹ ('000)

Description of Assets	GROSS BLOCK				AMORTISATION				NET BLOCK
	Opening Balance as at April 1, 2016	Additions	Deductions/ Adjustments	Closing Balance as at March 31, 2017	Opening Balance as at April 1, 2016	For the Year	Deductions/ Adjustments	Closing Balance as at March 31, 2017	Closing Balance as at March 31, 2017
<b>Intangible Assets:</b>									
Computer Software	269	29	-	298	28	50	-	78	220
<b>Total Intangible Assets</b>	<b>269</b>	<b>29</b>	<b>-</b>	<b>298</b>	<b>28</b>	<b>50</b>	<b>-</b>	<b>78</b>	<b>220</b>

## SCHEDULES

Notes Forming Part of the Financial Statements as at and for the year ended March 31, 2018

	As at March 31, 2018 in ₹ ('000)	As at March 31, 2017 in ₹ ('000)
<b>5 Other Non current Financial Assets</b>		
Margin money deposit against Guarantees	140	438
Interest accrued but not due	5	58
Deposits	235	225
<b>Total</b>	<b>380</b>	<b>721</b>
<b>6 Deferred Tax Assets (Net)</b>		
<b>Deferred Tax Assets</b>		
Provision for Compensated Absences	489	461
Provision for Gratuity	1,447	1,349
Provision for Bonus	474	166
	2,410	1,976
<b>Deferred Tax Liability</b>		
Property, Plant and Equipment and Other Intangible Assets	163	206
<b>Total</b>	<b>2,247</b>	<b>1,770</b>
<b>7 Non-Current Tax Assets (Net)</b>		
Opening balance	59,936	91,354
Less: Current tax payable for the year	(669)	(3,890)
Add: Taxes paid	23,477	29,004
Less: Refund Received	-	56,532
Closing balance	82,744	59,936
Advance income tax	100,781	78,908
Provision for tax	18,037	18,972
Advance income tax (Net of provision for tax)	82,744	59,936
<b>8 Current Investments</b>		
In Government Securities - Unquoted	-	50
National Saving Certificates (6 year NSCs - VIII issue) [Given as security to the Custom Authorities]		
<b>Total</b>	<b>-</b>	<b>50</b>
<b>9 Trade Receivables</b>		
(Unsecured, considered good)		
Trade Receivables	35	-
Receivables from related parties [Refer note 26(d)]	2,066	29,337
<b>Total</b>	<b>2,101</b>	<b>29,337</b>

## SCHEDULES

### Notes Forming Part of the Financial Statements as at and for the year ended March 31, 2018

	As at March 31, 2018 in ₹ ('000)	As at March 31, 2017 in ₹ ('000)
<b>10 Cash And Cash Equivalents</b>		
Balance with banks :		
In current accounts	10,164	5,494
Cash on Hand	70	55
<b>Total</b>	<b>10,234</b>	<b>5,549</b>
<b>11 Other Financial Assets</b>		
(Unsecured, considered good)		
Interest accrued but not due on NSC	-	30
Advances to Employees	158	-
<b>Total</b>	<b>158</b>	<b>30</b>
<b>12 Other Current Assets</b>		
(Unsecured, considered good)		
Rental deposits	-	40
Prepaid Expenses	252	517
Advance to vendor	8,923	2,419
Other loans and advances:		
Balances with Government Authorities	14,860	651
<b>Total</b>	<b>24,035</b>	<b>3,627</b>
<b>13 Equity Share Capital</b>		
Authorised		
200,000 (March 31, 2017 : 200,000) equity shares of ₹ 10 each	2,000	2,000
Issued, Subscribed and Paid up		
110,000 (March 31, 2017 : 110,000) equity shares of ₹ 10 each fully paid-up	1,100	1,100
<b>Total</b>	<b>1,100</b>	<b>1,100</b>

#### a. Reconciliation of the number of shares

	As at March 31, 2018		As at March 31, 2017	
	Number of shares	Amount In ₹ ('000)	Number of shares	Amount In ₹ ('000)
Balance as at the beginning of the year	110,000	1,100	110,000	1,100
Additions/Deletions during the year	-	-	-	-
Balance as at the end of the year	<b>110,000</b>	<b>1,100</b>	<b>110,000</b>	<b>1,100</b>

#### b. Rights, preferences and restrictions attached to equity shares

The Company has only one class of equity shares having a par value of ₹ 10 per share. Every share holder is entitled to participate in dividends. Each shareholder of equity shares is entitled to one vote per share.

The Company declares and pays dividend in Indian Rupees. The dividend proposed by the Board of Directors is subject to the approval of the shareholders in the ensuing Annual General Meeting, except in case of interim dividend which is approved by the Board of Directors.

## SCHEDULES

### Notes Forming Part of the Financial Statements as at and for the year ended March 31, 2018

In the event of liquidation, the equity share holders are eligible to receive the remaining assets of the Company after distribution of all preferential amounts, in proportion to their share holding.

#### c. Shares held by holding company

Out of the above equity shares issued by the Company, shares held by the holding company:

	As at March 31, 2018 In ₹ ('000)	As at March 31, 2017 In ₹ ('000)
Blue Dart Express Limited, the Holding Company and its nominees 110,000 (March 31, 2017 : 110,000) equity shares of ₹ 10 each fully paid up	1,100	1,100

#### d. Details of shares held by shareholders holding more than 5% of the aggregate shares in the Company

	As at March 31, 2018		As at March 31, 2017	
	Number of shares	%	Number of shares	%
Blue Dart Express Limited	110,000	100	110,000	100

### 14 OTHER EQUITY

#### Reserves and Surplus

	As at March 31, 2018 in ₹ ('000)	As at March 31, 2017 in ₹ ('000)
Securities Premium Reserve	13,500	13,500
General Reserve	4,500	4,500
Retained earnings	30,868	30,376
<b>Total</b>	<b>48,868</b>	<b>48,376</b>

#### Securities Premium Reserve

<b>Balance as at the end of the year</b>	<b>13,500</b>	<b>13,500</b>
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#### General Reserve

<b>Balance as at the end of the year</b>	<b>4,500</b>	<b>4,500</b>
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#### Retained Earnings

Balance as at the beginning of the year	30,376	23,131
Add: Profit for the year	473	7,410
Items of other comprehensive income recognised directly in retained earnings		
Actuarial loss/gain arising from remeasurements of post employment benefit obligation	19	(165)
<b>Balance as at the end of the year</b>	<b>30,868</b>	<b>30,376</b>
<b>Total</b>	<b>48,868</b>	<b>48,376</b>

## SCHEDULES

### Notes Forming Part of the Financial Statements as at and for the year ended March 31, 2018

	As at March 31, 2018 in ₹ ('000)	As at March 31, 2017 in ₹ ('000)
<b>15 (a) Non-Current Employee Benefit Obligations</b>		
Provision for Gratuity	3,942	4,016
Provision for Compensated Absences	-	1,108
<b>Total</b>	<b>3,942</b>	<b>5,124</b>
<b>15 (b) Current Employee Benefit Obligations</b>		
Provision for Gratuity	739	64
Provision for Compensated Absences	1,582	285
Other Employee benefits obligations	1,603	2,707
<b>Total</b>	<b>3,924</b>	<b>3,056</b>
<b>16 Trade Payables</b>		
Total outstanding dues of creditors other than micro enterprises and small enterprises	63,665	43,875
<b>Total</b>	<b>63,665</b>	<b>43,875</b>
<b>17 Other Current Liabilities</b>		
Statutory Dues (including Provident Fund, GST, Employee State Insurance, Professional Tax and Tax deducted at Source)	3,263	2,798
<b>Total</b>	<b>3,263</b>	<b>2,798</b>
	<b>Year ended March 31, 2018 in ₹ ('000)</b>	<b>Year ended March 31, 2017 in ₹ ('000)</b>
<b>18 Revenue from Operations</b>		
Income from Service Charges	45,464	11,276
Income from Commission	-	38,612
<b>Total</b>	<b>45,464</b>	<b>49,888</b>
<b>19 Other Income</b>		
Interest on		
- Fixed deposits	32	62
- Interest on income tax refund	-	7,894
Profit on Sale of Property, Plant and Equipment	-	2
<b>Total</b>	<b>32</b>	<b>7,958</b>

## SCHEDULES

### Notes Forming Part of the Financial Statements as at and for the year ended March 31, 2018

	Year ended March 31, 2018 in ₹ ('000)	Year ended March 31, 2017 in ₹ ('000)
<b>20 Freight, Handling and Servicing Costs</b>		
Handling and clearing charges	7,867	11,405
Domestic network operating costs	3,042	2,693
Printing, stationery and consumables	200	183
<b>Total</b>	<b>11,109</b>	<b>14,281</b>
<b>21 Employee Benefits Expense</b>		
Salaries, Wages, Bonus and Leave Encashment	25,747	25,112
Contribution to provident and other funds	1,316	1,132
Gratuity	630	532
Staff welfare expenses	255	253
<b>Total</b>	<b>27,948</b>	<b>27,029</b>

The Company has classified the various employee benefits provided to employees as under:

#### I Defined Contribution Plans

- a. Provident Fund
- b. State Defined Contribution Plans
  - i. Employers' Contribution to Employee's State Insurance
  - ii. Employers' Contribution to Employee's Pension Scheme 1995.

During the year the Company has recognised the following amounts in the Statement of Profit and Loss under "Contribution to provident and other funds" -

	Year ended March 31, 2018 in ₹ ('000)	Year ended March 31, 2017 in ₹ ('000)
- Employers' Contribution to Provident Fund	558	453
- Employers' Contribution to Employee's State Insurance	234	135
- Employers' Contribution to Employee's Pension Scheme 1995	524	477

#### II Defined Benefit Plan

##### GRATUITY

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

	Net defined benefit / liability
<b>Balance as on April 1, 2017</b>	<b>4,080</b>
Interest Cost	312
Current Service Cost	318
Expected Return on Plan Assets	
<b>Total amount recognised in Statement of Profit and Loss</b>	<b>630</b>

## SCHEDULES

### Notes Forming Part of the Financial Statements as at and for the year ended March 31, 2018

	Net defined benefit / liability	
Remeasurements		
(Gain)/loss from change in demographic assumptions	-	
(Gain)/loss from change in financial assumptions	(78)	
Experience (gain)/losses	49	
<b>Total amount recognised in other comprehensive income</b>	<b>(29)</b>	
Benefits Paid	-	
Contributions		
<b>Balance as on March 31, 2018</b>	<b>4,681</b>	
<b>Balance as on April 1, 2016</b>	<b>3,322</b>	
Interest Cost	264	
Current Service Cost	268	
Expected Return on Plan Assets		
<b>Total amount recognised in Statement of Profit and Loss</b>	<b>532</b>	
Remeasurements		
(Gain)/loss from change in demographic assumptions	-	
(Gain)/loss from change in financial assumptions	99	
Experience (gain)/losses	150	
<b>Total amount recognised in other comprehensive income</b>	<b>249</b>	
Benefits Paid	(23)	
Contributions		
<b>Balance as on March 31, 2017</b>	<b>4,080</b>	
	<b>As at March 31, 2018 in ₹ ('000)</b>	<b>As at March 31, 2017 in ₹ ('000)</b>
<b>B) Reconciliation of Present Value of Defined Benefit Obligation and the Fair value of Assets</b>		
Present Value of funded obligation as at the year end	4,681	4,080
Fair Value of Plan Assets as at the end of the year	-	-
Unfunded Net Liability Recognised in Balance Sheet	(4,681)	(4,080)
<b>C) Amount recognised in the Balance Sheet</b>		
Present Value of Obligation at the end of the year	(4,681)	(4,080)
Fair value of plan assets	-	-
Liability recognised in the Balance Sheet	(4,681)	(4,080)

## SCHEDULES

### Notes Forming Part of the Financial Statements as at and for the year ended March 31, 2018

- D) i) Valuations in respect of gratuity have been carried out by an independent actuary, as at the Balance Sheet date, based on the following assumptions.

	As at March 31, 2018	As at March 31, 2017
Discount Rate (per annum)	7.87%	7.66%
Rate of increase in Compensation levels (refer note below)	6.75%	6.75%
Rate of Return on Plan Assets	Nil	Nil
Expected Average remaining working lives of employees (years)	19	20
Attrition rate	1%	1%

Note: The estimates of future salary increases, considered in actuarial valuation, takes into account, inflation, seniority, promotions and other relevant factors, such as demand and supply in the employment market.

- ii) Sensitivity analysis

Reasonably possible changes at the reporting date to one of the relevant actuarial assumptions, holding other assumptions constant, would have affected the defined benefit obligation by the amounts shown below.

	Impact on defined benefit obligation [In ₹ ('000)]			
	As at March 31, 2018		As at March 31, 2017	
	Increase	Decrease	Increase	Decrease
Discount rate (0.5 % movement)	(175)	188	(163)	175
Future salary growth (0.5 % movement)	189	(178)	175	(165)
Employee turnover (0.5 % movement)	14	(16)	10	(11)

Although the analysis does not take account of the full distribution of cash flows expected, it does provide an approximation of the sensitivity of the assumptions shown.

	As at March 31, 2018 in ₹ ('000)	As at March 31, 2017 in ₹ ('000)
<b>Recognised under:</b>		
Non Current Employee Benefits Obligation [Refer note 15(a)]	3,942	4,016
Current Employee Benefits Obligation [Refer note 15(b)]	739	64
	4,681	4,080
<b>III Compensated Absences</b>		
The liabilities for Compensated Absences as at year end (Refer note 15(a) and 15(b))	1,582	1,393

### 22 Depreciation and Amortisation expense

	Year ended March 31, 2018 in ₹ ('000)	Year ended March 31, 2017 in ₹ ('000)
Depreciation on Tangible assets	610	611
Amortisation on Intangible assets	51	50
<b>Total</b>	<b>661</b>	<b>661</b>

## SCHEDULES

### Notes Forming Part of the Financial Statements as at and for the year ended March 31, 2018

	Year ended March 31, 2018 in ₹ ('000)	Year ended March 31, 2017 in ₹ ('000)
<b>23 Other Expenses</b>		
Legal and Professional charges	1,066	1,636
Payment to Auditors:		
- Statutory Audit fees	350	300
- Tax Audit fees	50	100
- Reimbursement of Expenses	20	13
Office expenses	308	192
Electricity	336	300
Communication expenses	251	331
Rates and taxes	711	78
Repairs and maintenance - others	171	112
Travelling and conveyance	1,281	1,280
Insurance	579	463
<b>Total</b>	<b>5,123</b>	<b>4,805</b>
<b>24 Earnings Per Share (EPS)</b>		
Profit for the year (in ₹ '000)	473	7,410
Weighted Average number of Equity shares (Nos.)	110,000	110,000
Basic and Diluted Earnings per share (in ₹)	4.30	67.37
Face value per Equity share (in ₹)	10	10
<b>25 Segment Reporting</b>		
The Company has only one operating segment, which is clearing and forwarding of time sensitive shipments. All assets of the Company are domiciled in India and the Company earns entire revenue from its operation in India.		
<b>26 Related Party Disclosures</b>		
<b>a) Enterprises where control exists</b>		
i) Blue Dart Express Limited - Holding Company		
ii) Deutsche Post AG, Germany - Ultimate Holding Company		
<b>b) Related party relationships where transactions have taken place during the year</b>		
i) Blue Dart Express Limited - Holding Company		
ii) Blue Dart Aviation Limited - Fellow Subsidiary		
<b>c) Transactions with related parties during the year :</b>		
(i) With Holding Company		
<b>Blue Dart Express Limited</b>		
Recoveries towards air freight, etc.	(1,250,064)	(1,279,521)

## SCHEDULES

### Notes Forming Part of the Financial Statements as at and for the year ended March 31, 2018

	Year ended March 31, 2018 in ₹ ('000)	Year ended March 31, 2017 in ₹ ('000)
(ii) With Fellow Subsidiary		
<b>Blue Dart Aviation Limited</b>		
Reimbursement of expenses	(9,100)	(13,585)
Service Charges	(1,100)	(1,555)

#### d) Related party balances at the year :

	As at March 31, 2018 in ₹ ('000)	As at March 31, 2017 in ₹ ('000)
<b>Receivable /(Payable) from Holding Company</b>		
Blue Dart Express Limited	791	27,997
Blue Dart Aviation Limited	1,275	1,340

### 27 LEASE DISCLOSURE

Company has entered into various cancellable leasing arrangements for motor cars and official/residential premises. The lease rentals for motor cars of ₹ 1,131 ('000) [Previous year ₹ 897 ('000)] and the lease rentals for residential premises ₹ 552 ('000) [Previous year ₹ 516 ('000)] has been included under the head "Employee Benefits Expense - Salaries, Bonus and Leave Encashment" under Note 22 forming part of the Statement of Profit and Loss.

### 28 DUES TO MICRO AND SMALL ENTERPRISES

There are no Micro and Small Enterprises, to whom the Company owes dues, which are outstanding for more than 45 days at the Balance Sheet date. The Micro and Small Enterprises have been identified on the basis of the information available with the Company.

### 29 Financial instruments – fair values and risk management

#### A Accounting classification and fair values

The carrying value and fair values of financial instruments by categories are as follows. It does not include fair value information for financial assets and financial liabilities if the carrying amount is a reasonable approximation of its fair value.

	March 31, 2018	Note No.	Carrying amount				Total
			FVTPL	FVTOCI	Amortised Cost	in ₹ ('000)	
<b>Financial assets</b>							
(i) Trade Receivables	9		-	-	2,101	2,101	
(ii) Cash and cash equivalents	10		-	-	10,234	10,234	
(iii) Deposits	5		-	-	235	235	
(iv) Other financial assets	5 & 11		-	-	145	145	
			-	-	<b>12,715</b>	<b>12,715</b>	
<b>Financial liabilities</b>							
(i) Trade payables	16		-	-	63,665	63,665	
			-	-	<b>63,665</b>	<b>63,665</b>	

## SCHEDULES

### Notes Forming Part of the Financial Statements as at and for the year ended March 31, 2018

in ₹ ('000)

March 31, 2017	Note No.	Carrying amount			Total
		FVTPL	FVTOCI	Amortised Cost	
<b>Financial assets</b>					
(i) Investments	5	-	-	50	50
(ii) Trade Receivables	9	-	-	29,337	29,337
(iii) Cash and cash equivalents	10	-	-	5,549	5,549
(iv) Deposits	5	-	-	265	265
(v) Other financial assets	5 & 11	-	-	526	526
		-	-	<b>35,727</b>	<b>35,727</b>
<b>Financial liabilities</b>					
(i) Trade payables	16	-	-	43,875	43,875
		-	-	<b>43,875</b>	<b>43,875</b>

**Note 1:** The carrying value of Trade receivables, cash and cash equivalents, other financial assets, trade payables, other financial liability are considered to be the same as their fair values due to their short term nature.

**Note 2:** Difference between carrying amounts and fair values of deposits, other non-current financial assets measured at amortised cost is not significantly different in each of the year presented.

#### B Financial Risk management

##### i) Risk management framework

The Company's activities expose it to a variety of financial risks, including market risk, credit risk and liquidity risk. The Company's primary risk management focus is to minimize potential adverse effects of market risk on its financial performance. The Company's risk management assessment and policies and processes are established to identify and analyze the risks faced by the Company, to set appropriate risk limits and controls, and to monitor such risks and compliance with the same. Risk assessment and management policies and processes are reviewed regularly to reflect changes in market conditions and the Company's activities. The Board of Directors and the management is responsible for overseeing the Company's risk assessment and management policies and processes.

##### ii) Credit Risk

Credit risk is the risk of financial loss to the Company if a customer or counterparty to a financial instrument fails to meet its contractual obligations, and arises principally from the Company's receivables from customers. Credit risk is managed through credit approvals, establishing credit limits and continuously monitoring the creditworthiness of customers to which the Company grants credit terms in the normal course of business. The Company establishes an allowance for doubtful debts and impairment that represents its estimate of incurred losses in respect of trade and other receivables and investments.

##### Trade and other receivables

The Company's exposure to credit risk is influenced mainly by the individual characteristics of each customer. The demographics of the customer, including the default risk of the industry and country in which the customer operates, also has an influence on credit risk assessment.

Concentrations of credit risk with respect to trade receivables are limited, due to the Company's customer base being small and consist of mainly related parties and also on account of realisation of receivables within six months. All trade receivables are reviewed and assessed for default on a regular basis.

## SCHEDULES

### Notes Forming Part of the Financial Statements as at and for the year ended March 31, 2018

#### Cash and Cash Equivalents

The Company held Cash and Cash Equivalents with credit worthy banks and financial institutions of ₹ 10,164 ('000), ₹ 5,494 ('000) as at March 31, 2018, March 31, 2017 respectively. The credit worthiness of such banks and financial institutions is evaluated by the management on an ongoing basis and is considered to be good.

#### Security deposits given to lessors

The Company has given security deposit to lessors for premises leased for accomodation by the employees as at March 31, 2018 and as at March 31, 2017. The credit worthiness of such lessors is evaluated by the management on an ongoing basis and is considered to be good.

#### iii) Liquidity risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they become due. The Company manages its liquidity risk by ensuring, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions, without incurring unacceptable losses or risk to the Company's reputation.

The net-worth of the Company as on March 31, 2018, March 31, 2017 is ₹ 49,968 ('000), ₹ 49,476 ('000) respectively. Further, there is continued support from Blue Dart Express Limited, the Holding Company, to provide financial support to the Company to meet its financial obligations, as and when they fall due for a period not less than twelve months from the date of signing the Financial Statements.

The following are the remaining contractual maturities of financial liabilities at the reporting date. The amounts are gross and undiscounted, and exclude the impact of netting agreements.

March 31, 2018	Contractual cash flows						in ₹ ('000)
	Carrying amount	Total	0-1 year	1-2 years	2-5 years	More than 5 years	
<b>Non-derivative financial liabilities</b>							
Trade and other payables	63,665	63,665	63,665	-	-	-	
<b>Total</b>	<b>63,665</b>	<b>63,665</b>	<b>63,665</b>	<b>-</b>	<b>-</b>	<b>-</b>	

March 31, 2017	Contractual cash flows						in ₹ ('000)
	Carrying amount	Total	0-1 year	1-2 years	2-5 years	More than 5 years	
<b>Non-derivative financial liabilities</b>							
Trade and other payables	43,875	43,875	43,875	-	-	-	
<b>Total</b>	<b>43,875</b>	<b>43,875</b>	<b>43,875</b>	<b>-</b>	<b>-</b>	<b>-</b>	

## SCHEDULES

### Notes Forming Part of the Financial Statements as at and for the year ended March 31, 2018

#### iv) Market risk

Market risk is the risk of loss of future earnings, fair values or future cash flows that may result from adverse changes in market rates and prices (such as interest rates and foreign currency exchange rates) or in the price of market risk-sensitive instruments as a result of such adverse changes in market rates and prices. Market risk is attributable to all market risk-sensitive financial instruments, all foreign currency receivables and payables and all short term and long-term debt. The Company is exposed to market risk primarily related to foreign exchange rate risk and interest rate risk. Thus, the Company's exposure to market risk is a function of investing and borrowing activities and its revenue generating and operating activities.

#### (a) Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates.

#### (b) Currency risk

The fluctuation in foreign currency exchange rates may have potential impact on the Statement of Profit and Loss and equity, where any transaction references more than one currency or where assets/liabilities are denominated in a currency other than the functional currency of the entity.

### 30 Tax expense

#### A. Amounts recognised in Statement of Profit and Loss

	For the Year ended March 31, 2018 in ₹ ('000)	For the Year ended March 31, 2017 in ₹ ('000)
Current income tax	669	3,890
Deferred income tax liability / (asset), net		
Origination and reversal of temporary differences	(487)	(230)
Deferred tax (benefit) / expense	(487)	(230)
<b>Tax expense for the year</b>	<b>182</b>	<b>3,660</b>

#### B. Reconciliation of effective tax rate

	As at March 31, 2018 in ₹ ('000)	As at March 31, 2017 in ₹ ('000)
Profit before tax	655	11,070
Tax using the Company's domestic tax rate (Current year 30.9% and Previous Year 33.06%)	202	3,660
Tax effect of amounts which are not deductible (taxable) in calculating taxable income:		
<b>Less Tax Effect of:</b>		
Others	(20)	(88)
	<b>182</b>	<b>3,572</b>

## SCHEDULES

### Notes Forming Part of the Financial Statements as at and for the year ended March 31, 2018

#### C. Movement in deferred tax balances

	March 31, 2018			in ₹ ('000)
	Net balance March 31, 2017	Recognised in Statement of Profit and Loss	Recognised in OCI	Net balance March 31, 2018
<b>Deferred tax liability</b>				
Property, Plant and Equipment	206	(43)	-	163
<b>Deferred tax asset</b>				
Provision for Compensated Absences	(461)	(28)	-	(489)
Provision for Gratuity	(1,349)	(68)	(29)	(1,447)
Provision for Bonus	(166)	(308)	-	(474)
<b>Tax assets (Liabilities)</b>	<b>(1,770)</b>	<b>(447)</b>	<b>(29)</b>	<b>(2,247)</b>

	March 31, 2017			in ₹ ('000)
	Net balance April 1, 2016	Recognised in Statement of Profit and Loss	Recognised in OCI	Net balance March 31, 2017
<b>Deferred tax liability</b>				
Property, Plant and Equipment	131	75	-	206
<b>Deferred tax asset</b>				
Provision for Compensated Absences	(384)	(77)	-	(461)
Provision for Gratuity	(1,098)	(167)	(84)	(1,349)
Provision for Bonus	(105)	(61)	-	(166)
<b>Tax assets (Liabilities)</b>	<b>(1,456)</b>	<b>(230)</b>	<b>(84)</b>	<b>(1,770)</b>

The Company offsets tax assets and liabilities if and only if it has a legally enforceable right to set off current tax assets and current tax liabilities and the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same tax authority.

Significant management judgement is required in determining provision for income tax, deferred income tax assets and liabilities and recoverability of deferred income tax assets. The recoverability of deferred income tax assets is based on estimates of taxable income and the period over which deferred income tax assets will be recovered. Any changes in future taxable income would impact the recoverability of deferred tax assets.

#### 31 Capital Management

The Company's objective for Capital Management is to maximise shareholder's value, support the strategic objectives of the Company. The Company determines the capital requirements based on its financial performance, operating and long term investment plans. The funding requirements are met through operating cash flows generated.

## SCHEDULES

### Notes Forming Part of the Financial Statements as at and for the year ended March 31, 2018

#### 32 Recent accounting pronouncements

##### Standards issued but not yet effective

The amendments to standards that are issued, but not yet effective, up to the date of issuance of the Group's financial statements are disclosed below. The Group intends to adopt these standards, if applicable, when they become effective.

The Ministry of Corporate Affairs (MCA) has issued the Companies (Indian Accounting Standards) Amendment Rules, 2017 and Companies (Indian Accounting Standards) Amendment Rules, 2018 amending the following standard:

##### Ind AS 115 Revenue from Contracts with Customers

Ind AS 115 was issued on 28 March 2018 and establishes a five-step model to account for revenue arising from contracts with customers. Under Ind AS 115, revenue is recognised at an amount that reflects the consideration to which an entity expects to be entitled in exchange for transferring goods or services to a customer.

The new revenue standard will supersede all current revenue recognition requirements under Ind AS. Either a full retrospective application or a modified retrospective application is required for annual periods beginning on or after 1 April 2018. Based on the preliminary assessment performed, the Company does not anticipate a material impact on the financial statements.

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As per our report of even date

**For S.R. BATLIBOI & ASSOCIATES LLP**

Firm Registration Number: 101049W/E300004

Chartered Accountants

**per Kalpesh Jain**

Partner

Membership No. 106406

Place : Mumbai

Date: May 8, 2018

For and on behalf of the Board of Directors

**V. N. Iyer**

Director

DIN : 00090717

**Tushar Gunderia**

Director

DIN : 00090321

**Aneel Gambhir**

Director

DIN : 07321422

Place : Mumbai

Date: May 8, 2018

# INDEPENDENT AUDITORS' REPORT

## TO THE MEMBERS OF BLUE DART EXPRESS LIMITED

### Report on the Consolidated Ind AS Financial Statements

We have audited the accompanying consolidated Ind AS financial statements of Blue Dart Express Limited (hereinafter referred to as the "Holding Company") and its subsidiaries (the Holding Company and its subsidiaries together referred to as the "Group"), comprising of the consolidated Balance Sheet as at March 31, 2018, the consolidated Statement of Profit and Loss including other comprehensive income, the consolidated Cash Flow Statement, the consolidated Statement of Changes in Equity for the year then ended and a summary of significant accounting policies and other explanatory information (hereinafter referred to as the "consolidated Ind AS financial statements").

### Management's Responsibility for the Consolidated Ind AS Financial Statements

The Holding Company's Board of Directors is responsible for the preparation of these consolidated Ind AS financial statements in terms of the requirement of the Companies Act, 2013 (the "Act") that give a true and fair view of the consolidated financial position, consolidated financial performance including other comprehensive income, consolidated cash flows and consolidated statement of changes in equity of the Group in accordance with accounting principles generally accepted in India, including the Accounting Standards specified under Section 133 of the Act, read with the Companies (Indian Accounting Standard) Rules, 2015 (amended). The respective Board of Directors of the companies included in the Group are responsible for maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding of the assets of the Group and for preventing and detecting frauds and other irregularities; the selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and the design, implementation and maintenance of adequate internal financial controls, that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error, which have been used for the purpose of preparation of the consolidated Ind AS financial statements by the Directors of the Holding Company, as aforesaid.

### Auditors' Responsibility

Our responsibility is to express an opinion on these consolidated Ind AS financial statements based on our audit. While conducting the audit, we have taken into account the provisions of the Act, 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. We conducted our audit in accordance with the Standards on Auditing, issued by the Institute of Chartered Accountants of India, as 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 disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal financial controls relevant to the Holding Company's preparation of the consolidated Ind AS financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by the Holding Company's Board of Directors, as well as evaluating the overall presentation of the consolidated financial statements. We believe that the audit evidence obtained by us is sufficient and appropriate to provide a basis for our audit opinion on the consolidated Ind AS financial statements.

### Opinion

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

### Other Matter

The consolidated Ind AS financial statements of the Company for the year ended March 31, 2017, included in these consolidated Ind AS financial statements, have been audited by the predecessor auditor who expressed an unmodified opinion on those statements on May 5th, 2017.

Our opinion above on the consolidated Ind AS financial statements and our report on Other Legal and Regulatory Requirements below, is not modified in respect of the above matters.

# INDEPENDENT AUDITORS' REPORT

## TO THE MEMBERS OF BLUE DART EXPRESS LIMITED

### Report on Other Legal and Regulatory Requirements

As required by section 143 (3) of the Act, we report, to the extent applicable, that:

- (a) We have sought and obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit of the aforesaid consolidated Ind AS financial statements;
- (b) In our opinion proper books of account as required by law relating to preparation of the aforesaid consolidation of the financial statements have been kept so far as it appears from our examination of those books and records of the Holding company and its subsidiaries;
- (c) The consolidated Balance Sheet, consolidated Statement of Profit and Loss including the Statement of Other Comprehensive Income, the consolidated Cash Flow Statement and consolidated Statement of Changes in Equity dealt with by this Report are in agreement with the books of account maintained for the purpose of preparation of the consolidated Ind AS financial statements;
- (d) In our opinion, the aforesaid consolidated Ind AS financial statements comply with the Accounting Standards specified under section 133 of the Act, read with Companies (Indian Accounting Standard) Rules, 2015, as amended;
- (e) On the basis of the written representations received from the directors of the Holding Company and the directors of the subsidiaries as on March 31, 2018 taken on record by the Board of Directors of the respective companies, none of the directors of the Group's companies is disqualified as on March 31, 2018 from being appointed as a director in terms of Section 164 (2) of the Act;
- (f) With respect to the adequacy and the operating effectiveness of the internal financial controls over financial reporting of the Holding Company and its subsidiaries, refer to our separate report in "Annexure 1" to this report; and
- (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 consolidated Ind AS financial statements disclose the impact of pending litigations on its consolidated financial position of the Group – Refer Note 42 to the consolidated Ind AS financial statements;
  - ii. The Group did not have any material foreseeable losses in long-term contracts including derivative contracts during the year ended March 31, 2018; and
  - iii. There were no amounts which were required to be transferred to the Investor Education and Protection Fund by the Holding Company and its subsidiaries during the year ended March 31, 2018.

Place: Mumbai  
Date: May 8, 2018

For S.R. Batliboi & Associates LLP  
ICAI Firm Registration Number: 101049W/E300004  
Chartered Accountants

per Kalpesh Jain  
Partner  
Membership Number: 106406

# ANNEXURE 1 TO INDEPENDENT AUDITORS' REPORT

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

In conjunction with our audit of the consolidated financial statements of Blue Dart Express Limited as of and for the year ended March 31, 2018, we have audited the internal financial controls over financial reporting of Blue Dart Express Limited (hereinafter referred to as the "Holding Company") and its subsidiary companies, as of that date.

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

The respective Board of Directors of the Holding Company and its subsidiary companies are responsible for establishing and maintaining internal financial controls based on the internal control over financial reporting criteria established by the Holding 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 the respective company's policies, the safeguarding of its assets, the prevention and detection of frauds and errors, the accuracy and completeness of the accounting records and the timely preparation of reliable financial information, as required under the Act.

### **Auditor's Responsibility**

Our responsibility is to express an opinion on the company's internal financial controls over financial reporting based on our audit. We conducted our audit in accordance with the Guidance Note on Audit of Internal Financial Controls Over Financial Reporting (the "Guidance Note") and the Standards on Auditing, both, issued by Institute of Chartered Accountants of India, and deemed to be prescribed under section 143(10) of the Act, 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 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, the Holding Company and its subsidiaries have maintained 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, 2018, based on the internal control over financial reporting criteria established by the Holding 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.R. Batliboi & Associates LLP  
ICAI Firm Registration Number: 101049W/E300004  
Chartered Accountants

per Kalpesh Jain  
Partner  
Membership Number: 106406

Place: Mumbai  
Date: May 8, 2018

# BLUE DART EXPRESS LIMITED

## CONSOLIDATED BALANCE SHEET AS AT MARCH 31, 2018

	Note	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
<b>ASSETS</b>			
<b>NON-CURRENT ASSETS</b>			
Property, plant and equipment	4	46,484	40,980
Capital Work-in-progress	4	5,932	3,634
Intangible Assets	4 (a)	5,346	6,074
Intangible Assets under development	4 (a)	3,990	3,054
		61,752	53,742
Financial Assets			
Other Financial Assets	5	5,580	5,623
Deferred Tax Assets (Net)	6	3,865	3,302
Non-Current Tax Assets (Net)	7	3,051	2,413
Other Non-Current Assets	8	2,026	1,044
		14,522	12,382
<b>CURRENT ASSETS</b>			
Inventories	9	2,133	2,465
Financial Assets			
Trade Receivables	10	42,225	36,069
Cash and Cash Equivalents	11	22,612	25,572
Bank balances other than above	12	255	111
Loans	13	100	106
Other Financial Assets	14	2,657	5,437
Other Current Assets	15	3,999	3,979
		73,981	73,739
		<b>150,255</b>	<b>139,863</b>
<b>TOTAL</b>			
<b>EQUITY AND LIABILITIES</b>			
<b>EQUITY</b>			
Equity Share Capital	16	2,376	2,376
Other Equity	17	50,805	40,572
Equity attributable to owners of Blue Dart Express Limited		53,181	42,948
<b>LIABILITIES</b>			
<b>NON-CURRENT LIABILITIES</b>			
Financial Liabilities			
Borrowings	18	30,868	30,985
Other Financial Liabilities	19	798	948
Employee Benefit Obligations	20	832	2,889
Provisions	21	436	282
Deferred Tax Liabilities (Net)	22	-	149
		32,934	35,253
<b>CURRENT LIABILITIES</b>			
Financial Liabilities			
Borrowings	23	9,743	17,318
Trade Payables	24	36,835	27,213
Other Financial Liabilities	25	7,972	8,903
Other Current Liabilities	26	2,092	1,517
Employee Benefit Obligations	27	7,498	6,711
		64,140	61,662
		<b>150,255</b>	<b>139,863</b>

The above Consolidated Balance Sheet should be read in conjunction with the accompanying notes.

As per our report of even date

For and on behalf of the Board of Directors

**For S.R. Batliboi & Associates LLP**  
ICAI Firm Registration No.101049W/E300004  
Chartered Accountants

**Sharad Upasani**  
Chairman  
DIN:01739334

**Anil Khanna**  
Managing Director  
DIN:01334483

**Malcolm Monteiro**  
Director  
DIN:00089757

**Narendra Sarda**  
Director  
DIN:03480129

**per Kalpesh Jain**  
Partner  
Membership No. 106406

**Air Marshal M. McMahon (Retd.)**  
Director  
DIN:00234293

**Tulsi Nowlakha Mirchandaney**  
Additional Director  
DIN:01842520

**Yogesh Dhingra**  
Group Chief Financial  
Officer & Chief Strategy  
Officer

**Aneel Gambhir**  
Chief Financial Officer

Place: Mumbai  
Date: May 8, 2018

Place: Mumbai  
Date: May 8, 2018

**Tushar Gunderia**  
Company Secretary

**BLUE DART EXPRESS LIMITED**  
**CONSOLIDATED STATEMENT OF PROFIT AND LOSS FOR THE YEAR ENDED MARCH 31, 2018**

	Note	Year ended March 31, 2018 in ₹ Lakhs	Year ended March 31, 2017 in ₹ Lakhs
<b>INCOME</b>			
Revenue from Operations	28	279,924	268,950
Other Income	29	2,067	2,616
<b>Total Income</b>		<b>281,991</b>	<b>271,566</b>
<b>EXPENSES</b>			
Freight, Handling and Servicing Costs (Net)	30	147,885	140,409
Employee Benefits Expense	31	58,450	55,485
Finance Costs	32	4,050	4,501
Depreciation and Amortisation Expense	33	11,445	10,375
Other Expenses	34	38,461	38,883
<b>Total Expenses</b>		<b>260,291</b>	<b>249,653</b>
<b>PROFIT BEFORE TAX</b>	38	<b>21,700</b>	<b>21,913</b>
Income Tax Expense			
Current Tax		8,316	8,450
Adjustment of tax relating to earlier years		(351)	-
Deferred Tax Credit		(736)	(521)
Total Tax Expense		7,229	7,929
<b>PROFIT FOR THE YEAR ATTRIBUTABLE TO OWNERS OF BLUE DART EXPRESS LIMITED</b>		<b>14,471</b>	<b>13,984</b>
<b>OTHER COMPREHENSIVE INCOME</b>			
Items that will not be reclassified to Statement of Profit and Loss in subsequent period			
Actuarial loss/(gain) arising from remeasurements of post employment benefit obligation		(70)	435
Income tax relating to this item		24	(150)
<b>TOTAL COMPREHENSIVE INCOME FOR THE YEAR ATTRIBUTABLE TO OWNERS OF BLUE DART EXPRESS LIMITED</b>		<b>14,517</b>	<b>13,699</b>
<b>Earnings Per Equity Share</b> [Nominal value of share ₹ 10 each]			
Basic and Diluted (in ₹)	35	60.99	58.94

The above Consolidated Statement of Profit and Loss should be read in conjunction with the accompanying notes.

As per our report of even date

**For S.R. Batliboi & Associates LLP**  
ICAI Firm Registration No.101049W/E300004  
Chartered Accountants

**per Kalpesh Jain**  
Partner  
Membership No. 106406

Place: Mumbai  
Date: May 8, 2018

For and on behalf of the Board of Directors

**Sharad Upasani**  
Chairman  
DIN:01739334

**Air Marshal M. McMahon (Retd.)**  
Director  
DIN:00234293

Place: Mumbai  
Date: May 8, 2018

**Anil Khanna**  
Managing Director  
DIN:01334483

**Tulsi Nowlakhia Mirchandaney**  
Additional Director  
DIN:01842520

**Malcolm Monteiro**  
Director  
DIN:00089757

**Yogesh Dhingra**  
Group Chief Financial  
Officer & Chief Strategy  
Officer

**Narendra Sarda**  
Director  
DIN:03480129

**Aneel Gambhir**  
Chief Financial Officer

**Tushar Gunderia**  
Company Secretary

**BLUE DART EXPRESS LIMITED**  
**CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE YEAR ENDED MARCH 31, 2018**

	Note	Year ended March 31, 2018 in ₹ Lakhs	Year ended March 31, 2017 in ₹ Lakhs
<b>A. Cash flows from Operating activities:</b>			
Profit before Taxation		21,700	21,913
<b>Adjustments for:</b>			
Depreciation and Amortisation Expense	33	11,445	10,375
Finance Costs	32	4,050	4,501
Interest income	29	(477)	(621)
Dividend from mutual funds	29	(354)	(418)
Rotables/Components & overhaul written off	30	223	218
Loss on sale/scraping of Property, Plant and Equipments (Net)	34	66	26
Provision for slow moving inventory	30	92	165
Gain on acquisition of Non-Controlling interest in Blue Dart Aviation Limited	29	-	(401)
Unwinding interest on Lease Deposit	29	(482)	(385)
Net Gain on Foreign currency Transactions and Translation	29	(8)	(16)
Unrealised loss/(gain) on Foreign currency Transactions and Translation		125	-
Bad debts written off	34	(44)	156
<b>Operating profit before changes in operating assets and liabilities</b>		<b>36,336</b>	<b>35,513</b>
<b>Adjustments for changes in operating assets and liabilities:</b>			
Decrease/ (Increase) in Inventories		240	(446)
(Increase) in Trade Receivables		(6,105)	(7,135)
Decrease/ (Increase) in Other non-current Financial Assets		446	(500)
(Increase) in Other non-current Assets		(993)	(92)
Decrease/ (Increase) in Other current Financial Assets		2,886	(1,424)
(Increase) in Other current Assets		(19)	(129)
Increase/ (Decrease) in current loans		6	(25)
Increase in Trade Payables		9,497	2,624
(Decrease)/ Increase in Other Current Financial Liabilities		(1,399)	1,408
Increase in Other Current Liabilities		575	270
(Decrease) in Other Non-Current Financial Liabilities		(150)	(150)
Increase in Current Employee Benefits Obligations		857	713
Increase in Other Non current Provisions		154	101
(Decrease)/ Increase in Non-Current Employee benefits obligations		(2,058)	360
<b>Cash generated from Operations</b>		<b>40,273</b>	<b>31,088</b>
Taxes paid (net of refunds)	7	(8,603)	(8,586)
<b>Net cash from Operating activities</b>		<b>31,670</b>	<b>22,502</b>
<b>B. Cash flows from Investing activities:</b>			
Payments for Property, Plant and Equipments & Other Intangible Assets	4 and 4(a)	(16,716)	(12,382)
Changes in capital work in progress & Intangible assets under development	4 and 4(a)	(3,235)	(4,541)
Proceeds from sale of Property, Plant and Equipments		216	117
Interest received/settled		372	682
Dividend from mutual funds	29	354	418
Investments in mutual funds		(397,200)	(384,006)
Redemptions from mutual funds		397,200	384,006
Acquisition of Non-Controlling interest in Blue Dart Aviation Limited		-	(7,061)
Investment in Bank fixed deposits (Maturity period more than 12 months)	5 and 12	29	(13)
<b>Net cash (used in) Investing activities</b>		<b>(18,980)</b>	<b>(22,780)</b>

**BLUE DART EXPRESS LIMITED**  
**CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE YEAR ENDED MARCH 31, 2018**

		Year ended March 31, 2018 in ₹ Lakhs	Year ended March 31, 2017 in ₹ Lakhs
<b>C. Cash flows used in Financing activities:</b>			
Redemption of Series I Debenture	18 and 23	(16,610)	-
Proceeds from Fresh borrowings from Institutions	18 and 23	16,000	15,000
Repayment of Bank Loan	18 and 23	(6,250)	(6,000)
Interest paid	32	(4,050)	(3,715)
Dividend paid	17	(3,559)	(7,118)
Dividend distribution tax paid	17	(725)	(1,449)
<b>Net cash (used in) Financing activities</b>		<b>(15,194)</b>	<b>(3,282)</b>
<b>Net (decrease)/increase in Cash and Cash Equivalents</b>		<b>(2,504)</b>	<b>(3,560)</b>
<b>Cash and cash equivalents at the beginning of the year</b>		<b>24,864</b>	<b>28,424</b>
<b>Cash and cash equivalents at the end of the year</b>		<b>22,360</b>	<b>24,864</b>
Note : There are no changes in liabilities arising from financing activities, due to non-cash changes.			
<b>Cash and Cash Equivalents:</b>			
Cheques and Drafts on hand	11	965	932
Balances with banks:			
In current accounts	11	13,151	8,230
Deposits with maturity period less than 3 months	11	8,000	16,000
Bank Overdraft	23	(252)	(708)
Cash on hand	11	496	410
		<b>22,360</b>	<b>24,864</b>

The above Consolidated Statement of Cash flows should be read in conjunction with the accompanying notes.

As per our report of even date

**For S.R. Batliboi & Associates LLP**  
ICAI Firm Registration No.101049W/E300004  
Chartered Accountants

**per Kalpesh Jain**  
Partner  
Membership No. 106406

Place: Mumbai  
Date: May 8, 2018

For and on behalf of the Board of Directors

**Sharad Upasani**  
Chairman  
DIN:01739334

**Air Marshal M. McMahon (Retd.)**  
Director  
DIN:00234293

Place: Mumbai  
Date: May 8, 2018

**Anil Khanna**  
Managing Director  
DIN:01334483

**Tulsi Nowlakra Mirchandaney**  
Additional Director  
DIN:01842520

**Malcolm Monteiro**  
Director  
DIN:00089757

**Yogesh Dhingra**  
Group Chief Financial  
Officer & Chief Strategy  
Officer

**Narendra Sarda**  
Director  
DIN:03480129

**Aneel Gambhir**  
Chief Financial Officer

**Tushar Gunderia**  
Company Secretary

**BLUE DART EXPRESS LIMITED**  
**CONSOLIDATED STATEMENT OF CHANGES IN EQUITY (SOCIE) FOR THE YEAR ENDED MARCH 31, 2018**

**A. Equity Share Capital (Refer note 17) in ₹ Lakhs**

<b>Balance as at March 31, 2016</b>	<b>2,376</b>
Changes in equity share capital	-
<b>Balance as at March 31, 2017</b>	<b>2,376</b>
Changes in equity share capital	-
<b>Balance as at March 31, 2018</b>	<b>2,376</b>

**B. Other Equity in ₹ Lakhs**

	Reserves & Surplus				Total
	Securities Premium Reserve	General Reserve	Debenture Redemption Reserve	Retained Earnings	
<b>Balance as at March 31, 2017</b>	<b>3,475</b>	<b>6,273</b>	<b>5,638</b>	<b>25,186</b>	<b>40,572</b>
Profit for the year	-	-	-	14,471	14,471
Other comprehensive income	-	-	-	46	46
<b>Total comprehensive income for the year</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>14,517</b>	<b>14,517</b>
Transfer (to)/from other reserves	-	-	(2,395)	2,395	-
<b>Transactions with owners in their capacity as owners:</b>					
Dividend paid during the year ended March 31, 2018 of ₹ 15 (March 31, 2017-₹ 30) per fully paid share				(3,559)	(3,559)
Dividend distribution tax (DDT)				(725)	(725)
<b>Balance as at March 31, 2018</b>	<b>3,475</b>	<b>6,273</b>	<b>3,243</b>	<b>37,814</b>	<b>50,805</b>

in ₹ Lakhs

	Reserves & Surplus				Total
	Securities Premium Reserve	General Reserve	Debenture Redemption Reserve	Retained Earnings	
<b>Balance as at March 31, 2016</b>	<b>3,475</b>	<b>6,273</b>	<b>3,305</b>	<b>22,761</b>	<b>35,814</b>
Profit for the year	-	-	-	13,984	13,984
Other comprehensive income	-	-	-	(285)	(285)
<b>Total comprehensive income for the year</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>13,699</b>	<b>13,699</b>
Transfer (to)/from other reserves	-	-	2,333	(2,333)	-
Deferred Tax adjustments on settlement of Put/Call liability	-	-	-	(373)	(373)
<b>Transactions with owners in their capacity as owners:</b>					
Dividend paid during the year ended March 31, 2017 of ₹ 30 (March 31, 2016 - ₹ 20) per fully paid share				(7,118)	(7,118)
Dividend distribution tax (DDT)				(1,450)	(1,450)
<b>Balance as at March 31, 2017</b>	<b>3,475</b>	<b>6,273</b>	<b>5,638</b>	<b>25,186</b>	<b>40,572</b>

The above Consolidated Statement of Changes in Equity should be read in conjunction with the accompanying notes.

As per our report of even date

For and on behalf of the Board of Directors

**For S.R. Batliboi & Associates LLP**  
ICAI Firm Registration No.101049W/E300004  
Chartered Accountants

**Sharad Upasani**  
Chairman  
DIN:01739334

**Anil Khanna**  
Managing Director  
DIN:01334483

**Malcolm Monteiro**  
Director  
DIN:00089757

**Narendra Sarda**  
Director  
DIN:03480129

**per Kalpesh Jain**  
Partner  
Membership No. 106406

**Air Marshal M. McMahon (Retd.)**  
Director  
DIN:00234293

**Tulsi Nowlakhia Mirchandaney**  
Additional Director  
DIN:01842520

**Yogesh Dhingra**  
Group Chief Financial  
Officer & Chief Strategy  
Officer

**Aneel Gambhir**  
Chief Financial Officer

Place: Mumbai  
Date: May 8, 2018

Place: Mumbai  
Date: May 8, 2018

**Tushar Gunderia**  
Company Secretary

# SCHEDULES

## Notes forming part of the Consolidated Financial Statements as at and for the year ended March 31, 2018

### 1. General Information

Blue Dart Express Limited ('the Company') is engaged in the business of integrated air and ground transportation and distribution of time sensitive packages to various destinations, primarily within India. The Company is a public limited company incorporated in India having its registered office situated at Blue Dart Centre, Sahar Airport Road, Andheri (East), Mumbai, Maharashtra. The Company has its equity shares and non convertible debentures listed on the Bombay Stock Exchange (BSE) and the National Stock Exchange (NSE). These consolidated financial statements comprise the Company and its subsidiaries (referred to collectively as 'the Group').

The Company has following subsidiaries:

Name of the Subsidiary	Ownership Interest
Blue Dart Aviation Limited	100%
Concorde Air Logistics Limited	100%

Blue Dart Aviation Limited (BDAL) was incorporated on May 31, 1994. BDAL is authorised by the Director General of Civil Aviation to commercially operate aircrafts for transporting cargo and to provide aircraft maintenance services. "Express Air Charter Services" income is generated from the charter flight services rendered exclusively to Blue Dart Express Limited.

The Concorde Air Logistics Limited is an International Air Cargo Agent with International Air Transport Association ('IATA') and engaged inter alia in the business of clearing and forwarding of time sensitive air cargo packages.

The Consolidated financial statements were authorised for issue in accordance with a resolution of the directors on May 8th 2018.

### 2. Basis of preparation of financial statements

These consolidated financial statements have been prepared in accordance with Indian Accounting Standards (Ind AS) notified under the Companies (Indian Accounting Standards) Rules, 2015 under the provisions of the Companies Act, 2013 (the 'Act') and subsequent amendments thereof. The financial statements have been prepared under the historical cost basis except for certain financial assets and liabilities measured at fair value (Refer note 3(n)) Defined benefit plans - plan assets measured at fair value (Refer note 31).

The financial statements are presented in Indian Rupees ('INR') in lakhs, which is also the Company's functional currency. The financial statements are prepared on a going concern basis.

#### Current versus non-current classification

The Group presents assets and liabilities in the balance sheet based on current/ non-current classification. An asset is treated as current when it is:

- Expected to be realised or intended to be sold or consumed in normal operating cycle

- Held primarily for the purpose of trading
- Expected to be realised within twelve months after the reporting period, or
- Cash or cash equivalent unless restricted from being exchanged or used to settle a liability for at least twelve months after the reporting period

All other assets are classified as non-current.

A liability is current when:

- It is expected to be settled in normal operating cycle
- It is held primarily for the purpose of trading
- It is due to be settled within twelve months after the reporting period, or
- There is no unconditional right to defer the settlement of the liability for at least twelve months after the reporting period

The Group classifies all other liabilities as non-current.

Deferred tax assets and liabilities are classified as non-current assets and liabilities.

The operating cycle is the time between the acquisition of assets for processing and their realisation in cash and cash equivalents. The Group has identified twelve months as its operating cycle.

#### Use of estimates and judgements

The preparation of the financial statements in conformity with Ind AS requires management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates. Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimates are revised and in any future periods affected.

The areas involving critical estimates and judgements are:

- Estimation of useful life of property, plant and equipment and intangibles (Refer note 3(a))
- Estimation of defined benefit obligation (Refer note 31)
- Estimation of current tax expense and payable (Refer note 7)
- Estimation of contingent liabilities (Refer note 42)
- Estimation of deferred costs (Refer note 15)
- Assets retirement obligations

#### Principles of consolidation

- Subsidiaries

Subsidiaries are all entities over which the Group has control. The Group controls an entity when the Group is exposed to, or has rights to, variable return from its involvement with the entity

## SCHEDULES

### Notes forming part of the Consolidated Financial Statements as at and for the year ended March 31, 2018

and has the ability to affect those returns through its power to direct the relevant activities of the entity. Subsidiaries are fully consolidated from the date on which control is transferred to the Group.

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

Non-controlling interests in the results and equity of the subsidiaries are shown separately in the consolidated statement of profit and loss, consolidated statement of changes in equity and balance sheet respectively.

### 3. Significant accounting policies

The accounting policies set out below have been applied consistently to all periods presented in these financial statements unless otherwise indicated.

#### a. Property, plant and equipment

Free hold land is carried at historical cost net of accumulated impairment losses, if any. All other items of Property, Plant and Equipment are at historical cost less depreciation. Historical cost includes expenditure that is directly attributable to the acquisition of the items.

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

Capital work-in-progress represents fixed assets that are not yet ready for their intended use as at the balance sheet date.

An item of property, plant and equipment and any significant part initially recognised is derecognised upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss arising on derecognition of the asset (calculated as the difference between the net disposal proceeds and the carrying amount of the asset) is included in the income statement when the asset is derecognised.

#### Intangible Assets:

Intangible assets are stated at acquisition cost net of accumulated amortisation and accumulated impairment

losses, if any. The Group capitalises identifiable costs relating to development of internally generated software and these are stated net off accumulated amortization.

Intangible assets under development comprise costs relating to development of software that are not yet ready for their intended use as at the balance sheet date.

#### Depreciation

Depreciation is calculated on a straight-line basis over the estimated useful lives of the assets as follows:

Asset	Useful Life
Leasehold improvements	Over the period of lease
Office Equipments	5 to 10 years
Electrical Equipment	6 to 10 years
Computers	3 to 6 years
Furniture Fixtures	10 years
Vehicles	8 years
Material Handling Equipment	10 to 15 years
Machinery and equipment	2 to 6 years
Aircraft Componets & Overhaul	Over the engine life cycle
Aircraft Rotable Parts	10 years

The Group, based on technical assessment made by technical expert and management estimate, depreciates computers over estimated useful lives of 3 to 6 years which are different from the useful life prescribed in Schedule II to the Act. The management believes that these estimated useful lives are realistic and reflect fair approximation of the period over which the assets are likely to be used.

Depreciation for assets purchased/sold during a year is proportionately charged.

Aircraft components and overhaul includes the cost of engines overhaul, components and modifications of airframes and contractually liable to be incurred by the Group. Such costs are depreciated / amortised on the basis of hours flown or the life cycle of the overhaul programme, as applicable.

#### Amortisation

Following initial recognition of the development expenditure as an asset, the asset is carried at cost less any accumulated amortisation and accumulated impairment losses, if any. Amortisation of the asset begins when development is complete and the asset is available for use. It is amortised over the period of expected future benefit. Amortisation expense is recognised in the profit and loss unless such expenditure forms part of carrying value of another asset.

Computer softwares, are amortised under straight line method

## SCHEDULES

### Notes forming part of the Consolidated Financial Statements as at and for the year ended March 31, 2018

over the estimated useful life of 6 to 10 years. Internally generated software is amortised using the straight-line method over a period of 10 years, based upon its estimated useful economic life. Type Certification are amortised under straight line method over the estimated useful life of 5 years.

#### b. Impairment of Assets

The Group assesses at each reporting date whether there is any indication that an asset (tangible or intangible) may be impaired. If any indication exists, the Group estimates the asset's recoverable amount. An asset's recoverable amount is the higher of an asset's or cash generating unit's (CGU) net selling price and its value in use. Where the carrying amount of an asset or CGU exceeds its recoverable amount, the asset is considered to be impaired and is written down to its recoverable amount. Impairment losses are recognised in the Statement of Profit and Loss. Assessment is also done at each Balance Sheet date as to whether there is any indication that an impairment loss recognised for an asset in prior accounting periods may no longer exist or may have decreased and such reversal is recorded in the Statement of Profit and Loss.

#### c. Inventories

Inventories are stated at lower of cost and net realisable value.

Inventories of packing and stationery consumables are valued at cost (arrived at using First-in First-out basis).

Inventory of consumables and loose tools are valued at lower of cost and net realisable value. The cost is calculated at purchase price and expenditure directly attributable to the acquisition of such inventories for bringing them to their present location using the specific identification method.

#### d. Revenue Recognition

##### Service Charges:

Service charges for transportation of shipments are recognised as income when shipments are delivered and represent amounts invoiced, net of Service Tax, Goods and Services Tax and all discounts.

##### Business Support Service Income (net of service tax, goods and services tax):

Income from Infrastructure sharing services is recognised, as and when such services are rendered, on the basis of an agreed mark-up on costs incurred, in accordance with the arrangements entered into or at the contracted rates.

##### Other Income:

Interest Income (including Unwinding interest on Payload Deposit and Lease Deposit):

Interest income is recognised using the effective interest rate method. EIR is the rate that exactly discounts the estimated future cash payments or receipts over the expected life of the

financial instrument or a shorter period, where appropriate, to the gross carrying amount of the financial asset or to the amortised cost of a financial liability. When calculating the effective interest rate, the Company estimates the expected cash flows by considering all the contractual terms of the financial instrument (for example, prepayment, extension, call and similar options) but does not consider the expected credit losses. Interest income is included in other income in the statement of profit and loss.

Dividend Income:

Dividend income is recognised when the right to receive the dividend is established.

Commission Income:

Commission is accrued when cargo is delivered to the custody of the airline and the master airway bill is issued.

#### e. Foreign Currency Transactions

##### i. Functional and Presentation currency :

Items included in the financial statements of the Group are measured using the currency of the primary economic environment in which the entity operates ('the functional currency'). The financial statements are presented in Indian Rupee (INR), which is the Group's functional and presentation currency.

##### ii. Transactions and balances

Foreign currency transactions are translated into functional currency using the exchange rates at the date of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation of monetary assets and liabilities denominated in foreign currencies at year end exchange rates are recognised in the Statement of Profit and Loss.

Foreign exchange differences regarded as an adjustment to borrowing costs are presented in the Statement of Profit and Loss, within finance cost. All other foreign exchange gains and losses are presented in the statement of Profit and Loss on a net basis within other gains/(losses).

Non-monetary items that are measured at fair value in a foreign currency are translated using the exchange rates at the date when the fair value was determined. Translation differences on assets and liabilities carried at fair value are reported as part of the fair value gain or loss.

#### f. Employee Benefits

##### i. Short-term obligations

Liabilities for wages and salaries, including non-monetary benefits that are expected to be settled wholly within 12 months after the end of the period in which the employees render the related service are recognised in respect of

## SCHEDULES

### Notes forming part of the Consolidated Financial Statements as at and for the year ended March 31, 2018

employees' services up to the end of the reporting period and are measured at the amounts expected to be paid when the liabilities are settled. The liabilities are presented as current employee benefit obligations in the balance sheet.

#### **Compensated absences:**

Accumulated compensated absences, which are expected to be availed or encashed within 12 months from the end of the Balance Sheet date are treated as short term employee benefits. The liability in respect of compensated absences of short term nature is not actuarially valued and is provided on an estimated basis.

#### **ii. Other long-term employee benefit obligations**

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

Accumulated compensated absences, which are expected to be availed or encashed beyond 12 months from the end of Balance Sheet date are treated as other long term employee benefits for measurement purposes. The Group's liability is actuarially determined (using the Projected Unit Credit Method) at the end of each year. Actuarial losses/ gains are recognised in the Statement of Profit and Loss in the year in which they arise.

The Group presents the leave as a short term employee benefit obligation in the balance sheet to the extent it does not have an unconditional right to defer its settlement for 12 months after the reporting date.

#### **iii. Post-employment obligations**

The Group operates the following post-employment schemes:

- (a) Defined benefit plans such as gratuity
- (b) Defined contribution plans such as provident fund, super annuation fund, employee's state insurance funds and employee's pension scheme.

#### **Defined Benefit Plans:**

##### **Gratuity:**

The Group provides for gratuity, a defined benefit plan

(the 'Gratuity Plan') covering eligible employees in accordance with the Payment of Gratuity Act, 1972. The Gratuity Plan provides a lump sum payment to vested employees at retirement, death, incapacitation or termination of employment, of an amount based on the respective employee's salary and the tenure of employment. The Group's liability is actuarially determined (using the Projected Unit Credit method) at the end of each year. Re-measurement of the net defined benefit liability, which comprise actuarial gains and losses, the return on plan assets (excluding interest) and the effect of the asset ceiling (if any, excluding interest), are recognised immediately in other comprehensive income (OCI).

Net interest is calculated by applying the discount rate to the net defined benefit liability or asset. The Group recognises the following changes in the net defined benefit obligation as an expense in the statement of profit and loss: Service costs comprising current service costs, past-service costs, gains and losses on curtailments, non-routine settlements; and Net interest expense or income.

#### **Defined Contribution Plans:**

Contribution towards Provident Fund for all employees are made to the regulatory authorities, where the Group has no further obligations. Such benefits are classified as Defined Contribution Schemes as the Group does not carry any further obligations, apart from the contributions made on a monthly basis.

Superannuation is classified as a defined contribution scheme of the Group. Contribution due towards Superannuation Fund for eligible employees is made to an insurance company, and the Group has no further obligation beyond making this payment.

The Group also contributes to State plans, namely Employee's State Insurance Fund and Employee's Pension Scheme 1995, and has no further obligation beyond making its contribution.

Group's contributions to the above funds are charged to the Statement of Profit and Loss for the year for which the contributions are due for payment.

#### **iv. Bonus plans**

The Group recognises a liability and an expense for bonuses. The Group recognises a provision where contractually obliged or where there is a past practice that has created a constructive obligation.

## SCHEDULES

### Notes forming part of the Consolidated Financial Statements as at and for the year ended March 31, 2018

#### g. Leases

The determination of whether an arrangement is (or contains) a lease is based on the substance of the arrangement at the inception of the lease.

Leases in which a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Operating lease rental payments are recognized as an expense in the Statement of Profit and Loss on a straight-line basis over the period of the lease unless the payments are structured to increase in line with expected general inflation to compensate for the lessor's expected inflationary cost increases.

#### h. Income Taxes

Income tax expense comprises current and deferred tax. It is recognised in Statement of Profit and Loss except to the extent that it relates items recognised directly in equity or in OCI.

##### Current tax

Tax expense for the year, comprising current tax and deferred tax, are included in the determination of the net profit or loss for the year. Current tax is measured at the amount expected to be paid to the tax authorities in accordance with the taxation laws prevailing in the respective jurisdictions.

Current tax assets and current tax liabilities are offset only if there is a legally enforceable right to set off the recognised amounts, and it is intended to realise the asset and set off the liability on a net basis or simultaneously.

##### Deferred tax

Deferred tax is recognised in respect of temporary differences between the carrying amounts of assets or liabilities for financial reporting purposes and the amounts used for taxation purposes.

Deferred tax assets are recognised for unused tax losses, unused tax credits and deductible temporary differences to the extent that it is probable that future taxable profits will be available against which they can be used. Deferred tax assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related tax benefit will be realised; such reductions are subsequently reversed when it becomes probable that such assets will be realised.

Unrecognised deferred tax assets are reassessed at each reporting date and recognised to the extent that it has become probable that future taxable profits will be available against which they can be used.

Deferred tax liabilities are recognised for all taxable temporary differences.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply in the year when the asset is

realised or the liability is settled, based on tax rates (and tax laws) that have been enacted or substantively enacted at the reporting date.

Deferred tax relating to items recognised outside profit or loss is recognised outside profit or loss (either in other comprehensive income or in equity). Deferred tax items are recognised in correlation to the underlying transaction either in OCI or directly in equity.

The measurement of deferred tax reflects the tax consequences that would follow from the manner in which the Group expects, at the reporting date, to recover or settle the carrying amount of its assets and liabilities. Deferred tax assets and liabilities are offset only if:

- the entity has a legally enforceable right to set off current tax assets against current tax liabilities; and
- the deferred tax assets and the deferred tax liabilities relate to income taxes levied by the same taxation authority on the same taxable entity.

#### i. Trade and other payables

These amounts represent liabilities for services provided to the Group prior to the end of financial year which are unpaid. The amounts are unsecured and are usually paid as per contractual terms. Trade and other payables are presented as current financial liabilities unless payment is not due within 12 months after the reporting period. They are recognised initially at their fair value and subsequently measured at amortised cost using the effective interest method.

#### j. Provisions

Provisions are recognised when the Group has a present legal or constructive obligation as a result of a past events, it is probable that an outflow of resources will be required to settle the obligation and the amount can be reliably estimated.

Provisions are measured at present value of management's best estimate of the expenditure required to settle the present obligation at the end of the reporting period. The discount rate used to determine the present value pre-tax rate that reflect current market assessment of the time value of money and the risk specific to the liability.

#### k. Contingent Liabilities

Contingent liabilities are disclosed when there is a possible obligation arising from past events, the existence of which will be confirmed only by the occurrence or non occurrence of one or more uncertain future events not wholly within the control of the Group or a present obligation that arises from past events where it is either not probable that an outflow of resources will be required to settle or a reliable estimate of the amount cannot be made.

# SCHEDULES

## Notes forming part of the Consolidated Financial Statements as at and for the year ended March 31, 2018

### I. Cash and Cash Equivalents

In the cash flow statement, cash and cash equivalents include cash in hand, cheques in hand, demand deposits with banks and other short-term highly liquid investments with original maturities upto three months adjusted for bank overdrafts, if any. Bank overdrafts are shown within borrowings in current liabilities in the balance sheet.

### m. Trade receivables

Trade receivables are recognised initially at fair value, less provision for impairment.

### n. Financial Instruments

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

#### A. Financial assets

##### i. Classification

The Group classifies financial assets as subsequently measured at amortised cost, fair value through other comprehensive income or fair value through profit or loss on the basis of its business model for managing the financial assets and the contractual cash flow characteristics of the financial asset.

##### ii. Initial recognition and Measurement

All financial assets are recognised initially at fair value including, in the case of financial assets not recorded at fair value through profit or loss, transaction costs that are attributable to the acquisition of the financial asset. Purchases or sales of financial assets that require delivery of assets within a time frame established by regulation or convention in the market place (regular way trades) are recognised on the trade date, i.e., the date that the Group commits to purchase or sell the asset.

##### iii. Debt instruments at amortised cost

A 'debt instrument' is measured at the amortised cost if both the following conditions are met:

- a) The asset is held within a business model whose objective is to hold assets for collecting contractual cash flows, and
- b) Contractual terms of the asset give rise to cash flows on specified dates that are solely payments of principal and interest (SPPI) on the principal amount outstanding.

After initial measurement, such financial assets are subsequently measured at amortised cost using the effective interest rate (EIR) method. Amortised cost is calculated by taking into account any discount or premium

and fees or costs that are an integral part of the EIR. The EIR amortisation is included in finance income in the Statement of Profit and Loss. The losses arising from impairment are recognised in the Statement of Profit and Loss.

Debt instruments included within the fair value through profit and loss (FVTPL) category are measured at fair value with all changes recognized in the Statement of Profit and Loss.

### iv. Derecognition

A financial asset is derecognised only when:

- (i) The Group has transferred the rights to receive cash flows from the financial asset or
- (ii) Retains the contractual rights to receive the cash flows of the financial asset, but assumes a contractual obligation to pay the cash flows to one or more recipients.

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

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

### v. Impairment of financial assets

In accordance with Ind-AS 109, the Group applies expected credit loss (ECL) model for measurement and recognition of impairment loss on the following financial assets and credit risk exposure:

- a) Financial assets that are debt instruments and are measured at amortised cost e.g., loans, debt securities, deposits and bank balance
- b) Trade receivables

The Group follows 'simplified approach' for recognition of impairment loss allowance on:

- i) Trade receivables which do not contain a significant financing component
- ii) All lease receivables resulting from transactions

## SCHEDULES

### Notes forming part of the Consolidated Financial Statements as at and for the year ended March 31, 2018

The application of simplified approach does not require the Group to track changes in credit risk. Rather, it recognises impairment loss allowance based on lifetime ECL at each reporting date, right from its initial recognition.

For recognition of impairment loss on other financial assets and risk exposure, the Group determines that whether there has been a significant increase in the credit risk since initial recognition. If credit risk has not increased significantly, 12-month ECL is used to provide for impairment loss. However, if credit risk has increased significantly, lifetime ECL is used. If, in a subsequent period, credit quality of the instrument improves such that there is no longer a significant increase in credit risk since initial recognition, then the entity reverts to recognising impairment loss allowance based on 12-month ECL.

#### B. Financial liabilities

##### i. Classification

The Group classifies all financial liabilities as subsequently measured at amortised cost, except for financial liabilities at fair value through Statement of Profit and Loss. Such liabilities, including derivatives that are liabilities, are subsequently measured at fair value.

##### ii. Initial recognition and measurement

Financial liabilities are classified, at initial recognition, as financial liabilities at fair value through profit or loss, loans and borrowings, payables, or as derivatives designated as hedging instruments in an effective hedge, as appropriate.

All financial liabilities are recognised initially at fair value and, in the case of loans and borrowings and payables, net of directly attributable transaction costs.

The Group's financial liabilities include trade and other payables, loans and borrowings including bank overdrafts.

##### iii. Financial liabilities at fair value through Statement of Profit and Loss

Financial liabilities at fair value through profit or loss include financial liabilities held for trading and financial liabilities designated upon initial recognition as at fair value through profit or loss. Financial liabilities are classified as held for trading if they are incurred for the purpose of repurchasing in the near term. This category also includes derivative financial instruments entered into by the Group that are not designated as hedging instruments in hedge relationships as defined by Ind-AS 109. Separated embedded derivatives are also classified as held for trading unless they are designated as effective hedging instruments.

Gains or losses on liabilities held for trading are recognised in the Statement of Profit and Loss.

Financial liabilities designated upon initial recognition at fair value through profit or loss are designated at the initial date of recognition, and only if the criteria in Ind-AS 109 are satisfied. For liabilities designated as fair value through Statement of Profit and Loss (FVTPL), fair value gains/ losses attributable to changes in own credit risk are recognized in OCI. These gains/ losses are not subsequently transferred to Statement of Profit and Loss. However, the Group may transfer the cumulative gain or loss within equity. All other changes in fair value of such liability are recognised in the Statement of Profit and Loss. The Group has not designated any financial liability as fair value through Statement of Profit and Loss.

##### iv. Loans and borrowings

After initial recognition, interest-bearing loans and borrowings are subsequently measured at amortised cost using the EIR method. Gains and losses are recognised in Statement of Profit and Loss when the liabilities are derecognized.

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

##### v. Derecognition

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

##### vi. Offsetting of financial instruments

Financial assets and financial liabilities are offset and the net amount is reported in the balance sheet if there is a currently enforceable legal right to offset the recognised amounts and there is an intention to settle on a net basis, to realise the assets and settle the liabilities simultaneously.

##### o. Fair value measurement

'Fair value' is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date in the principal or, in its absence, the most advantageous market to which the Group has access at that date. The fair value of a liability reflects its non-performance risk.

## SCHEDULES

### Notes forming part of the Consolidated Financial Statements as at and for the year ended March 31, 2018

All assets and liabilities for which fair value is measured or disclosed in the financial statements are categorised within the fair value hierarchy, described as follows, based on the lowest level input that is significant to the fair value measurement as a whole:

- ▶ Level 1 - Quoted (unadjusted) market prices in active markets for identical assets or liabilities
- ▶ Level 2 - Valuation techniques for which the lowest level input that is significant to the fair value measurement is directly or indirectly observable
- ▶ Level 3 - Valuation techniques for which the lowest level input that is significant to the fair value measurement is unobservable

For assets and liabilities that are recognised in the financial statements on a recurring basis, the Group determines whether transfers have occurred between levels in the hierarchy by re-assessing categorisation (based on the lowest level input that is significant to the fair value measurement as a whole) at the end of each reporting period.

#### p. Earnings per share

##### (i) Basic earnings per share

Basic earnings per share is calculated by dividing:

- the net profit attributable to owners of the Group

- by the weighted average number of equity shares outstanding during the financial year, adjusted for bonus elements in equity shares issued during the year, if any and excluding treasury shares (Refer note 35).

##### (ii) Diluted earnings per share

Diluted earnings per share adjusts the figures used in the determination of basic earnings per share to take into account:

- the after income tax effect of interest and other financing costs associated with dilutive potential equity shares, and
- the weighted average number of additional equity shares that would have been outstanding assuming the conversion of all dilutive potential equity shares. (Refer note 35).

#### q. Segment Information

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision maker. (Refer note 47).

#### r. Rounding of amounts

All amounts disclosed in the financial statements and notes have been rounded off to the nearest Lakhs as per the requirement of Schedule III, unless otherwise stated.

## SCHEDULES

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

### 4. PROPERTY, PLANT AND EQUIPMENT

in ₹ Lakhs

Description of Assets	GROSS BLOCK (At Cost)				DEPRECIATION				NET BLOCK
	Opening Balance as at April 1, 2017	Additions	Deductions/ Adjustments	Closing Balance as at March 31, 2018	Opening Balance as at April 1, 2017	For the Year	Deductions/ Adjustments	Closing Balance as at March 31, 2018	Closing Balance as at March 31, 2018
<b>Tangible Assets:</b>									
Land - Freehold	3,963	-	-	3,963	-	-	-	-	3,963
Leasehold Improvements	3,789	-	-	3,789	670	289	-	959	2,830
Buildings	1,257	-	-	1,257	82	53	-	135	1,122
Office Equipment	2,863	331	43	3,151	804	434	22	1,216	1,935
Electrical Equipment	3,531	388	78	3,841	1,176	636	54	1,758	2,083
Computers	5,871	1,346	78	7,139	2,134	1,211	78	3,267	3,872
Furniture and Fixtures	6,627	578	170	7,035	1,819	967	113	2,673	4,362
Vehicles	294	34	63	265	282	49	54	277	(12)
Aircraft Rotable Parts	4,910	913	885	4,938	1,722	663	699	1,686	3,252
Aircraft Components and Overhaul	17,733	11,484	2,858	26,359	7,066	4,682	2,799	8,949	17,410
Material Handling Equipment	6,980	559	122	7,417	1,314	657	97	1,874	5,543
Machinery and Equipment	621	1	215	407	390	107	214	283	124
<b>Total Tangible Assets</b>	<b>58,439</b>	<b>15,634</b>	<b>4,512</b>	<b>69,561</b>	<b>17,459</b>	<b>9,748</b>	<b>4,130</b>	<b>23,077</b>	<b>46,484</b>
Capital work-in-progress	-	-	-	-	-	-	-	-	5,932

### 4 (a). OTHER INTANGIBLE ASSETS

in ₹ Lakhs

Description of Assets	GROSS BLOCK (At Cost)				AMORTISATION				NET BLOCK
	Opening Balance as at April 1, 2017	Additions	Deductions/ Adjustments	Closing Balance as at March 31, 2018	Opening Balance as at April 1, 2017	For the Year	Deductions/ Adjustments	Closing Balance as at March 31, 2018	Closing Balance as at March 31, 2018
<b>Intangible Assets:</b>									
Internally Generated Software	1,703	-	-	1,703	240	240	-	480	1,223
Computer Software	5,865	833	3	6,695	1,842	1,117	3	2,956	3,739
Type Certification Course	1,496	259	385	1,370	908	340	262	986	384
<b>Total Intangible Assets</b>	<b>9,064</b>	<b>1,092</b>	<b>388</b>	<b>9,768</b>	<b>2,990</b>	<b>1,697</b>	<b>265</b>	<b>4,422</b>	<b>5,346</b>
Intangible Assets under development	-	-	-	-	-	-	-	-	3,990
Expenses capitalised in respect of above Intangible Assets under development									
Employee benefit expenses	1,838	395	188	2,045	-	-	-	-	2,045
Other Expenses	75	14	-	89	-	-	-	-	89
<b>Total</b>	<b>1,913</b>	<b>409</b>	<b>188</b>	<b>2,134</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>2,134</b>

## SCHEDULES

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

### 4. PROPERTY, PLANT AND EQUIPMENT

in ₹ Lakhs

Description of Assets	GROSS BLOCK (At Cost)				DEPRECIATION				NET BLOCK
	Opening Balance as at April 1, 2016	Additions	Deductions/ Adjustments	Closing Balance as at March 31, 2017	Opening Balance as at April 1, 2016	For the Year	Deductions/ Adjustments	Closing Balance as at March 31, 2017	Closing Balance as at March 31, 2017
<b>Tangible Assets:</b>									
Land - Freehold	3,963	-	-	3,963	-	-	-	-	3,963
Leasehold Improvements	3,741	49	1	3,789	342	439	111	670	3,119
Buildings	1,244	13	-	1,257	53	29	-	82	1,175
Office Equipment	2,422	547	106	2,863	376	434	6	804	2,059
Electrical Equipment	3,064	441	(26)	3,531	631	550	5	1,176	2,355
Computers	5,119	760	8	5,871	987	1,150	3	2,134	3,737
Furniture and Fixtures	6,068	565	6	6,627	820	1,002	3	1,819	4,808
Vehicles	220	75	1	294	224	58	-	282	12
Aircraft Rotable Parts [Refer note below]	4,367	821	278	4,910	1,039	686	3	1,722	3,188
Aircraft Components and Overhaul [Refer note below]	10,715	7,036	18	17,733	3,430	3,637	1	7,066	10,667
Material Handling Equipment	6,450	620	90	6,980	691	623	-	1,314	5,666
Machinery and Equipment	560	41	(20)	621	204	186	-	390	231
<b>Total Tangible Assets</b>	<b>47,933</b>	<b>10,968</b>	<b>462</b>	<b>58,439</b>	<b>8,797</b>	<b>8,794</b>	<b>132</b>	<b>17,459</b>	<b>40,980</b>
Capital work-in-progress	-	-	-	-	-	-	-	-	3,634

Expenses capitalised in respect of above capital work-in-progress									
Other Expenses	11	-	11	-	-	-	-	-	-
<b>Total</b>	<b>11</b>	<b>-</b>	<b>11</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>

### 4 (a). OTHER INTANGIBLE ASSETS

in ₹ Lakhs

Description of Assets	GROSS BLOCK (At Cost)				AMORTISATION				NET BLOCK
	Opening Balance as at April 1, 2016	Additions	Deductions/ Adjustments	Closing Balance as at March 31, 2017	Opening Balance as at April 1, 2016	For the Year	Deductions/ Adjustments	Closing Balance as at March 31, 2017	Closing Balance as at March 31, 2017
<b>Intangible Assets:</b>									
Internally Generated Software	1,703	-	-	1,703	-	240	-	240	1,463
Computer Software	4,738	1,127	-	5,865	869	973	-	1,842	4,023
Type Certification Course	1,123	404	31	1,496	540	368	-	908	588
<b>Total Intangible Assets</b>	<b>7,564</b>	<b>1,531</b>	<b>31</b>	<b>9,064</b>	<b>1,409</b>	<b>1,581</b>	<b>-</b>	<b>2,990</b>	<b>6,074</b>
Intangible Assets under development	-	-	-	-	-	-	-	-	3,054

Expenses capitalised in respect of above Intangible Assets under development									
Employee benefit expenses	952	1,006	120	1,838	-	-	-	-	1,838
Other Expenses	63	12	-	75	-	-	-	-	75
<b>Total</b>	<b>1,015</b>	<b>1,018</b>	<b>120</b>	<b>1,913</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1,913</b>

#### Notes:

Group has charged accelerated depreciation on certain aircraft components and overhaul and rotables parts which are unserviceable / retired from active use for operation and accordingly, depreciation charge for the current year is higher by ₹ 301 Lakhs for 'Aircraft Rotables Parts'.

## SCHEDULES

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

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
<b>5 OTHER NON-CURRENT FINANCIAL ASSETS</b>		
Margin money deposit	37	34
Long term deposits with banks with maturity period more than 12 months	16	98
Deposits	5,527	5,491
<b>Total</b>	<b>5,580</b>	<b>5,623</b>
<b>6 DEFERRED TAX ASSETS/LIABILITIES (NET)</b>		
<b>Deferred Tax Asset</b>		
Provision for Compensated Absences	857	5
Provision for Bonus	294	2
Provision for Gratuity	201	13
Depreciation	2,677	3,036
Others	1,098	248
<b>Gross Deferred Tax Asset</b>	<b>5,127</b>	<b>3,304</b>
<b>Deferred Tax Liability</b>		
Depreciation	1,262	2
<b>Gross Deferred Tax Liability</b>	<b>1,262</b>	<b>2</b>
<b>Total</b>	<b>3,865</b>	<b>3,302</b>
<b>7 NON-CURRENT TAX ASSETS (NET)</b>		
Opening balance	2,413	2,273
Less: Current tax payable for the year	8,316	8,449
Add: Adjustment of tax relating to earlier years	351	-
Add: Taxes paid	8,603	8,589
Closing balance	<b>3,051</b>	<b>2,413</b>
Advance income tax	70,554	61,951
Provision for tax	67,503	59,538
Advance income tax (Net of provision for tax)	<b>3,051</b>	<b>2,413</b>
<b>8 OTHER NON-CURRENT ASSETS</b>		
Capital advances	235	246
Other loans and advances:		
Prepaid expenses	1,791	798
<b>Total</b>	<b>2,026</b>	<b>1,044</b>
<b>9 INVENTORIES</b>		
Packing and Stationery Consumables	448	553
Consumables (Refer note below)	1,491	1,620
Loose Tools	194	292
<b>Total</b>	<b>2,133</b>	<b>2,465</b>
Note: Net of provision for slow-moving items.	580	803

## SCHEDULES

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

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
<b>10 TRADE RECEIVABLES</b>		
(Unsecured, considered good)		
Trade receivables	39,118	33,183
Receivables from related parties [Refer note 39(E)(i)]	3,107	2,886
<b>Total</b>	<b>42,225</b>	<b>36,069</b>
<b>11 CASH AND CASH EQUIVALENTS</b>		
Cash & Cash Equivalents		
Cheques and Drafts on hand	965	932
Balances with banks:		
In current accounts*	13,151	8,230
Deposits with maturity period less than 3 months	8,000	16,000
Cash on hand	496	410
<b>Total</b>	<b>22,612</b>	<b>25,572</b>
* Bank balances in current account include collections on "Cash on Delivery" shipments held on behalf of customers.	4,261	4,262
<b>12 BANK BALANCES OTHER THAN ABOVE</b>		
Unpaid dividend accounts	80	74
Unpaid interest accounts	47	37
Unpaid debenture accounts	78	-
Deposits with maturity period more than 3 months but less than 12 months	50	-
<b>Total</b>	<b>255</b>	<b>111</b>
<b>13 LOANS - CURRENT ASSETS</b>		
(Unsecured, considered good, unless otherwise stated)		
Loans and advances to employees	100	106
<b>Total</b>	<b>100</b>	<b>106</b>
<b>14 OTHER CURRENT FINANCIAL ASSETS</b>		
(Unsecured, considered good)		
Interest accrued on Deposits	117	11
Octroi Recoverable	-	2,870
Deposits	261	227
Others	2,279	2,329
<b>Total</b>	<b>2,657</b>	<b>5,437</b>
<b>15 OTHER CURRENT ASSETS</b>		
Deferred costs (Refer note below)	1,164	738
Prepaid expenses	2,106	2,055
Balances with Government Authorities	729	1,186
<b>Total</b>	<b>3,999</b>	<b>3,979</b>

Note: Deferred costs represent costs pertaining to undelivered shipments as at the reporting date.

## SCHEDULES

### Notes forming part of the Consolidated Financial Statements as at and for the year ended March 31, 2018

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
<b>16 Share Capital</b>		
Authorised		
40,000,000 equity shares (March 31, 2017: 40,000,000) of ₹ 10 each	4,000	4,000
Issued, Subscribed and Paid up		
23,727,934 equity shares (March 31, 2017: 23,727,934) of ₹ 10 each fully paid-up	2,373	2,373
Add: Forfeited Shares	3	3
<b>Total</b>	<b>2,376</b>	<b>2,376</b>

#### a. Reconciliation of the number of shares

	As at March 31, 2018		As at March 31, 2017	
	Number of shares	Amount (₹ In Lakhs)	Number of shares	Amount (₹ In Lakhs)
Balance as at the beginning of the year	2,37,27,934	2,373	2,37,27,934	2,373
Additions/Deletions during the year	-	-	-	-
Balance as at the end of the year	2,37,27,934	2,373	2,37,27,934	2,373

#### b. Rights, preferences and restrictions attached to equity shares

The Company has only one class of equity shares having a par value of ₹ 10 per share. Every share holder is entitled to participate in dividends. Each shareholder of equity shares is entitled to one vote per share.

The Company declares and pays dividend in Indian Rupees. The dividend proposed by the Board of Directors is subject to the approval of the shareholders in the ensuing Annual General Meeting, except in case of interim dividend which is approved by the Board of Directors.

In the event of liquidation, the equity share holders are eligible to receive the remaining assets of the Company after distribution of all preferential amounts, in proportion to their share holding.

#### c. Shares held by Holding Company

Out of the above equity shares issued by the Company, shares held by the Holding Company:

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
DHL Express (Singapore) Pte. Limited, Singapore the Holding Company		
17,795,950 (March 31, 2017: 17,795,950) equity shares of ₹ 10 each fully paid up	1,780	1,780

#### d. Details of shares held by shareholders holding more than 5% of the aggregate shares in the Company

	As at March 31, 2018		As at March 31, 2017	
	Number of shares	%	Number of shares	%
DHL Express (Singapore) Pte. Limited, Singapore	17,795,950	75.00%	17,795,950	75.00%
Derive Trading Private Limited (along with persons acting in concert)	1,268,696	5.35%	1,268,696	5.35%

## SCHEDULES

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

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
<b>17 OTHER EQUITY</b>		
<b>Reserves and Surplus</b>		
Securities Premium Reserve	3,475	3,475
General Reserve	6,273	6,273
Debenture Redemption Reserve	3,243	5,638
Retained earnings	37,814	25,186
<b>Total</b>	<b>50,805</b>	<b>40,572</b>
<b>Securities Premium Reserve</b>		
<b>Balance as at the beginning and end of the year</b>	<b>3,475</b>	<b>3,475</b>
<b>General Reserve</b>		
<b>Balance as at the beginning and end of the year</b>	<b>6,273</b>	<b>6,273</b>
<b>Debenture Redemption Reserve</b>		
Balance as at the beginning of the year	5,638	3,305
Add: Transferred from/(to) Retained Earning durings the year	(2,395)	2,333
<b>Balance as at the end of the year</b>	<b>3,243</b>	<b>5,638</b>
<b>Retained Earnings</b>		
Balance as at the beginning of the year	25,186	22,761
Add: Profit for the year	14,471	13,984
Less: Appropriations		
Deferred Tax adjustments on settlement of Put/Call liability	-	373
Dividend (including dividend distribution tax)	4,284	8,568
Transfer to/(from) Debenture Redemption Reserve	(2,395)	2,333
Items of other comprehensive income recognised directly in retained earnings:		
Actuarial loss arising from remeasurements of post employment benefit obligation, net of tax	(46)	285
<b>Balance as at the end of the year</b>	<b>37,814</b>	<b>25,186</b>
<b>Total</b>	<b>50,805</b>	<b>40,572</b>

### Nature and purpose of reserves:

#### Securities Premium Reserve

Securities Premium reserve is used to record the premium on shares. The reserve is utilised in accordance with the provisions of the Act.

## SCHEDULES

### Notes forming part of the Consolidated Financial Statements as at and for the year ended March 31, 2018

#### Other Reserve

The Company is required to create a debenture redemption reserve, out of the profits which are available for payment of dividend, for the purpose of redemption of debentures. The Company has created a Debenture Redemption Reserve amounting to ₹ 3,243 Lakhs, ₹ 5,638 Lakhs as on March 31, 2018 and March 31, 2017 respectively as per the requirements of the Act and in accordance with the clarifications given by the Ministry of Corporate Affairs.

During the year ended March 31, 2015, the Company had issued and allotted 166,095,538 nos. of Series I, 94,911,736 nos. of Series II and 71,183,802 nos. of Series III, Unsecured Redeemable Non-convertible Fully Paid Debentures of ₹ 10 each by way of Bonus, aggregating to ₹ 33,219 Lakhs to its shareholders by appropriating the Surplus in the Statement of Profit and Loss (Retained earning as per Ind AS) through a Scheme of Arrangement (Scheme) approved by Hon'ble High Court of Mumbai and other relevant authorities.

	As at March 31, 2018 In ₹ Lakhs	As at March 31, 2017 In ₹ Lakhs
<b>18 NON CURRENT FINANCIAL LIABILITIES- BORROWINGS</b>		
<b>Unsecured Non Convertible Debentures</b> (Refer note a below)		
Unsecured Debentures (Series III)	7,118	7,118
Unsecured Debentures (Series II) (Refer note 23)	-	9,491
<b>Unsecured Loan</b>		
Term Loan from Bank (Refer note b below)	23,750	14,376
<b>Total</b>	<b>30,868</b>	<b>30,985</b>

#### Notes:

- a. All the above Debentures series (I, II and III) were issued on November 21, 2014 and the redemption period for the said series I, II and III is 36 months, 48 months and 60 months respectively from the date of allotment.

The Company has accrued and paid interest on the said Debentures for the period from April 1, 2017 to March 31, 2018 aggregating to ₹ 2,558 Lakhs (Previous year ₹ 3,113 Lakhs). Rate of interest for Debenture series I is 9.30%, for series II is 9.40% and for series III is 9.50%.

- b. In Blue Dart Aviation Limited (BDAL), as at March 31, 2018, the outstanding loan balance from financial institutions is ₹ 24,750 Lakhs (previous year ₹ 15,000 Lakhs) out of which payable to Citicorp Finance India Limited is ₹ 21,000 Lakhs (previous year ₹ 5,000 Lakhs) and payable to Standard Chartered Investments & Loans India Limited (SCILL) is ₹ 3,750 Lakhs (Previous year ₹ 10,000 Lakhs). During the current year, the company has taken unsecured term loans amounting to ₹ 16,000 Lakhs from Citicorp Finance India Limited in three tranches: ₹ 5,000 Lakhs on 22nd September, 2017, ₹ 5,000 Lakhs on 25th January 2018 and ₹ 6,000 Lakhs on 23rd February, 2018. The tranches carry interest rate of 7.75%, 7.5% and 8.1% respectively subject to reset from time to time. The loan is repayable over a period of 36 months from the date of draw down. Subject to certain terms and conditions in the agreement. Repayment of the loan is in equal quarterly installments, commences from the 27th month (initial 24 months being the moratorium period). Out of the total outstanding loan, ₹ 1,000 Lakhs is payable within 12 months from the balance sheet date.

The BDAL has unsecured loan of ₹ 2750 Lakhs (PY:-93750 Lakhs), during the year company has repaid ₹ 6,000 Lakhs loan taken from SHFIIL on 23rd February, 2018 out of the borrowings from Citicorp Financial India Limited. The current portion of loan is ₹ 1000 Lakhs (PY :- ₹ 625 Lakhs) as disclosed in note. The loan is repayable in equal quarterly installments of ₹ 250 Lakhs, The loan carry's interest Rate of 8% subject to reset from time to time.

## SCHEDULES

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

Terms of repayment and rate of interest for unsecured borrowings:

Particulars	As at March 31, 2018		
	Amount (in ₹ Lakhs)	Terms of Repayment	Rate of Interest
Unsecured term loan - Loan from CCFIL	5,000	22-Sep-20	7.75%
Unsecured term loan - Loan from CCFIL	5,000	25-Jan-21	7.50%
Unsecured term loan - Loan from CCFIL	6,000	23-Feb-21	8.10%
Unsecured term loan - Loan from CCFIL	5,000	31-Mar-20	7.90%
Unsecured term loan - Loan from SCILL	3,750	08-Mar-22	8.00%
Unsecured Debentures (Series III)	7,118	20-Nov-19	9.50%
Unsecured Debentures (Series II)	9,491	20-Nov-18	9.40%
<b>Total interest-bearing liabilities</b>	<b>41,359</b>		

Particulars	As at March 31, 2017		
	Amount (in ₹ Lakhs)	Terms of Repayment	Rate of Interest
Unsecured term loan - Loan from CCFIL	5,000	31-Mar-20	7.90%
Unsecured term loan - Loan from SCILL	4,000	08-Mar-22	7.90%
Unsecured term loan - Loan from SCILL	6,000	30-Jan-22	8.10%
Unsecured Debentures (Series III)	7,118	20-Nov-19	9.50%
Unsecured Debentures (Series II)	9,491	20-Nov-18	9.40%
Unsecured Debentures (Series I)	16,610	20-Nov-17	9.30%
<b>Total interest-bearing liabilities</b>	<b>48,219</b>		

	As at March 31, 2018 In ₹ Lakhs	As at March 31, 2017 In ₹ Lakhs
<b>19 OTHER FINANCIAL LIABILITIES</b>		
Deposit received from DHL Express (India) Private Limited, India	798	948
<b>Total</b>	<b>798</b>	<b>948</b>
<b>20 NON-CURRENT EMPLOYEE BENEFIT OBLIGATIONS</b>		
Provision for employee benefits:		
Provision for Gratuity [Refer note 31]	39	40
Provision for Compensated Absences [Refer note 31]	-	2,172
Employee benefits payable	793	677
<b>Total</b>	<b>832</b>	<b>2,889</b>
<b>21 PROVISION - LONG TERM</b>		
Provision for aircraft redelivery obligation	436	282
<b>Total</b>	<b>436</b>	<b>282</b>

## SCHEDULES

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

	As at March 31, 2018 In ₹ Lakhs	As at March 31, 2017 In ₹ Lakhs
<b>22 DEFERRED TAX LIABILITY (NET)</b>		
<b>Deferred Tax Liability</b>		
Depreciation	-	1,751
<b>Gross Deferred Tax Liability</b>	-	<b>1,751</b>
<b>Deferred Tax Asset</b>		
Provision for Compensated Absences	-	816
Provision for Bonus	-	267
Provision for Gratuity	-	315
Others	-	204
<b>Gross Deferred Tax Asset</b>	-	<b>1,602</b>
<b>Total</b>	-	<b>149</b>
<b>23 CURRENT FINANCIAL LIABILITY- BORROWINGS</b>		
<b>Unsecured</b>		
Unsecured Debentures (Series II) (Refer note 18)	9,491	-
Unsecured Debentures (Series I) (Refer note 18)	-	16,610
Bank overdraft (payable on demand and interest rate i.e. MCLR + 0.35%)	252	708
<b>Total</b>	<b>9,743</b>	<b>17,318</b>
<b>24 TRADE PAYABLES</b>		
<b>Trade Payables</b>		
Total outstanding dues of micro enterprises and small enterprises (Refer note 40)	307	282
Total outstanding dues of creditors other than micro enterprises and small enterprises		
Trade payables other than related parties	17,345	15,037
Trade payables to related parties [Refer note 39(F)(i)]	9,938	4,028
Other payables	9,245	7,866
<b>Total</b>	<b>36,835</b>	<b>27,213</b>
<b>25 OTHER CURRENT FINANCIALS LIABILITIES</b>		
Unpaid Dividend (Refer note below)	80	74
Unpaid Interest (Refer note below)	47	37
Unpaid Debenture (Refer note below)	78	-
Payables towards 'Cash on Delivery' shipments	5,743	6,569
Current maturities of Unsecured term loan from SCILL (Refer note 18)	1,000	625
Trade Deposits	874	1,448
Deposit Received from DHL Express (India) Private Limited	150	150
<b>Total</b>	<b>7,972</b>	<b>8,903</b>

Note: There are no amounts due for payment to the Investor Education and Protection Fund under Section 125 of the Companies Act, 2013 as at the respective year ends

## SCHEDULES

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

	As at March 31, 2018 In ₹ Lakhs	As at March 31, 2017 In ₹ Lakhs
<b>26 OTHER CURRENT LIABILITIES</b>		
Statutory dues (including Provident Fund, GST, Service Tax, Employees State Insurance and Tax Deducted at Source)	2,092	1,517
<b>Total</b>	<b>2,092</b>	<b>1,517</b>
<b>27 CURRENT EMPLOYEE BENEFIT OBLIGATIONS</b>		
Provision for employee benefits:		
Provision for Gratuity [Refer note 31]	622	997
Provision for Compensated Absences [Refer note 31]	2,915	616
Other Employee benefits payable	3,961	5,098
<b>Total</b>	<b>7,498</b>	<b>6,711</b>
	<b>Year ended March 31, 2018 In ₹ Lakhs</b>	<b>Year ended March 31, 2017 In ₹ Lakhs</b>
<b>28 REVENUE FROM OPERATIONS</b>		
Service charges	279,055	267,758
Other Operating income:		
Business support services	869	806
Commission	-	386
<b>Total</b>	<b>279,924</b>	<b>268,950</b>
<b>29 OTHER INCOME</b>		
Dividend from Mutual Funds	354	418
Interest on deposits with banks	477	621
Net Gain on Foreign Currency Transactions and Translation	8	183
Sale of Spares	261	119
Unwinding interest on Lease Deposit	482	385
Net gain on derivative liability	-	401
Miscellaneous income	485	489
<b>Total</b>	<b>2,067</b>	<b>2,616</b>
<b>30 FREIGHT, HANDLING AND SERVICING COSTS</b>		
Domestic network operating costs	71,492	67,270
International servicing charges	13,489	12,180
Commercial airlift charges	15,503	15,706
Handling and clearing charges	8,192	8,457
Printing, stationery and consumables	4,103	4,466
Aircraft Fuel	19,436	17,229
Aircraft and Engine Lease Rentals	8,013	7,896
Navigation Charges	4,114	3,963

## SCHEDULES

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

	Year ended March 31, 2018 In ₹ Lakhs	Year ended March 31, 2017 In ₹ Lakhs
Engineering Maintenance Costs	1,439	1,249
Loss on sale/ scrapping of Rotables/Components & Overhaul written off	223	218
Consumption of Consumables and Tools	1,175	1,061
Provision for aircraft redelivery obligation	124	84
Provision for slow-moving inventory	92	165
Aircraft Insurance	224	200
Interline Expenses	266	265
<b>Total</b>	<b>147,885</b>	<b>140,409</b>
<b>31 EMPLOYEE BENEFITS EXPENSE</b>		
Salaries, Bonus and Leave Encashment	50,772	48,334
Contribution to provident and other funds	2,788	2,412
Gratuity	686	587
Staff welfare expenses	4,204	4,152
<b>Total</b>	<b>58,450</b>	<b>55,485</b>

The Group has classified the various employee benefits provided to employees as under:

### I Defined Contribution Plans

- a. Superannuation Fund
- b. State Defined Contribution Plans
  - i. Employers' Contribution to Employee's State Insurance
  - ii. Employers' Contribution to Employee's Pension Scheme 1995
  - iii. Employers' Contribution to Provident Fund

During the year, the Group has recognised the following amounts in the Statement of Profit and Loss under "Contribution to provident and other funds" -

	Year ended March 31, 2018 in ₹ Lakhs	Year ended March 31, 2017 in ₹ Lakhs
- Employers' Contribution to Provident Fund	920	829
- Employers' Contribution to Superannuation Fund	91	95
- Employers' Contribution to Employee's State Insurance	592	385
- Employers' Contribution to Employee's Pension Scheme 1995	996	917

## SCHEDULES

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

### II Defined Benefit Plans

#### I. Gratuity:

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

	Present value of obligation	Fair value of plan assets	Net defined benefit (asset) /liability
<b>Balance as on April 1, 2017</b>	<b>7,535</b>	<b>(6,498)</b>	<b>1,037</b>
Present Value of Obligation of subsidiary acquired during the year			
Interest Cost/(Income)	582	(502)	80
Current Service Cost	606	-	606
<b>Total amount recognised in Statement of Profit and Loss</b>	<b>1,188</b>	<b>(502)</b>	<b>686</b>
Return on Plan Assets	-	(56)	(56)
Remeasurements			
(Gain)/loss from change in financial assumptions	(104)	-	(104)
Experience (gain)/losses	90	-	90
<b>Total amount recognised in other comprehensive income</b>	<b>(14)</b>	<b>(56)</b>	<b>(70)</b>
Benefits Paid	(282)	282	-
Transferred In/Acquisitions	11	(11)	-
Contributions	-	(992)	(992)
<b>Balance as on March 31, 2018</b>	<b>8,438</b>	<b>(7,777)</b>	<b>661</b>
<b>Balance as on April 1, 2016</b>	<b>6,280</b>	<b>(5,485)</b>	<b>795</b>
Present Value of Obligation of subsidiary acquired during the year	500	-	500
Interest Cost/(Income)	520	-	520
Current Service Cost	-	-	-
Expected Return on Plan Assets	-	(433)	(433)
<b>Total amount recognised in Statement of Profit and Loss</b>	<b>1,020</b>	<b>(433)</b>	<b>587</b>
Remeasurements	-	-	-
(Gain)/loss from change in demographic assumptions	-	-	-
(Gain)/loss from change in financial assumptions	171	(4)	167
Experience (gain)/losses	273	(5)	268
<b>Total amount recognised in other comprehensive income</b>	<b>444</b>	<b>(9)</b>	<b>435</b>
Benefits Paid	(209)	205	(4)
Contributions	-	(776)	(776)
<b>Balance as on March 31, 2017</b>	<b>7,535</b>	<b>(6,498)</b>	<b>1,037</b>

## SCHEDULES

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

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
<b>B) Reconciliation of Present Value of Defined Benefit Obligation and the Fair value of Assets</b>		
Present Value of funded obligation as at the year end	8,438	7,535
Fair Value of Plan Assets as at the end of the year	7,777	6,498
Funded Status	(661)	(1,037)
<b>C) Amount recognised in the Balance Sheet</b>		
Present Value of Obligation at the end of the year	(8,438)	(7,535)
Fair value of plan assets at the end of the year	7,777	6,498
Liability recognised in the Balance Sheet	(661)	(1,037)

**D) i)** Valuations in respect of Gratuity has been carried out by an independent actuary, as at the Balance sheet date, based on the following assumptions:

	As at March 31, 2018	As at March 31, 2017
Discount Rate and Rate of Return on Plan Assets (per annum)	7.87% / 7.66%	7.74% / 7.66%
Rate of increase in Compensation levels (refer note below)	7.25% / 6.75%	7.25% / 6.75%
Attrition rate	1%	1%

Note: The estimates of future salary increases, considered in actuarial valuation, takes into account, inflation, seniority, promotions and other relevant factors, such as demand and supply in the employment market.

### ii) Sensitivity analysis

Reasonably possible changes at the reporting date to one of the relevant actuarial assumptions, holding other assumptions constant, would have affected the defined benefit obligation by the amounts shown below.

	As at March 31, 2018		As at March 31, 2017	
	Increase	Decrease	Increase	Decrease
Discount Rate (0.5 % movement)	(437)	478	(403)	440
Rate of increase in Compensation levels (0.5 % movement)	478	(442)	440	(406)
Attrition rate (0.5 % movement)	23	(25)	16	(17)

Although the analysis does not take account of the full distribution of cash flows expected under the plan, it does provide an approximation of the sensitivity of the assumptions shown.

## SCHEDULES

### Notes forming part of the Consolidated Financial Statements as at and for the year ended March 31, 2018

#### iii) Percentage of each category of Plan Assets to total Fair Value of Plan Assets

The Plan Assets are administered by Life Insurance Corporation of India ("LIC") as per Investment Pattern stipulated for Pension and Group Schemes Fund by Insurance Regulatory and Development Authority ('IRDA') regulations.

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
Insured fund in LIC	7,777	6,498
iv) Expected gratuity contribution for the next years.	1,252	1,177
Weighted average duration of the Defined Benefit Obligation (in years)	12/11	12/11
Maturity profile of defined benefit obligation:		
Within 1 year	611	462
1-2 year	258	154
2-3 year	462	384
3-4 year	391	518
4-5 year	648	436
5-10 years	3,458	4,314

#### E) Compensated Absences

Non-current employee benefit obligations (Refer note 20)	-	2,172
Current employee benefit obligations (Refer note 27)	2,915	616

#### 32 FINANCE COSTS

	Year ended March 31, 2018 in ₹ Lakhs	Year ended March 31, 2017 in ₹ Lakhs
Interest on Term Loan	1,464	477
Interest on Bank Overdraft	1	12
Interest on Debentures	2,558	3,113
Interest paid to others	27	899
<b>Total</b>	<b>4,050</b>	<b>4,501</b>

#### 33 DEPRECIATION AND AMORTISATION EXPENSE

Depreciation on Tangible assets	9,748	8,794
Amortisation on Intangible assets	1,697	1,581
<b>Total</b>	<b>11,445</b>	<b>10,375</b>

#### 34 OTHER EXPENSES

Rent	17,634	16,747
Office expenses	3,545	2,937
Security expenses	3,683	3,246
Electricity	2,356	2,185

## SCHEDULES

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

	Year ended March 31, 2018 in ₹ Lakhs	Year ended March 31, 2017 in ₹ Lakhs
Repairs and maintenance - others	3,417	2,960
Communication expenses	1,826	1,633
Directors sitting fees	39	28
Legal and professional	1,057	4,399
Payment to Auditors		
As auditor:		
Statutory Audit fees	57	62
Tax Audit fees	8	11
Reimbursement of Expenses	2	5
Other Matters	7	52
Rates and taxes	867	847
Travelling and conveyance	841	854
Lease rentals	412	359
Insurance	586	478
Sales promotion and advertising	213	271
Bad debts written off / (back)	(44)	156
Expenditure towards Corporate Social Responsibility activities (Refer note below)	468	547
Loss on sale/scraping of fixed assets (Net)	66	26
Net Loss on Foreign Currency Fluctuations	234	-
Subscriptions charges	268	314
Miscellaneous expenses	919	766
<b>Total</b>	<b>38,461</b>	<b>38,883</b>
Note :- Expenditure on Corporate Social Responsibility Activities		
a) Gross amount required to be spent by the Company during the year	468	547
b) Amount spent during the year on (in cash):		
(i) Expenditure on Educational programmes	182	182
(ii) Expenditure on Health care programmes	32	81
(iii) Expenditure on promoting sports	-	27
(iv) Expenditure on accomodation for needy children	123	123
(v) Expenditure for plantation of trees	104	43
(vi) Expenditure on Cataract Surgeries	-	25
(vii) Donation	-	28
(viii) Other CSR expenditures	27	38
<b>Total</b>	<b>468</b>	<b>547</b>
<b>35 EARNINGS PER SHARE</b>		
Profit for the year	14,471	13,984
Weighted average number of shares (Nos.)	23,727,934	23,727,934
Basic and Diluted Earnings Per Share (In ₹)	60.99	58.94
Nominal value of shares outstanding (In ₹)	10	10

## SCHEDULES

### Notes forming part of the Consolidated Financial Statements as at and for the year ended March 31, 2018

#### 36 OPERATING LEASES

- a. The Group has entered into various non-cancellable operating lease agreements for official/ residential premises for a period of one to thirteen years and for acquiring aircrafts and aircraft engines for a period of one to fifteen years. Future minimum rentals payable under non-cancellable operating leases are as follows:

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
Not later than one year	13,004	10,285
Later than one year and not later than five years	38,674	31,618
Later than five years	43,622	38,772
Charge for the year	15,250	10,947

Note: The operating lease arrangements for official/ residential premises are renewable on a periodic basis and some of these lease agreements have price escalation clauses.

- b. Group has entered into various cancellable leasing arrangements for motor cars, office equipments and for official/residential premises. The lease rentals for motor cars of ₹ 718 Lakhs [Previous year - ₹ 682 Lakhs] has been included under the head "Employee Benefits Expense - Salaries, Bonus and Leave Encashment" under note 31 forming part of the Statement of Profit and Loss.

Lease rentals for office equipments of ₹ 412 Lakhs [Previous year - ₹ 364 Lakhs] has been included under the head "Other Expenses - Lease Rentals" under Note 34 forming part of the Statement of Profit and Loss.

Lease rentals for official and residential premises of ₹ 14,709 Lakhs [Previous year - ₹ 13,713 Lakhs] has been included under the head "Other Expenses - Rent" under Note 34 forming part of the Statement of Profit and Loss.

Lease rentals for OTM Machines of ₹ 932 Lakhs [Previous year - ₹ 838 Lakhs] has been included under the head "Freight, Handling and Servicing Costs - Domestic network operating costs" under note 30 forming part of the Statement of Profit and Loss.

- c. Group has entered into various cancellable leasing arrangements for network vehicles. The lease component included in domestic network operating cost amounting to ₹ 1,829 Lakhs [Previous year - ₹ 1,718 Lakhs] has been included under the head "Freight, Handling and Servicing Costs- Domestic Network operating cost" under note 30 forming part of the Statement of Profit and Loss.

#### 37 FINANCIAL INSTRUMENTS – FAIR VALUES AND RISK MANAGEMENT

##### A Accounting classification and fair values

The carrying value and fair values of financial instruments by categories are as follows. It does not include fair value information for financial assets and financial liabilities if the carrying amount is a reasonable approximation of its fair value.

	March 31, 2018	Note No.	Carrying amount				in ₹ Lakhs
			FVTPL	FVTOCI	Amortised Cost	Total	
<b>Financial assets</b>							
(i) Loans (Refer note 1 below)		13	-	-	100	100	
(ii) Trade receivables (Refer note 1 below)		10	-	-	42,225	42,225	
(iii) Cash and cash equivalents (Refer note 1 below)		11	-	-	22,612	22,612	
(iv) Bank balances other than above (Refer note 1 below)		12	-	-	255	255	
(v) Deposits (Refer note 2 below)		5 and 14	-	-	5,788	5,788	
(vi) Other financial assets (Refer note 1 below)		5 and 14	-	-	2,449	2,449	
			-	-	<b>73,429</b>	<b>73,429</b>	
<b>Financial liabilities</b>							
(i) Borrowings		18, 23 and 25					
Unsecured Debentures (Refer note 3 below)			-	-	16,609	16,609	
Term Loan and Bank overdraft (Refer note 4 below)			-	-	25,002	25,002	

## SCHEDULES

### Notes forming part of the Consolidated Financial Statements as at and for the year ended March 31, 2018

in ₹ Lakhs

March 31, 2018	Note No.	Carrying amount			Total
		FVTPL	FVTOCI	Amortised Cost	
(ii) Trade payables (Refer note 1 below)	24	-	-	36,835	36,835
(iii) Other financial liabilities (Refer note 1 below)	19 and 25	-	-	7,770	7,770
		-	-	<b>86,216</b>	<b>86,216</b>

in ₹ Lakhs

March 31, 2017	Note No.	Carrying amount			Total
		FVTPL	FVTOCI	Amortised Cost	
<b>Financial assets</b>					
(i) Loans (Refer note 1 below)	13	-	-	106	106
(ii) Trade receivables (Refer note 1 below)	10	-	-	36,069	36,069
(iii) Cash and cash equivalents (Refer note 1 below)	11	-	-	25,572	25,572
(iv) Bank balances other than above (Refer note 1 below)	12	-	-	111	111
(v) Deposits (Refer note 2 below)	5 and 14	-	-	5,718	5,718
(vi) Other financial assets (Refer note 1 below)	5 and 14	-	-	5,342	5,342
		-	-	<b>72,918</b>	<b>72,918</b>
<b>Financial liabilities</b>					
(i) Borrowings	18, 23 and 25				
Unsecured Debentures (Refer note 3 below)		-	-	33,219	33,219
Term Loan and Bank overdraft (Refer note 4 below)		-	-	15,709	15,709
(ii) Trade payables (Refer note 1 below)	24	-	-	27,213	27,213
(iii) Other financial liabilities (Refer note 1 below)	19 and 25	-	-	9,226	9,226
		-	-	<b>85,367</b>	<b>85,367</b>

**Note 1:** The carrying value of Trade receivables, Loans, cash and cash equivalents, other bank balances, other financial assets, trade payables, other financial liability are considered to be the same as their fair values due to their short term nature.

**Note 2:** Difference between carrying amounts and fair values of loans, deposits, other non-current financial assets measured at amortised cost is not significantly different in each of the year presented.

**Note 3:** The Unsecured Debentures are classified under level 1 in fair value hierarchy with quoted prices in active markets of ₹ 16,669 lakhs (March 31, 2017: ₹ 33,596 Lakhs).

**Note 4:** Term Loans and Bank Overdraft are taken at variable interest rate which is reviewed and reset periodically considering the market trend and hence the carrying amount is not materially different from their fair values.

## B Financial Risk management

### i) Risk management framework

The Group's activities expose it to a variety of financial risks, including market risk, credit risk and liquidity risk. The Group's primary risk management focus is to minimize potential adverse effects of market risk on its financial performance. The Group's risk assessment and policies and processes are established to identify and analyze the risks faced by the Group, to set appropriate risk limits and controls, and to monitor such risks and compliance with the policies and processes. Risk assessment and policies and processes are reviewed regularly to reflect changes in market conditions and the Group's activities. The Board of Directors and the management is responsible for overseeing the Group's risk assessment and policies and processes.

## SCHEDULES

### Notes forming part of the Consolidated Financial Statements as at and for the year ended March 31, 2018

#### ii) Credit Risk

Credit risk is the risk of financial loss to the Group if a customer or counterparty to a financial instrument fails to meet its contractual obligations, and arises principally from the Group's receivables from customers. Credit risk is managed through credit approvals, establishing credit limits and continuously monitoring the creditworthiness of customers to which the Group grants credit terms in the normal course of business. The Group establishes an allowance for doubtful debts and impairment that represents its estimate of expected credit loss in respect of trade and other receivables and investments.

#### Trade and other receivables

The Group's exposure to credit risk is influenced mainly by the individual characteristics of each customer. The demographics of the customer, including the default risk of the industry and country in which the customer operates, also have an influence on credit risk assessment.

Concentrations of credit risk with respect to trade receivables are limited, due to the Group's customer base being large and diverse and also on account of realisation of receivables within six months. All trade receivables are reviewed and assessed for default on a regular basis.

Our historical experience of collecting receivables, supported by the level of default, is that credit risk is low.

#### Cash and cash equivalents

The Group held cash and cash equivalents with credit worthy banks and financial institutions of ₹ 21,254 Lakhs and ₹ 24,362 Lakhs as at March 31, 2018 and March 31, 2017 respectively. The credit worthiness of such banks and financial institutions is evaluated by the management on an ongoing basis and is considered to be good.

#### Security deposits given to lessors

The Group has given security deposit to lessors for premises leased by the Group as at March 31, 2018 and as at March 31, 2017. The credit worthiness of such lessors is evaluated by the management on an ongoing basis and is considered to be good.

#### iii) Liquidity risk

Liquidity risk is the risk that the Group will not be able to meet its financial obligations as they become due. The Group manages its liquidity risk by ensuring, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions, without incurring unacceptable losses or risk to the Group's reputation.

The Group has access to funds from non-convertible debentures and banks.

As of March 31, 2018, the Group had working capital of ₹ 9,841 Lakhs including inventories of ₹ 2,133 Lakhs, cash and cash equivalents of ₹ 22,612 Lakhs, trade receivables of ₹ 42,225 Lakhs, other assets of ₹ 7,011 Lakhs, employee benefit obligation of ₹ 7,498 Lakhs, trade payables of ₹ 36,835 Lakhs, borrowing ₹ 9,743 Lakhs and other financial liabilities of ₹ 10,064 Lakhs.

As of March 31, 2017, the Group had working capital of ₹ 12,077 Lakhs including inventories of ₹ 2,465 Lakhs, cash and cash equivalents of ₹ 25,572 Lakhs, trade receivables of ₹ 36,069 Lakhs, other assets of ₹ 9,633 Lakhs, employee benefit obligation of ₹ 6,711 Lakhs, trade payables of ₹ 27,213 Lakhs, borrowing ₹ 17,318 Lakhs and other financial liabilities of ₹ 10,420 Lakhs.

## SCHEDULES

### Notes forming part of the Consolidated Financial Statements as at and for the year ended March 31, 2018

#### Exposure to liquidity risk

The following are the remaining contractual maturities of financial liabilities at the reporting date. The amounts are gross and undiscounted, and include estimated interest payments and exclude the impact of netting agreements.

March 31, 2018	Carrying amount	Total	Contractual cash flows			in ₹ Lakhs
			0-1 year	1-2 years	2-5 years	More than 5 years
<b>Non-derivative financial liabilities</b>						
Unsecured non convertible debentures (Series III)	7,118	8,226	676	7,550	-	-
Unsecured non convertible debentures (Series II)	9,491	10,061	10,061	-	-	-
Term Loan from Bank	24,750	29,294	3,234	10,162	15,898	-
Trade and other payables	36,835	36,835	36,835	-	-	-
Other financial liabilities	8,022	8,022	7,224	150	648	-
<b>Total</b>	<b>86,216</b>	<b>92,438</b>	<b>58,030</b>	<b>17,862</b>	<b>16,546</b>	<b>-</b>

March 31, 2017	Carrying amount	Total	Contractual cash flows			in ₹ Lakhs
			0-1 year	1-2 years	2-5 years	More than 5 years
<b>Non-derivative financial liabilities</b>						
Unsecured non convertible debentures (Series III)	7,118	8,902	676	676	7,550	-
Unsecured non convertible debentures (Series II)	9,491	10,953	892	10,061	-	-
Unsecured non convertible debentures (Series I)	16,610	17,596	17,596	-	-	-
Term Loan from Bank	15,001	15,084	-	-	15,084	-
Trade and other payables	27,213	27,213	27,213	-	-	-
Other financial liabilities	9,934	9,934	9,934	-	-	-
<b>Total</b>	<b>85,367</b>	<b>89,682</b>	<b>56,311</b>	<b>10,737</b>	<b>22,634</b>	<b>-</b>

#### iv) Market risk

Market risk is the risk of loss of future earnings, fair values of future cash flows that may result from adverse changes in market rates and prices (such as interest rates and foreign currency exchange rates) or in the price of market risk-sensitive instruments as a result of such adverse changes in market rates and prices. Market risk is attributable to all market risk-sensitive financial instruments, all foreign currency receivables and payables and all short term and long-term debt. The Group is exposed to market risk primarily related to foreign exchange rate risk and interest rate risk. Thus, the Group's exposure to market risk is a function of investing and borrowing activities and its revenue generating and operating activities.

##### a) Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates.

##### Interest rate sensitivity - fixed rate instruments

The Group's fixed rate borrowings are carried at amortised cost. They are therefore not subject to interest rate risk since neither the carrying amount nor the future cash flow will fluctuate because of a change in market interest rates.

##### Interest rate sensitivity - variable rate instruments

A reasonably possible change of 100 basis points in interest rates at the reporting date would have increased / decreased equity and profit or loss by amounts shown below. This analyses assumes that all other variables, in particular, foreign currency exchange rates, remain constant. This calculation also assumes that the change occurs at the balance sheet date and has been calculated based on risk exposures outstanding as at that date. The period end balances are not necessarily representative of the average debt outstanding during the period.

## SCHEDULES

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

	in ₹ Lakhs	
	Profit or loss	
	100 bp increase	100 bp decrease
<b>As at 31/03/2018</b>		
Variable-rate instruments	(277)	277
<b>sensitivity</b>	<b>(277)</b>	<b>277</b>
<b>As at 31/03/2017</b>		
Variable-rate instruments	(204)	204
<b>sensitivity</b>	<b>(204)</b>	<b>204</b>

### b) Currency risk

The fluctuation in foreign currency exchange rates may have potential impact on the Statement of Profit and Loss account and equity, where any transaction references more than one currency or where assets/liabilities are denominated in a currency other than the functional currency of the entity.

Considering the countries and economic environment in which the Group operates, its operations are subject to risks arising from fluctuations in exchange rates in those countries. The risks primarily relate to fluctuations in U.S. dollar and Euro, against the functional currency of the Group.

#### Exposure to currency risk

The summary quantitative data about the Group's exposure to currency risk as reported to the management of the Group is as follows:

Amounts in INR	in ₹ Lakhs	
	March 31, 2018	March 31, 2017
Trade receivables (in USD)	117	84
Trade payables (in USD)	(3,443)	(2,013)
Trade payables (in Euro)	(2,153)	(997)
Trade payables (in GBP)	(36)	(20)
<b>Net statement of financial position exposure</b>	<b>(5,515)</b>	<b>(2,946)</b>
Forward exchange contracts	-	-
<b>Net exposure</b>	<b>(5,515)</b>	<b>(2,946)</b>

#### Sensitivity analysis

A 10% strengthening / weakening of the respective foreign currencies with respect to functional currency of Group would result in increase or decrease in profit or loss as shown in table below. This analysis assumes that all other variables, in particular interest rates, remain constant and ignores any impact of forecast sales and purchases. The following analysis has been worked out based on the exposures as of the date of statements of financial position.

Effect in ₹ Lakhs	Profit or loss	
	Strengthening	Weakening
<b>March 31, 2018</b>		
EUR	(215)	215
USD	(333)	333
GBP	(4)	4
	<b>(552)</b>	<b>552</b>

## SCHEDULES

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

Effect in ₹ Lakhs March 31, 2017	Profit or loss	
	Strengthening	Weakening
EUR	(100)	100
USD	(193)	193
GBP	(2)	2
	<b>(295)</b>	<b>295</b>

### 38 TAX EXPENSE

#### A. Amounts recognised in Statement of Profit and Loss

	Year ended March 31, 2018 in ₹ Lakhs	Year ended March 31, 2017 in ₹ Lakhs
Current income tax	8,316	8,450
Adjustment of tax relating to earlier years	(351)	-
Deferred income tax liability / (asset), net		
Origination and reversal of temporary differences	(736)	(521)
Deferred tax charge/(credit)	(736)	(521)
Tax expense for the year	<b>7,229</b>	<b>7,929</b>

#### B. Reconciliation of effective tax rate

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
Profit before tax	21,700	21,913
Tax using the Group's domestic tax rate (Current year 34.61% and Previous Year 34.61%)	7,510	7,584
<b>Add: Tax Effect on amounts which are not deductible/(Taxable) in calculating taxable income:</b>		
Expenditure towards Corporate Social Responsibility activities	162	189
Dividend from Mutual Funds	(122)	(145)
Adjustment of tax relating to earlier years	(351)	-
Others	30	301
	<b>7,229</b>	<b>7,929</b>

#### C. Movement in deferred tax balances

	March 31, 2018				Net balance March 31, 2018
	Net balance March 31, 2017	Recognised in Statement of Profit and Loss	Recognised in OCI	Others	
<b>Deferred tax asset</b>					
Depreciation	(1,283)	(132)	-	-	(1,415)
Other	(452)	(646)	-	-	(1,098)
Provision for Compensated Absences	(821)	(36)	-	-	(857)
Provision for Bonus	(269)	(25)	-	-	(294)
Provision for Gratuity	(328)	103	24	-	(201)
<b>Tax (Assets) / Liabilities</b>	<b>(3,153)</b>	<b>(736)</b>	<b>24</b>	<b>-</b>	<b>(3,865)</b>

## SCHEDULES

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

	March 31, 2017				in ₹ Lakhs
	Net balance March 31, 2016	Recognised in Statement of Profit and Loss	Recognised in OCI	Others	Net balance March 31, 2017
<b>Deferred tax liability</b>					
Depreciation	(163)	(1,120)	-	-	(1,283)
Other	(1,645)	710	-	483	(452)
Provision for Compensated Absences	(639)	(182)	-	-	(821)
Provision for Bonus	(253)	(16)	-	-	(269)
Provision for Gratuity	(265)	87	(150)	-	(328)
<b>Tax (Assets)/ Liabilities</b>	<b>(2,965)</b>	<b>(521)</b>	<b>(150)</b>	<b>483</b>	<b>(3,153)</b>

The Group offsets tax assets and liabilities if and only if it has a legally enforceable right to set off current tax assets and current tax liabilities and the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same tax authority.

Significant management judgement is required in determining provision for income tax, deferred income tax assets and liabilities and recoverability of deferred income tax assets. The recoverability of deferred income tax assets is based on estimates of taxable income and the period over which deferred income tax assets will be recovered. Any changes in future taxable income would impact the recoverability of deferred tax assets.

### 39 RELATED PARTY DISCLOSURES

#### (A) Names of related parties and related party relationship

##### (i) Enterprises where control exists

Ultimate Holding Company	Deutsche Post AG, Germany
Holding Company	DHL Express (Singapore) Pte. Limited, Singapore

#### (B) Related party relationships where transactions have taken place during the year

##### (i) Enterprises where control exists

Ultimate Holding Company	Deutsche Post AG, Germany
Holding Company	DHL Express (Singapore) Pte. Limited, Singapore
Fellow Subsidiary Company	DHL Express (India) Private Limited, India
Fellow Subsidiary Company	DHL Supply Chain India Private Limited, India
Fellow Subsidiary Company	DHL Logistics Private Limited, India
Fellow Subsidiary Company	DHL eCommerce (India) LLP, India
Fellow Subsidiary Company	DHL eCommerce Singapore PTE. Ltd., Singapore
Fellow Subsidiary Company	Deutsche Post IT Services, GMBH, Germany
Fellow Subsidiary Company	European Air Transport, Leipzig GMBH, Germany
Fellow Subsidiary Company	DHL Aviation (Netherlands) B.V.
Fellow Subsidiary Company	DHL Aviation EEMEA, Kingdom of Bahrain
Fellow Subsidiary Company	DHL WorldWide Network NV/SA
Fellow Subsidiary Company	Williams Lea India Private Limited, India (up to November 30, 2017)
Fellow Subsidiary Company	Tag India Private Limited, India (up to November 30, 2017)

#### (C) Entities in which a Director of a Subsidiary Company is interested

Company	Cargo Service Center India Private Limited
Company	Delhi Cargo Service Center Private Limited

## SCHEDULES

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

### (D) Key Management Personnel

Anil Khanna	Managing Director - Blue Dart Express Limited
Sharad Upasani	Chairman
Air Marshal M. McMahon (Retd.) (From February 10, 2017)	Director
Narendra Sarda	Director
Surendra Sheth (upto May 12, 2016)	Director

	Year ended March 31, 2018 in ₹ Lakhs	Year ended March 31, 2017 in ₹ Lakhs
<b>(E) Transactions with related parties during the year</b>		
<b>(i) With Holding/Fellow Subsidiaries/ Associate Company</b>		
<b>Deutsche Post AG, Germany</b>		
Reimbursements of expenses	13	10
<b>DHL Express (Singapore) Pte. Limited, Singapore</b>		
Dividend paid	2,669	5,339
<b>DHL Express (India) Private Limited, India</b>		
International servicing cost	13,489	12,180
Domestic service charges income	(5,395)	(5,740)
Legal and professional fees	97	139
Business support services income	(869)	(806)
Other income	(79)	(73)
Pickup and Delivery charges	115	-
Courier charges incurred	326	202
<b>DHL Supply Chain India Private Limited, India</b>		
Domestic service charges income	(3,522)	(2,137)
Deposit (repaid)/accepted	(50)	(25)
Efulfilment Warehousing services	366	390
<b>DHL Logistics Private Limited, India</b>		
Domestic service charges income	(530)	(175)
Deposit repaid	-	2
International Servicing Cost	24	40
Freight income	(26)	-
<b>DHL eCommerce (India) LLP, India</b>		
Domestic Network Operating Cost	454	-
<b>European Air Transport, Leipzig GMBH, Germany</b>		
Aircraft spares /Repairs	18	33
<b>DHL eCommerce Singapore PTE. Ltd., Singapore</b>		
Payment towards software maintenance	150	134
<b>Deutsche Post IT Services, GMBH, Germany</b>		
Payment towards software maintenance and others	2	1
<b>Williams Lea India Private Limited, India</b>		
Printing and stationery	114	17

## SCHEDULES

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

	Year ended March 31, 2018 in ₹ Lakhs	Year ended March 31, 2017 in ₹ Lakhs
<b>Tag India Private Limited, India</b>		
Printing and stationery	1	12
<b>DHL Aviation (Netherlands) B.V.</b>		
Aircraft Dry Lease	7,187	7,026
Received towards capital expenditure on return of aircraft	-	818
Technical services	15	-
<b>DHL Aviation EEMEA, Kingdom of Bahrain</b>		
Received towards Sale of Aircraft parts	3	-
<b>Delhi Cargo Service Centre Private Limited</b>		
Interline Expenses	6	6
<b>Cargo Service Centre India Private Limited</b>		
Interline Expenses	6	4
<b>DHL WorldWide Network NV/SA</b>		
AMC charges for Engineering & Maintenance ERP	38	80
Reimburshment of Freight charges	15	-
<b>(ii) With Key Management Personnel</b>		
<b>Anil Khanna - Blue Dart Express Limited</b>		
Remuneration	659	574
<b>Sharad Upasani</b>		
Commission	18	18
Sitting Fees	8	8
<b>Air Marshal M. McMahon (Retd.)</b>		
Commission	18	-
Sitting Fees	3	-
<b>Narendra P Sarda</b>		
Commission	18	18
Sitting Fees	8	6
<b>Surendra Sheth</b>		
Commission	-	2
Sitting Fees	-	2
<b>Tulsi Nowlakha Mirchandaney - Blue Dart Aviation Limited</b>		
Remuneration	306	251

## SCHEDULES

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

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
<b>(F) Related party balances as at the year end</b>		
<b>(i) Receivable/(Payable) from/to Fellow Subsidiaries</b>		
DHL Express (India) Private Limited, India	3,076	2,330
DHL Express (India) Private Limited, India	(7,425)	(2,807)
DHL Supply Chain India Private Limited, India	537	500
DHL Supply Chain India Private Limited, India	(68)	(77)
DHL Logistics Private Limited, India	83	56
DHL Logistics Private Limited, India	(4)	(8)
DHL Aviation (Netherlands) B.V.	(2,440)	(1,123)
Cargo Service Center India Private Limited	-	(1)
Delhi Cargo Service Center Private Limited	1,314	-
Delhi Cargo Service Center Private Limited	-	(1)
Williams Lea India Private Limited, India	-	(11)
European Air Transport, Leipzig Gmbh, Germany	-	-
<b>(ii) Payable to Key Management Personnel</b>		
Anil Khanna	278	246
Shrad Upasani	18	18
Air Marshal M. McMahon (Retd.)	18	-
Narendra Sarda	18	18
Surendra Sheth	-	2
Tulsi Nowlakha Mirchandaney	125	113

Note: The terms and conditions of transactions with related parties were no more favourable than those available, or which might be expected to be available, in similar transactions with non related parties on an arm's length basis. All balances outstanding with related parties are unsecured.

**(G) Key management personnel compensation comprised the following:**

	Anil Khanna		Tulsi Nowlakha Mirchandaney	
	Year ended March 31, 2018 in ₹ Lakhs	Year ended March 31, 2017 in ₹ Lakhs	Year ended March 31, 2018 in ₹ Lakhs	Year ended March 31, 2017 in ₹ Lakhs
Short-term employee benefits	509	443	279	243
Post-employment benefits	43	38	11	7
Long-term employee benefits	107	93	16	1
<b>Total</b>	<b>659</b>	<b>574</b>	<b>306</b>	<b>251</b>

## SCHEDULES

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

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
<b>40 DUES TO MICRO AND SMALL ENTERPRISES</b>		
Principal amount due to suppliers registered under the MSMED Act and remaining unpaid as at year end	307	282
Interest due to suppliers registered under the MSMED Act and remaining unpaid as at year end	8	5
Principal amounts paid to suppliers registered under the MSMED Act beyond the appointed day during the year	94	82
Interest paid, other than under Section 16 of MSMED Act to suppliers registered under the MSMED Act beyond the appointed day during the year	-	-
Interest paid, under Section 16 of MSMED Act to suppliers registered under the MSMED Act beyond the appointed day during the year	-	-
Interest due and payable towards suppliers registered under MSMED Act for payments already made	2	2
Further interest remaining due and payable for earlier years	5	2
The above information regarding Micro, Small and Medium Enterprises given in note 24 - Trade Payables has been determined to the extent such parties have been identified on the basis of information available with the Group.		

**Detailed break-up of Interest is as follows:**

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
Interest due to suppliers registered under the MSMED Act and remaining unpaid as at year end	8	5
Interest due and payable towards suppliers registered under MSMED Act for payments already made	2	2
Further interest remaining due and payable for earlier years	5	2
Interest Charge to Statement of Profit and Loss	3	2

**41 CAPITAL AND OTHER COMMITMENTS**

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
Estimated amount of contracts remaining to be executed on capital account and not provided for [net of advances ₹ 108 Lakhs (March 31, 2017-₹ 207 Lakhs)]	9,771	4,383

**42 CONTINGENT LIABILITIES**

	As at March 31, 2018 in ₹ Lakhs	As at March 31, 2017 in ₹ Lakhs
Claims against the Company not acknowledged as debt		
Stamp Duty - Karnataka	Not ascertainable	Not ascertainable
In response to the notices received from Stamp Authorities of Bangalore, Mangalore and Mumbai for payment of stamp duty under the Karnataka Stamp Act, 1957, and Maharashtra Stamp Act, 1958, based on the legal counsel advise received, the Company has filed its reply with those authorities submitting that on various grounds, it does not consider an air waybill to be an 'acknowledgement' chargeable to stamp duty under the Schedule of the said Act.		

## SCHEDULES

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

### 43 Disclosures required by Schedule III of the Companies Act, 2013 by way of additional information:

Name of the entity	Net Assets, i.e., total assets minus total liabilities		Share in profit or loss	
	As % of consolidated net assets	Amount in ₹ Lakhs	As % of consolidated profit	Amount in ₹ Lakhs
Parent:				
Blue Dart Express Limited	81%	42,815	98%	14,210
Subsidiaries (Indian):				
Blue Dart Aviation Limited	19%	9,887	2%	256
Concorde Air Logistics Limited	1%	479	0%	5
<b>Total</b>	<b>100%</b>	<b>53,181</b>	<b>100%</b>	<b>14,471</b>

### 44 CAPITAL MANAGEMENT

The Group's objective for Capital management is to maximise shareholder's value and support the strategic objectives of the Group. The Group determines the capital requirements based on its financial performance, operating and long term investment plans. The funding requirements are met through operating cash flows generated.

The Group monitors capital using a ratio of 'debt' to 'equity'. For this purpose, adjusted net debt is defined as total borrowings, comprising interest bearing debentures, less cash and cash equivalents. Equity comprises all components of equity. Debt equity ratio as at March 31, 2018 is 0.43 and as at March 31, 2017 is 0.63.

### 45 DIVIDENDS

The final dividend proposed for the year is as follows:

On Equity Shares of ₹ 10/- each

Amount of dividend proposed (in ₹ Lakhs)

Dividend per equity share

	As at March 31, 2018	As at March 31, 2017
	2,966	3,559
	12.50	15

### 46 RECENT ACCOUNTING PRONOUNCEMENTS

Standards issued but not yet effective

The amendments to standards that are issued, but not yet effective, up to the date of issuance of the Group's financial statements are disclosed below. The Group intends to adopt these standards, if applicable, when they become effective.

The Ministry of Corporate Affairs (MCA) has issued the Companies (Indian Accounting Standards) Amendment Rules, 2017 and Companies (Indian Accounting Standards) Amendment Rules, 2018 amending the following standard:

Ind AS 115 Revenue from Contracts with Customers

Ind AS 115 was issued on 28 March 2018 and establishes a five-step model to account for revenue arising from contracts with customers. Under Ind AS 115, revenue is recognised at an amount that reflects the consideration to which an entity expects to be entitled in exchange for transferring goods or services to a customer.

The new revenue standard will supersede all current revenue recognition requirements under Ind AS. Either a full retrospective application or a modified retrospective application is required for annual periods beginning on or after 1 April 2018. Based on the preliminary assessment performed, the Group does not anticipate a material impact on the financial statements.

## SCHEDULES

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

### 47 SEGMENT INFORMATION

The Group has only one operating segment, which is integrated air and ground transportation and distribution. All assets of the Group are domiciled in India and the Group earns its entire revenue from its operations in India. There is no single customer which contributes more than 10% of the Group's total revenues.

As per our report of even date

For and on behalf of the Board of Directors

**For S.R. Batliboi & Associates LLP**  
ICAI Firm Registration No.101049W/E300004  
Chartered Accountants

**Sharad Upasani**  
Chairman  
DIN:01739334

**Anil Khanna**  
Managing Director  
DIN:01334483

**Malcolm Monteiro**  
Director  
DIN:00089757

**Narendra Sarda**  
Director  
DIN:03480129

**per Kalpesh Jain**  
Partner  
Membership No. 106406

**Air Marshal M. McMahon (Retd.)**  
Director  
DIN:00234293

**Tulsi Nowlakra Mirchandaney**  
Additional Director  
DIN:01842520

**Yogesh Dhingra**  
Group Chief Financial  
Officer & Chief Strategy  
Officer

**Aneel Gambhir**  
Chief Financial Officer

Place: Mumbai  
Date: May 8, 2018

Place: Mumbai  
Date: May 8, 2018

**Tushar Gunderia**  
Company Secretary





# BLUE DART

## EXPRESS LIMITED

### NOTICE

**NOTICE** is hereby given that Twenty Seventh Annual General Meeting of Blue Dart Express Limited will be held on Tuesday, July 31, 2018 at 4:30 p.m. at Chancellor I, Hotel Hilton Mumbai International Airport, Sahar Airport Road, Andheri (E), Mumbai 400 099, to transact the following business:

#### **ORDINARY BUSINESS:**

1. To receive, consider and adopt
  - a) the Audited Financial Statements of the Company for the financial year ended March 31, 2018, the reports of the Board of Directors and Auditors thereon; and
  - b) the Audited Consolidated Financial Statements of the Company for the financial year ended March 31, 2018, together with the Report of the Auditors thereon
2. To declare Dividend on Equity Shares for the financial year ended March 31, 2018.
3. To appoint a Director in place of Mr. Malcolm Monteiro (DIN: 00089757) who retires by rotation and being eligible, offers himself for re-appointment.

#### **SPECIAL BUSINESS:**

4. To consider and, if thought fit, to pass the following resolution as an **Ordinary Resolution:**

**“RESOLVED THAT** Mr. Charles Brewer (DIN: 07854413) who has been appointed as an Additional Director of the Company with effect from July 28, 2017 by the Board of Directors of the Company pursuant to the provisions of Section 152, 161 and other applicable provisions of the Companies Act, 2013 read with the Companies (Appointment and Qualification of Directors) Rules, 2014 (including any statutory modification(s) or re-enactment thereof for the time being in force) and pursuant to Article 147 of the Articles of Association of the Company and who holds office upto the date of this Annual General Meeting and in respect of whom the Company has received a notice in writing from a Member proposing his candidature for the office of Director, under the provisions of Section 160 of the Companies Act, 2013 and who being eligible for appointment to the office of Director and on the basis of recommendation of Nomination & Remuneration Committee and approval of the Board, be and is hereby appointed as a Director of the Company, liable to retire by rotation.”

5. To consider and, if thought fit, to pass the following resolution as an **Ordinary Resolution:**

**“RESOLVED THAT** Ms. Tulsi Nowlakhia Mirchandaney (DIN: 01842520) who has been appointed as an Additional Director of the Company with effect from October 17, 2017 by the Board of Directors of the Company pursuant to the provisions of Section 152, 161 and other applicable provisions of the Companies Act, 2013 read with the Companies (Appointment and Qualification of Directors) Rules, 2014 (including any statutory modification(s) or re-enactment thereof for the time being in force) and pursuant to Article 147 of the Articles of Association of the Company and who holds office upto the date of this Annual General Meeting and in respect of whom the Company has received a notice in writing from a Member proposing her candidature for the office of Director, under the provisions of Section 160 of the Companies Act, 2013 and who being eligible for appointment to the office of Director and on the basis of recommendation of Nomination & Remuneration Committee and approval of the Board, be and is hereby appointed as a Director of the Company, liable to retire by rotation.”

6. To consider and, if thought fit, to pass the following resolution as an **Ordinary Resolution:**

**“RESOLVED THAT** pursuant to provisions of Sections 196, 197, 203 and other applicable provisions, if any, of the Companies Act, 2013 read with Schedule V to the Companies Act, 2013 and Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014 (including any statutory modification(s) or re-enactment thereof for the time being in force) and in terms of recommendation of the Nomination & Remuneration Committee and as approved by the Board of Directors, approval of Members of the Company be and is hereby accorded for the re-appointment of Mr. Anil Khanna (DIN 01334483) as the Managing Director of the Company for a further period of 3 (three) years commencing from February 21, 2018 and on terms and conditions including remuneration as set out in the Agreement to be entered into between the Company and Mr. Anil Khanna, Managing Director, a draft whereof is placed before the meeting duly initialed by the Chairman for the purpose of identification, which Agreement is hereby specifically sanctioned with liberty to the Board of Directors to alter and vary the terms and conditions of the said Agreement as may be agreed to between the Board of Directors and the Managing Director.

**RESOLVED FURTHER THAT** notwithstanding anything contained hereinabove, where, during the term of employment of the Managing Director, if in any financial year, the Company has no profits or its profits are inadequate, unless otherwise approved by any Statutory Authority, as may be required, the remuneration payable to the Managing Director including salary, perquisites and any other allowances shall be governed and be subject to the conditions and ceiling provided under the provisions of Schedule V of Companies Act, 2013 or such other limits as may be prescribed by the Government from time to time as minimum remuneration.

**RESOLVED FURTHER THAT** the Board of Directors of the Company be and are hereby authorised to take all necessary steps for the aforesaid purpose and matters incidental thereto.”

- 7 (a) To consider and, if thought fit, to pass the following resolution as a **Special Resolution**:

**RESOLVED THAT** pursuant to the provisions of Regulation 17(1A) of the SEBI (Listing Obligations and Disclosure Requirements) (Amendment) Regulations, 2018 (which will be effective from April 01, 2019) issued vide SEBI Notification dated May 09, 2018, (including any statutory amendment(s) or modification(s) thereto or re-enactment(s) thereof for the time being in force) and subject to such other applicable laws, rules, regulations etc. as may be applicable in this regard, and pursuant to the recommendation and approval of the Nomination & Remuneration Committee and the Board of Directors, consent of the members be and is hereby accorded to continue the appointment of Mr. Sharad Upasani (DIN: 01739334), as a Non-Executive Independent Director of the Company beyond the age of 75 years from the period beginning from April 1, 2019 until the expiry of his tenure on July 22, 2024 as per the terms of appointment and renewal thereof.

**RESOLVED FURTHER THAT** any Director and/ or the Company Secretary of the Company, be and is hereby authorized severally to do all such acts, deeds, matters and things as may be considered necessary or desirable to give effect to this resolution and matters incidental thereto.”

- 7 (b) To consider and, if thought fit, to pass, the following resolution as a **Special Resolution**:

“**RESOLVED THAT** pursuant to the provisions of Section 149, 152 and other applicable provisions, if any, of the Companies Act, 2013 (‘the Act’) read with Schedule IV to the Act and the Companies (Appointment and Qualification of Directors) Rules, 2014 (‘the Rules’), Regulation 16 and 17 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, including any statutory modification(s) or any amendment(s) thereto or any substitution(s) or any re-enactment(s) thereof for the time

being in force, Mr. Sharad Upasani (DIN: 01739334), aged 79 years whose term of office expires on July 22, 2019 and who has submitted a declaration that he meets the criteria of independence as provided in Section 149(6) of the Act and who is eligible for re-appointment and in respect of whom the Company has received a notice in writing from a member under Section 160 of the Act, proposing his candidature for the office of a Director and on the basis of approval received by the Nomination & Remuneration Committee and Board of Directors, be and is hereby re-appointed for a second term as an Independent Director of the Company, not liable to retire by rotation, to hold office for further period of 5 (Five) consecutive years commencing from July 23, 2019 till July 22, 2024.

**RESOLVED FURTHER THAT** any Director and/ or the Company Secretary of the Company, be and is hereby authorized severally to do all such acts, deeds, matters and things as may be considered necessary or desirable to give effect to this resolution and matters incidental thereto.”

Mumbai,  
June 18, 2018

By Order of the Board  
sd/-

**Tushar Gunderia**  
Company Secretary

Regd. Office:  
Blue Dart Centre, Sahar Airport Road,  
Andheri (East), Mumbai – 400 099.  
Tel : 28396444 | Fax : 28244131  
CIN: L61074MH1991PLC061074  
www.bluedart.com  
communications@bluedart.com

## NOTES:

**1. A MEMBER ENTITLED TO ATTEND AND VOTE AT THE MEETING IS ENTITLED TO APPOINT A PROXY TO ATTEND AND VOTE INSTEAD OF HIMSELF /HERSELF AND PROXY NEED NOT BE A MEMBER. PROXIES IN ORDER TO BE EFFECTIVE MUST BE RECEIVED BY THE COMPANY AT THE REGISTERED OFFICE NOT LESS THAN 48 HOURS BEFORE THE MEETING.**

A person can act as proxy on behalf of Members not exceeding fifty (50) and holding in the aggregate not more than 10% of the total share capital of the Company. In case a proxy is proposed to be appointed by a Member holding more than 10% of the total share capital of the Company carrying voting rights, then such proxy shall not act as a proxy for any other person or shareholder.

2. Corporate members intending to send their authorized representatives to attend the Meeting are requested to submit to the Company, a certified true copy of the Board Resolution authorizing their representatives to attend and vote on their behalf at the meeting.
3. An Explanatory Statement pursuant to Section 102 of the Companies Act, 2013, relating to the Special Business as set out in Item Nos. 4 to 7 and relevant details in respect of Item no. 3 pursuant to the provisions of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 & Secretarial Standard on General Meeting (SS-2) are annexed hereto.
4. The Register of Members and Share Transfer Books of the Company will remain closed from Tuesday, July 24, 2018 to Tuesday, July 31, 2018 (both days inclusive) for the purpose of determining eligibility of members entitled to dividend.
5. Dividend as may be declared shall be payable to Members of the Company whose names appear:
  - (a) as Beneficial Owners as at the close of the business hours on Monday, July 23, 2018 as per the details to be furnished by the National Securities Depository Limited and Central Depository Services (India) Limited in respect of shares held in electronic form; and
  - (b) as members in the Register of Members of the Company after giving effect to valid share transfers in the physical form lodged with the Company on or before Monday, July 23, 2018. Transfer Documents received after Monday, July 23, 2018 will not be considered for the aforesaid purposes.
6. The Company has transferred unclaimed dividend declared for the Financial Years 1995-96, 1996-97, 1998-99, 1999-2000 (interim and final dividend), 2000-2001, 2001-2002, 2002-2003, 2003-2004, 2004-2005 December 2006, December 2007, December 2008, December 2009 and December 2010 to "The Investors Education and Protection Fund" (IEPF) established by the Central Government.
7. The Ministry of Corporate Affairs had notified provisions relating to unpaid/ unclaimed dividend under sections 124 and 125 of Companies Act, 2013 and Investor Education and Protection Fund (IEPF) (Accounting, Audit, Transfer and Refund) Rules, 2016. As per the rules dividends which are not encashed/claimed by the shareholder for a period of seven consecutive years shall be transferred to IEPF Authority. The new IEPF rules mandate the Companies to transfer the shares of shareholders whose dividends remain unpaid/ unclaimed for a period of seven consecutive years to the demat account of IEPF Authority.

Accordingly, the shares in respect of which dividend was not claimed for a period of seven years starting from the year ended December 31, 2009, and December 31, 2010 have been transferred to IEPF in November, 2017 and May 2018 respectively. Details of shares transferred to the IEPF Authority are available on the website of the Company and on Ministry of Corporate Affairs Website. The Members whose dividend/ Shares as transferred to the IEPF Authority can now claim the same from the Authority by following the Procedure as detailed on the website of IEPF Authority <http://iepf.gov.in/IEPFA/refund.html>.
8. All members who have either not received or have not yet encashed their dividend warrant(s) for the financial year December 2011 till the period ended March 31, 2017 and Interim Dividend for the financial year ended March 31, 2014, are requested to write to the Company's Registrar and Share Transfer Agent at the address mentioned below for obtaining duplicate dividend warrant without any further delay.
9. Members are requested to furnish their Bank Account details, change of address, e-mail address etc. to the Company's Registrar and Transfer Agent viz; Link Intime India Pvt. Ltd. at the address mentioned below, in respect of shares held in the physical form and to their respective Depository Participants, if shares are held in electronic form.
10. Members desirous of getting any information about accounts of the Company are requested to send their queries at the Registered Office of the Company at least 10 days prior to the date of meeting so that the requisite information can be readily made available at the meeting.
11. Members are requested to bring their copy of the Annual Report at the Meeting.
12. The members/proxies should bring attendance slips duly filled in and signed for attending the meeting and handover the same at the entrance of the Hall.
13. The Securities and Exchange Board of India (SEBI) vide its circular dated 20<sup>th</sup> April, 2018 has mandated registration of Permanent Account Number (PAN) and Bank Account Details for all securities holders. Members holding shares in physical form are therefore, requested to submit their PAN and Bank Account Details to Link Intime India Pvt. Ltd. / Company by sending a duly signed letter along with self-attested copy of PAN Card and original cancelled

cheque. The original cancelled cheque should bear the name of the Member. In the alternative Members are requested to submit a copy of bank passbook/ statement attested by the bank. Members holding shares in demat form are, requested to submit the aforesaid information to their respective Depository Participant.

14. SEBI has decided that securities of listed companies can be transferred only in dematerialised form with effect from December 5, 2018. In view of the above and to avail various benefits of dematerialisation, members are advised to dematerialise shares held by them in physical form.
15. Members of the Company had approved the appointment of M/s. S. R. Batliboi & Associates LLP, Chartered Accountants, as the Statutory Auditors at the Twenty Sixth Annual General Meeting of the Company for a term of five years subject to ratification by the members at every Annual General Meeting. The Ministry of Corporate Affairs vide its Notification dated May 7, 2018 has enforced Section 40 of the Companies (Amendment) Act, 2017 and the Companies (Audit and Auditors) Rules, 2014 wherein the requirement for ratifying the appointment of the Statutory Auditors of the Company at every Annual General Meeting has now been dispensed with. Accordingly, the proposal for ratification of the appointment of Statutory Auditors is not forming part of the Notice convening ensuing Annual General Meeting.
16. Electronic copy of the Annual Report for 2017-2018 along with Notice, Attendance Slip and Proxy Form is being sent to all the members whose e-mail Ids are registered with the Company/ Depository Participants(s) for communication purpose unless any member has requested to provide him physical copy of Annual Report. For members who have not registered their e-mail address, physical copies Annual Reports for 2017-2018 is being sent to them in the permitted mode.
17. To support the 'Green Initiative', Members who have not registered their e-mail addresses are requested to register the same with the Registrar & Transfer Agent viz; Link Intime India Pvt. Ltd.
18. Members may also note that the Notice of the 27th Annual General Meeting and the Annual Report for 2017-2018 will also be available on the Company's website viz; www.bluedart.com. The physical copies of the aforesaid documents will also be available at the Company's Registered Office in Mumbai for inspection during normal business hours on working days excluding Sunday(s) and Public Holiday(s) upto and at the Annual General Meeting. Even after registering for e-communication, members are entitled to receive such communication in physical form, upon making a request for the same.
19. The Notice of AGM of the Company can be downloaded from www.cdslindia.com and www.bluedart.com.
20. The route map showing directions to reach the venue of the Twenty Seventh AGM is annexed.
21. **In compliance with the provisions of Section 108 of the Companies Act, 2013 and Rules framed thereunder and**

**Regulation 44 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, Members are provided with the facility to cast their votes electronically, through remote e-voting services provided by the Central Depository Services (India) Limited (CDSL), on all resolutions set forth in this Notice.**

The instructions for e-voting are as under:

- (i) The voting period begins on Thursday, July 26, 2018 (9.00 a.m. IST) and ends on Monday, July 30, 2018 (5.00 p.m. IST). During this period, shareholders' of the Company, holding shares either in physical form or in dematerialized form, as on the cut-off date of July 24, 2018, may cast their vote electronically. The remote e-voting module shall be disabled by CDSL for voting thereafter.
- (ii) The shareholders should log on to the e-voting website www.evotingindia.com.
- (iii) Click on Shareholders / Members.
- (iv) Now Enter your User ID
  - a. For CDSL: 16 digits beneficiary ID,
  - b. For NSDL: 8 Character DP ID followed by 8 Digits Client ID,
  - c. Members holding shares in Physical Form should enter Folio Number registered with the Company.
- (v) Next enter the Image Verification as displayed and Click on Login.
- (vi) If you are holding shares in demat form and had logged on to www.evotingindia.com and voted on an earlier voting of any company, then your existing password is to be used.
- (vii) If you are a first time user follow the steps given below:

<b>For Members holding shares in Demat Form and Physical Form</b>	
PAN	Enter your 10 digit alpha-numeric PAN issued by Income Tax Department (Applicable for both demat shareholders as well as physical shareholders) <ul style="list-style-type: none"> <li>• Members who have not updated their PAN with the Company/Depository Participant are requested to use the sequence number which is printed on Postal Ballot / Attendance Slip indicated in the PAN field.</li> </ul>
Dividend Bank Details <b>OR</b> Date of Birth (DOB)	Enter the Dividend Bank Details or Date of Birth (in dd/mm/yyyy format) as recorded in your demat account or in the company records in order to login. <ul style="list-style-type: none"> <li>• If both the details are not recorded with the depository or company please enter the member id / folio number in the Dividend Bank details field as mentioned in instruction (iv).</li> </ul>

- (viii) After entering these details appropriately, click on "SUBMIT" tab.
- (ix) Members holding shares in physical form will then directly reach the Company selection screen. However, members holding shares in demat form will now reach 'Password Creation' menu wherein they are required to mandatorily

enter their login password in the new password field. Kindly note that this password is to be also used by the demat holders for voting for resolutions of any other company on which they are eligible to vote, provided that company opts for e-voting through CDSL platform. It is strongly recommended not to share your password with any other person and take utmost care to keep your password confidential.

- (x) For Members holding shares in physical form, the details can be used only for e-voting on the resolutions contained in this Notice.
- (xi) Click on the EVSN for <BLUE DART EXPRESS LIMITED> on which you choose to vote.
- (xii) On the voting page, you will see "RESOLUTION DESCRIPTION" and against the same the option "YES/NO" for voting. Select the option YES or NO as desired. The option YES implies that you assent to the Resolution and option NO implies that you dissent to the Resolution.
- (xiii) Click on the "RESOLUTIONS FILE LINK" if you wish to view the entire Resolution details.
- (xiv) After selecting the resolution you have decided to vote on, click on "SUBMIT". A confirmation box will be displayed. If you wish to confirm your vote, click on "OK", else to change your vote, click on "CANCEL" and accordingly modify your vote.
- (xv) Once you "CONFIRM" your vote on the resolution, you will not be allowed to modify your vote.
- (xvi) You can also take a print of the votes cast by clicking on "Click here to print" option on the Voting page.
- (xvii) If a demat account holder has forgotten the login password then Enter the User ID and the image verification code and click on Forgot Password & enter the details as prompted by the system.
- (xviii) Shareholders can also cast their vote using CDSL's mobile app m-Voting available for android based mobiles. The m-Voting app can be downloaded from Google Play Store. Apple and Windows phone users can download the app from the App Store and the Windows Phone Store respectively. Please follow the instructions as prompted by the mobile app while voting on your mobile.
- (xix) **Note for Non – Individual Shareholders and Custodians**
  - Non-Individual shareholders (i.e. other than Individuals, HUF, NRI etc.) and Custodian are required to log on to [www.evotingindia.com](http://www.evotingindia.com) and register themselves as Corporates.
  - A scanned copy of the Registration Form bearing the stamp and sign of the entity should be emailed to [helpdesk.evoting@cdslindia.com](mailto:helpdesk.evoting@cdslindia.com).
  - After receiving the login details a Compliance User should be created using the admin login and password. The Compliance User would be able to link the account(s) for which they wish to vote on.

- The list of accounts linked in the login should be emailed to [helpdesk.evoting@cdslindia.com](mailto:helpdesk.evoting@cdslindia.com) and on approval of the accounts they would be able to cast their vote.
- A scanned copy of the Board Resolution and Power of Attorney (POA) which they have issued in favour of the Custodian, if any, should be uploaded in PDF format in the system for the scrutinizer to verify the same.

In case you have any queries or issues regarding e-voting, you may refer the Frequently Asked Questions ("FAQs") and e-voting manual available at [www.evotingindia.com](http://www.evotingindia.com), under help section or write an email to [helpdesk.evoting@cdslindia.com](mailto:helpdesk.evoting@cdslindia.com).

#### **Other instructions:**

- (i) The voting rights of Members shall be in proportion to their shares of the paid – up equity share capital of the Company as on July 24, 2018.
- (ii) Mr. Nilesh Shah, Practicing Company Secretary (Membership No. FCS 4554), has been appointed as the scrutinizer to scrutinize the voting at the Annual General Meeting and remote e-voting process in a fair and transparent manner.
- (iii) The facility for voting, either through electronic voting system or ballot or polling paper shall also be made available at the meeting and Members attending the meeting who have not already cast their vote by remote e-voting shall be able to exercise their right at the meeting.
- (iv) Members who have cast their vote by remote e-voting prior to the meeting may also attend the meeting but shall not be entitled to cast their vote again.
- (v) The results declared along with the Scrutinizer's Report shall be placed on the Company's website [www.bluedart.com](http://www.bluedart.com) and on the website of CDSL and communicated to the BSE Limited (BSE), and the National Stock Exchange of India Limited (NSE) where the shares of the Company are listed. The results shall also be displayed on the Notice Board at the Registered Office of the Company.
- (vi) Any person who acquires shares of the Company and becomes member of the Company after dispatch of the Notice and holding shares as on the cut -off date i.e. July 24, 2018 may follow the same procedure as mentioned above for e-Voting. However, if you are already registered with CDSL for remote e-voting then you can use your exiting password for casting your vote.

#### **REGISTRAR & SHARE TRANSFER AGENT:**

Link Intime India Pvt. Ltd.,  
C- 101, First Floor, 247 Park,  
LBS Marg, Vikhroli West,  
Mumbai - 400 083

## EXPLANATORY STATEMENT PURSUANT TO SECTION 102 OF THE COMPANIES ACT, 2013.

As required by the provisions of Section 102 of the Companies Act, 2013, the following Explanatory Statement sets out all material facts relating to the business mentioned under item no. 4 to item no. 7 of the accompanying Notice dated June 18, 2018.

### Item No. 4

Mr. Charles Brewer was appointed by the Board of Directors of the Company as an Additional Director with effect from July 28, 2017 and holds office upto the date of this Annual General Meeting, pursuant to provisions of Section 161 of the Companies Act, 2013, and Article 147 of the Articles of Association of the Company. The Notice under Section 160 of the Companies Act, 2013 has been received from a Member proposing name of Mr. Charles Brewer as a candidate for the office of Director of the Company. The Nomination & Remuneration Committee and the Board of Directors have also recommended and approved appointment of Mr. Charles Brewer as a Director of the Company.

Brief resume of Mr. Charles Brewer pursuant to Regulation 36 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 and Secretarial Standard-2 on General Meeting is provided below.

Mr. Charles Brewer, aged 53 years is CEO of DHL eCommerce, a division of Deutsche Post DHL Group, which he joined in 1984. In his role, he leads a global team responsible for developing solutions that enables the e-commerce industry.

Mr. Charles Brewer is a proven expert in supply chain, international shipping and e-commerce with over 32 years of industry experience, covering multiple global regions and disciplines across Europe, Asia Pacific, the Americas and Africa. Prior to joining DHL eCommerce, he was Managing Director for DHL Express, Sub-Saharan Africa where he was responsible for the successful business and operations of 54 countries and territories, encompassing more than 50,000 customers, 4,000 employees, 250 facilities, 5 regional hubs and 20 dedicated DHL aircraft.

Mr. Charles Brewer started his career at DHL in UK before moving to the DHL Express Asia Pacific region where he was appointed Country Manager for Philippines and subsequently Country Manager for Malaysia. After Asia Pacific, Mr. Charles spent 5 years in the Americas region, where he first led the commercial organization and later was General Manager for the North East region. Mr. Charles Brewer was born in 1965 in UK. After completing school at Lord Wandsworth College, he went to Cranfield and Reading University and completed executive program at Henley Management College.

Details of remuneration sought to be paid - NIL

The number of Meetings of the Board attended during the year: 1 (For the period from July 28, 2017 (date of appointment) to March 31, 2018).

Directorship of other Companies; NIL

Mr. Charles Brewer, Director, is not a member/ Chairman of any committee and does not hold any shares in the Company.

Mr. Charles Brewer and any of the other Directors / Key Managerial Personnel of the Company do not have any inter-se relationship.

Except Mr. Charles Brewer, being an appointee, none of the other Directors and Key Managerial Personnel of the Company and their respective relatives is concerned or interested, financial or otherwise, in the resolution set out in item no. 4.

The Board of Directors recommends the resolution for your approval.

### Item No. 5

Ms. Tulsi Nowlakha Mirchandaney was appointed by the Board of Directors of the Company as an Additional Director with effect from October 17, 2017 and holds office upto the date of this Annual General Meeting, pursuant to provisions of Section 161 of the Companies Act, 2013 and Article 147 of the Articles of Association of the Company. The Notice under Section 160 of the Companies Act, 2013 has been received from a Member proposing name of Ms. Tulsi Nowlakha Mirchandaney as a candidate for the office of Director of the Company. The Nomination and Remuneration Committee & the Board of Directors have also recommended and approved appointment of Ms. Tulsi Nowlakha Mirchandaney as a Director of the Company.

Brief resume of Ms. Tulsi Nowlakha Mirchandaney pursuant to Regulation 36 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 and Secretarial Standard-2 on General Meeting is provided below.

Ms. Tulsi Nowlakha Mirchandaney aged 68 years is the Managing Director and Accountable Manager of Blue Dart Aviation, India's only domestic cargo airline and South Asia's largest, with a fleet of six Boeing 757 freighters. Blue Dart Aviation is the only cargo airline that has sustained its operations in India for the past 22 years. Ms. Mirchandaney's responsibility spans the organization's flight and ground operations, inhouse airframe line and heavy maintenance and ground handling activities with a workforce of over 1100 committed professionals.

Ms. Tulsi Nowlakha Mirchandaney has been actively associated with the airline and express industry in India for over 45 years and with Blue Dart group for 22 years, having been involved with the launch of Blue Dart Aviation prior to its inception in 1996. Ms. Mirchandaney spearheaded First Choice, the Group's continuous improvement programme and was the first Senior Advisor for First Choice in Blue Dart. In Blue Dart Aviation, she has been instrumental in bringing about policy changes in civil aviation to acknowledge the contribution of air express and support the distinctive requirements of the cargo airline industry in the country. Ms. Mirchandaney has an MBA degree

in International Aviation from Concordia University, Montreal and has been felicitated by the Ministry of Civil Aviation for her Contribution to Civil Aviation in the country

Details of remuneration sought to be paid - NIL

The number of Meetings of the Board attended during the year: 4 (For the period from October 17, 2017 (date of appointment) to March 31, 2018).

Directorship of other Companies:

1. Blue Dart Aviation Limited

Ms. Tulsi Nowlakha Mirchandaney, Director, is not a member/ Chairman of any committee and does not hold any shares in the Company.

Ms. Tulsi Nowlakha Mirchandaney and any of the other Directors/ Key Managerial Personnel of the Company do not have any inter-se relationship.

Except Ms. Tulsi Nowlakha Mirchandaney, being an appointee, none of the other Directors and Key Managerial Personnel of the Company and their respective relatives is concerned or interested, financial or otherwise, in the resolution set out in item no. 5.

The Board of Directors recommends the resolution for your approval.

**Item No. 6**

Based on the recommendation of Nomination & Remuneration Committee and subject to necessary approval by the Members in the General Meeting, the Board of Directors of the Company in its Meeting held on January 30, 2018, re-appointed Mr. Anil Khanna as Managing Director of the Company for a further period of three years with effect from February 21, 2018 to February 20, 2021.

Mr. Anil Khanna, aged 62 years is a graduate from St. Stephen's College, Delhi and holds an MBA degree in Marketing and Finance from UBS, Chandigarh. Mr. Khanna has 39 years of experience in various industries and has been with Blue Dart for over 25 years.

Mr. Anil Khanna took over as Managing Director of Blue Dart Express Ltd. in the year 2007 and since then has led the organization successfully with clear strategic vision, focus on customers and inclusive execution of customer centric value propositions, thereby consolidating Blue Dart's leadership position in the market place.

Under his leadership, Blue Dart has increased its market share in Air and Ground Express and has broadened its strategic focus from being an air express company since inception to being a company that straddles customer offerings across time definite, priority, deferred as well as focus on industry specific solutions in air and ground express segments. The Company also expanded its e-tailing business under leadership of Mr. Khanna.

Prior to his commencement of tenure as a Managing Director, Mr. Anil Khanna was instrumental in transforming the Western Region by strengthening its sales systems and structure. As Senior Vice

President, he turned around West -1 Region to highly result oriented Region in the Country. In a short span of time, Western Region of Blue Dart under his leadership had become no. 1 Region in the Country. Mr. Khanna also possesses varied experience in the paints and varnishes, consumer durables, auto components and construction chemical industries.

The Board of Directors of the Company has subject to provisions of Section 196, 197, 203 and any other applicable provisions of the Companies Act, 2013 and the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014 (including any statutory modification(s) or re-enactment thereof for the time being in force), read with Schedule V to the Companies Act, 2013, appointed Mr. Anil Khanna as Managing Director for a period of three years with effect from February 21, 2018 on the remuneration terms and broad terms and conditions detailed hereunder as recommended by Nomination & Remuneration Committee and Board of Directors in their meetings held on January 30, 2018 and May 8, 2018.

**TERMS AND CONDITIONS OF RE-APPOINTMENT OF MR. ANIL KHANNA AS MANAGING DIRECTOR:**

( for the period from February 21, 2018 to March 31, 2019)

Basic	- ₹ 18.87 Lakhs per month
House Rent Allowance	- ₹ 1.04 Lakhs per month
Special Allowance	- ₹ 2.64 Lakhs per month
Sr. Management Allowance	- ₹ 1.08 Lakhs per month

In addition to the above amount, Mr. Anil Khanna shall be entitled to the following:

- (i) The Company's contribution to Provident Fund, in accordance with the Rules and Regulations of the Company.
- (ii) Gratuity payable at a rate not exceeding half a month's salary for each completed year of service.
- (iii) Encashment of unavailed leave at the end of each year.
- (iv) Re-imbursment of telephone expenses at residence for official purpose.
- (v) A chauffeur – driven vehicle.
- (vi) Coverage under Company's Group Insurance Cover.
- (vii) Fees of club, subject to a maximum of one club. This will not include admission and life membership fees.
- (viii) Subscription and Annual fees for the Corporate Credit Card.
- (ix) The Managing Director shall be entitled to an incentive payment based on achievement of profitability levels and other parameters as determined by the Board of Directors for the calendar year ended December 31, 2018, upto a maximum of Rs. 177.16 lakhs.

(x) Increment for each year shall be determined by the 'Nomination & Remuneration Committee' and which shall be subject to approval of the Board of Directors and members of the Company at the General Meeting of members.

(xi) Entitlement to LTI as per LTI Scheme

In terms of Article 160 of the Articles of Association of the Companies Act 2013, Mr. Anil Khanna shall not be subject to retirement by rotation during his tenure as Managing Director.

During the term of employment of Managing Director, if in any financial year, the Company has no profits or its profits are inadequate, unless otherwise approved by any Statutory Authority, as may be required, the remuneration payable to the Managing Director including salary, perquisites and any other allowances shall be governed and be subject to the conditions and ceiling provided under the provisions of Schedule V of Companies Act, 2013 or such other limits as may be prescribed by the Government from time to time as minimum remuneration. Severance term agreed between the Company and Managing Director is six months notice or payment of six months' salary in lieu thereof.

The number of Meetings of the Board attended during the year: 7 (For the period from April 01, 2017 to March 31, 2018).

Directorship Membership/ Chairmanship of Committees of Other Boards:

Sr. No.	Names of the Companies	Designation
1.	Express Industry Council of India	Director

This Explanatory Statement be treated as a written memorandum under Section 190 of the Companies Act, 2013, of the Agreement to be entered into between the Company and Mr. Anil Khanna.

A copy of the draft of the Agreement referred to in the said resolution is available for inspection by the members at the Registered Office of the Company on any working day excluding public holidays and Sundays, between 11.00 A.M. to 1.00 P.M. upto and including the date of Annual General Meeting and the same is also available for inspection by the members at the Annual General Meeting.

In compliance with the applicable provisions of the Companies Act, 2013, an Ordinary Resolution as per the terms set out in Item No. 6 of the accompanying Notice is being placed before the members in the Annual General Meeting.

Except Mr. Anil Khanna being the appointee, none of the other Directors and Key Managerial Personnel of the Company and their respective relatives is concerned or interested, financial or otherwise, in the resolution set out in item no. 6.

The Board of Directors recommends the resolution for approval by members.

#### **Item No. 7(a) and 7(b)**

As per the provisions of Section 149, 152, Schedule IV of the Act read with rules made thereunder, the Company had appointed Mr. Sharad Upasani as an Independent Director as per the requirement of the Companies Act, 2013 for a period 5 (Five) consecutive years commencing from July 23, 2014 till July 22, 2019.

Since Mr. Sharad Upasani, would be completing his term on July 22, 2019 and is eligible for re-appointment for another term under the applicable provisions of Companies Act, 2013, consent of the members by way of Special Resolution is sought for re-appointment of Mr. Sharad Upasani as Independent Director for a period 5 (Five) consecutive years commencing from July 23, 2019 till July 22, 2024

SEBI vide its circular dated May 09, 2018 has amended SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and has now mandated all Listed Companies vide regulation 17(1A) of SEBI (Listing Obligations & Disclosure Requirements) (Amendment) Regulations, 2018 to obtain shareholders' approval vide special resolution for appointment/continuance of appointment of any non-Executive Director who has attained the age of 75 years, w.e.f. April 01, 2019.

Since Mr. Sharad Upasani is 79 years old, consent of the Members by way of Special Resolution is sought by the Company in compliance with Regulation 17 (1A) of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) (Amendment) Regulations, 2018, for continuance of his appointment/ re-appointment as an Independent Director of the Company beyond the age of 75 years for the period with effect from April 01, 2019 till the expiry of his renewed tenure i.e. July 22, 2024.

Mr. Sharad Upasani is a Chairman of the Audit Committee and CSR Committee and Member of the Nomination & Remuneration and Risk Management Committees. Mr. Upasani has been rendering valuable advice and guidance to the Board of Directors and Management from time to time. Mr. Upasani also constructively debated with other Independent Directors, leveraging range of their skills and experience to drive the Board's performance. Based on performance appraisal criteria viz; effectiveness of leadership, efficiency of meetings, time and focus given to particular areas, information issues, corporate governance standards etc., it was concluded that Mr. Upasani's contribution to the performance of the Board was effective and valuable.

Accordingly, based on performance evaluation of Mr. Upasani, the Board of Directors of the Company ('the Board') at its Meetings held on May 08, 2018 and June 18, 2018, on recommendation of the Nomination & Remuneration Committee and subject to approval of the Members, approved and recommended re-appointment of Mr. Upasani, aged 79 years as an Independent Director, for a second term of five years and continue his appointment beyond 75 years of age as on April 1, 2019 as set out in the respective Resolutions and he shall not be liable to retire by rotation at the Annual General Meeting as provided under Section 152(6) of the Companies Act, 2013.

The Company has received from Mr. Upasani (i) consent in writing to act as a Director in Form DIR- 2 pursuant to Rule 8 of the Companies (Appointment & Qualification of Directors) Rules, 2014, (ii) intimation in Form DIR- 8 in terms of the Companies (Appointment & Qualification of Directors) Rules, 2014, to the effect that he is not disqualified under the provisions of sub-section (2) of Section 164 of the Companies Act, 2013, and (iii) a declaration to the effect that he meets the criteria of independence as provided in sub-section (6) of Section 149 of the Companies Act, 2013 and Regulation 16 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended.

The Company has also received a notice in writing from a Member proposing the candidature of Mr. Upasani for the office of the Director of the Company.

In the opinion of the Board, Mr. Upasani fulfils the conditions specified under the Companies Act, 2013 and Companies (Amendment) Act, 2017 and Rules framed there under for appointment as an Independent Director and he is independent of the management.

Brief resume of Mr. Upasani pursuant to Regulation 36 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 and Secretarial Standard-2 on General Meeting are provided below.

Mr. Sharad Upasani has been appointed as the Chairman of the Board of Directors of the Company with effect from December 21, 2007. Mr. Sharad Upasani was originally appointed as Independent Director w.e.f December 21, 2007. He was appointed as Independent Director at the Annual General Meeting held on July 23, 2014 under the new provisions of Companies Act, 2013 and SEBI Circular dated April 17, 2014.

Mr. Upasani has done Masters in Commerce and LLB from Mumbai University and also holds MBA degree from USA. He has varied experience in Administration and had the opportunity to work both in the State and Central Government and Public Sector Corporations. He has worked as Secretary of Industry Department, Maharashtra State and as Managing Director of Maharashtra State Finance Corporation, Chairman of Maharashtra State Textile Corporation and Vice – Chairman of Maharashtra State Road Transport Corporation. He retired as Chief Secretary, Government of Maharashtra.

At the Central level, he has worked in the Finance Ministry, Industry Ministry and Information & Broadcasting Ministry. He was also Chairman of the Company Law Board and Chairman of the Bureau of Costs and Prices, New Delhi. He was also Chairman of Film Certification Board, Mumbai and Vice-Chancellor of Agricultural University, Akola, Maharashtra.

Mr. Upasani was also on deputation to International Monetary Fund, Washington from 1974 to 1978. He is a member of Bar Council of Maharashtra and Goa. After retirement from Government Service as Chief Secretary, Government of Maharashtra, He is now giving

Consultancy on Corporate Law matters and acts as Arbitrator in corporate disputes. He is also Trustee of Bhartiya Agro Industries Foundation (BAIF), Pune which works for rural upliftment in about 16 States in India.

Mr. Upasani holds 'Nil' Equity Shares in the Company. He has no relationship with other Directors and other 'Key Managerial Personnel' of the Company.

Details of remuneration sought to be paid:

Mr. Sharad Upasani shall be entitled to receive sitting fees and commission.

The remuneration last drawn by Mr. Upasani:

₹ 8,40,000/- (Sitting fees for the period from April 01, 2017 upto March 31, 2018).

₹ 18,00,000/- (Commission for the financial year 2016-2017)

The number of Meetings of the Board attended during the year: 7 (For the period April 01, 2017 to March 31, 2018).

Directorship/ Membership/ Chairmanship of Committees of Other Boards:

Sr. No.	Names of the Companies	Designation
1.	Indoco remedies Limited	Director
2.	M.Visvesvaraya Industrial Research & Development Centre	Director
3.	World Trade Centre Bhubaneshwar (Odisha) Association	Director
4.	World Trade Centre Jaipur (Rajasthan) Association	Director
5.	World Trade Centre (Goa) Association	Director
6.	Blue Dart Aviation Limited	Director
7.	M.Visvesvaraya Industrial Research & Development Centre	Vice Chairman and Member, Management Council and Management Committee
8.	Indoco Remedies Limited	Member, Nomination & Remuneration Committee
9.	Indoco Remedies Limited	Member, Audit Committee

A copy of the draft letter of appointment and terms and conditions of re-appointment of Mr. Upasani shall be available for inspection by the members at the Registered Office of the Company on any working day excluding public holidays and Sundays, between 11.00 A.M. to 1.00 P.M. upto and including the date of Annual General Meeting and the same is also available for inspection by the members at the Annual General Meeting and will also be posted on Company's website viz; [www.bluedart.com](http://www.bluedart.com).

Given his expertise, knowledge and experience, the Board considers that the continued association of Mr. Upasani would be of immense benefit to the Company and it is desirable to continue to avail the services of Mr. Upasani as an Independent Director. Accordingly, the Board considers the re-appointment of Mr. Upasani who has attained 79 years of age, as an Independent Director for second term to be in the best interest of the Company and accordingly, recommends the resolutions at nos. 7(a) and 7(b) as set out in the accompanying Notice for approval of the Members as a special resolution.

None of the Directors, Key Managerial Personnel of the Company or their relatives, other than Mr. Upasani for his re-appointment are, in any manner concerned or interested financial or otherwise in the resolution as set out at Item nos. 7(a) and 7(b) in the accompanying Notice of Annual General Meeting.

Mumbai,  
June 18, 2018

By Order of the Board  
sd/-  
**Tushar Gunderia**  
Company Secretary  
Membership No. F5508

Regd. Office:  
Blue Dart Centre, Sahar Airport Road,  
Andheri (East), Mumbai – 400 099.  
Tel : 28396444 | Fax : 28244131  
CIN: L61074MH1991PLC061074  
[www.bluedart.com](http://www.bluedart.com)  
[communications@bluedart.com](mailto:communications@bluedart.com)

**PROFILE OF MR. MALCOLM MONTEIRO, DIRECTOR RETIRING BY ROTATION AND SEEKING  
RE-APPOINTMENT  
(Pursuant to Regulation 36 of Securities and Exchange Board of India)  
[(Listing Obligations and Disclosure Requirements) Regulations, 2015  
and Secretarial Standard (SS - 2)]**

Mr. Malcolm Monteiro is CEO India, DHL eCommerce with effect from February 2018. Prior to his present role, he acted as a CEO DHL eCommerce, Asia Pacific with effect from April 1, 2014, CEO DHL Express South Asia since 2007 and was responsible for reinforcing the vision of DHL, aggressively growing the international and domestic businesses and market share, enhancing customer experience at every customer touch point, encouraging a high level of employee engagement through active leadership for India, Sri Lanka, Pakistan, Nepal, Maldives, Bangladesh and Bhutan.

He was Managing Director of Blue Dart Express Ltd. between the periods from March 13, 2006 to February 21, 2007 and led the organisation's commendable performance during the same period. He has over 18 years of experience in various functions in Blue Dart Express Limited. Mr. Malcolm Monteiro holds a post-graduate degree in Management from IIM, Ahmedabad, and is a graduate in Electrical Engineering from IIT, Bombay, both of which are world-renowned top ranking institutions in their respective fields.

Details of remuneration sought to be paid: NIL

Last remuneration paid : NIL

The number of Meetings of the Board attended during the year: 7 (For the period April 01, 2017 to March 31, 2018).

Directorship/ Membership/ Chairmanship of Committees of Other Boards:

Sr. No.	Names of the Companies	Designation
1.	Just Dial Limited	Director
2.	Just Dial Limited	Chairman, Nomination & Remuneration Committee
3.	Just Dial Limited	Member, Audit Committee

Mr. Malcolm Monteiro does not hold any shares in the Company.

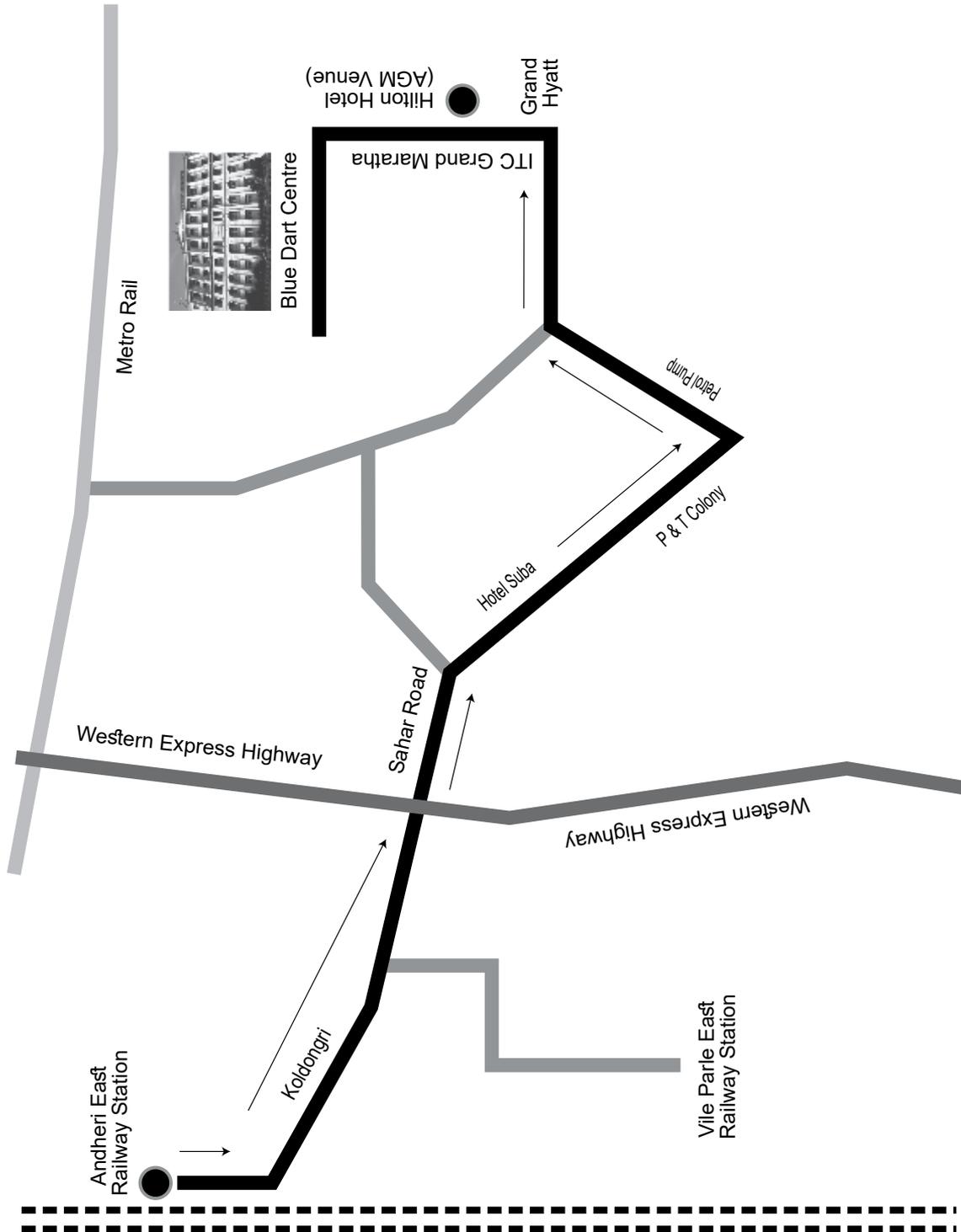
Mr. Monteiro and any of the other Directors, Manager or Key Managerial Personnel of the Company do not have any inter-se relationship.

### Route Map to the AGM Venue

Venue : Chancellor I, Hotel Hilton Mumbai International Airport, Sahar Airport Road, Andheri (E), Mumbai 400 099

Landmark : Opposite ITC Grand Maratha

Date & Time : Tuesday, July 31, 2018 at 4.30 p.m.



**PROXY FORM**

[Pursuant to section 105(6) of the Companies Act, 2013 and rule 19(3) of the Companies (Management and Administration) Rules, 2014 - Form No. MGT-11]

Name of the member(s) : .....  
Registered Address : .....  
E-mail ID : .....  
Folio No. / Client ID No. : .....

I/We, being the member(s) of Blue Dart Express Ltd. holding ..... shares of the above named company, hereby appoint

1. Name : ..... Email ID : .....  
Address : .....  
Signature : ....., or failing him/her
2. Name : ..... Email ID : .....  
Address : .....  
Signature : ....., or failing him/her
3. Name : ..... Email ID : .....  
Address : .....  
Signature : .....

as my/ our proxy to attend and vote (on a poll) for me/ us and on my/our behalf at the Twenty Seventh Annual General Meeting of the Company, to be held on Tuesday, July 31, 2018 at 4.30 p.m at Chancellor I, Hotel Hilton Mumbai International Airport, Sahar Airport Road, Andheri (East), Mumbai 400 099 and at any adjournment thereof in respect of such resolutions as is indicated below:

Sr. No.	RESOLUTIONS	Optional*	
		For	Against
	<b>ORDINARY BUSINESS</b>		
1	a) Adoption of Audited Financial Statements of the Company for the year ended March 31, 2018, Report of Board of Directors and Auditors thereon. b) Adoption of Audited Consolidated Financial Statements of the Company for the year ended March 31, 2018, together with Report of Auditors thereon.		
2	Declaration of Dividend on Equity shares for the Financial year ended March 31, 2018.		
3	Re-appointment of Mr. Malcolm Monteiro (DIN: 00089757) as a Director, liable to retire by rotation.		
	<b>SPECIAL BUSINESS</b>		
4	Approval for Appointment of Mr. Charles Brewer (DIN: 07854413) as a Director, liable to retire by rotation		
5	Approval for Appointment of Ms. Tulsi Nowlakha Mirchandaney (DIN: 01842520) as a Director, liable to retire by rotation		
6	Approval for re-appointment of Mr. Anil Khanna (DIN: 01334483) as a Managing Director for a period of 3 years with effect from February 21, 2018		
7	a) Approval for continuance of appointment of Mr. Sharad Upasani (DIN: 01739334) as Independent Director beyond the age of 75 years b) Approval for re-appointment of Mr. Sharad Upasani (DIN: 01739334) for a second term of 5 (five) consecutive years commencing from July 23, 2019 till July 22, 2024		

Signed this ..... day of ..... 2018

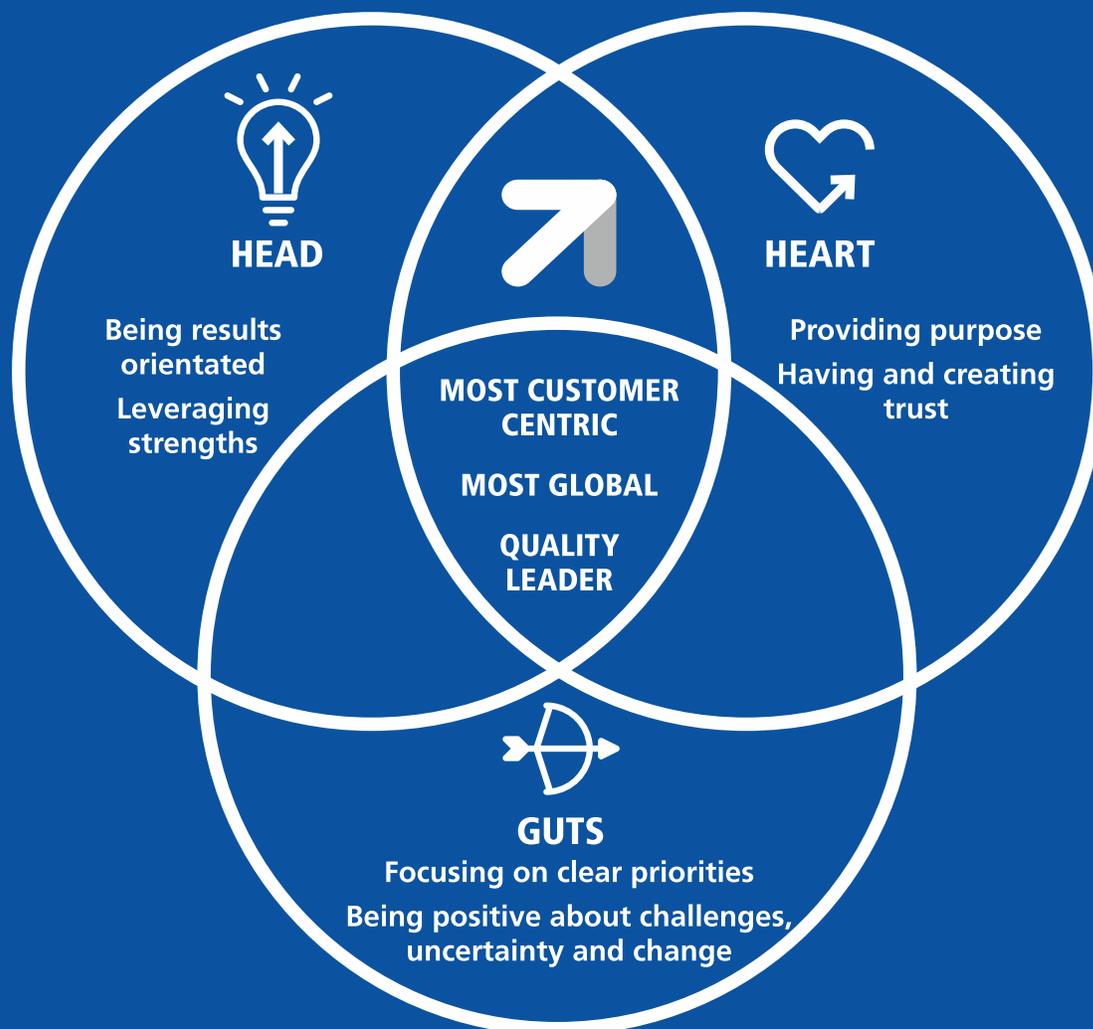
Signature of shareholder : ..... Signature of Proxy holder(s) : .....

Notes:

1. This form of proxy in order to be effective should be duly completed and deposited at the Registered Office of the Company, not less than 48 hours before the commencement of the Meeting.
2. A Proxy need not be a member of the Company.
3. \*It is optional to put (✓) in the appropriate column against the Resolutions indicated in the Box. If you leave the 'For' or 'Against' column blank against any or all Resolutions, your proxy will be entitled to vote in the manner as he/she thinks appropriate.
4. For the Resolutions, Explanatory Statements and Notes, please refer to the Notice of 27<sup>th</sup> Annual General Meeting.
5. The Company reserves its right to ask for identification of the Proxy.
6. The proxy form should be signed across the Revenue Stamp as per specimen signature(s) registered with the Company /depository participant.



# LEADERSHIP



I  **MY BLUE DART**

## Corporate Information

### Registered Office:

Blue Dart Centre, Sahar Airport Road,  
Andheri (E), Mumbai - 400 099.  
Tel: +91 22 2839 6444  
Fax: +91 22 2824 4131, 2831 1184  
CIN: L61074MH1991PLC061074  
www.bluedart.com  
communications@bluedart.com

### Principal Bankers:

Canara Bank  
Citibank N.A.  
HDFC Bank Ltd.  
ICICI Bank Ltd.  
IDBI Bank Ltd.  
Standard Chartered Bank  
Yes Bank Ltd.

### Statutory Auditors:

S. R. Batliboi & Associates LLP

### Internal Auditors:

KPMG  
(co-sourced with Company's Internal Audit Team)

### Solicitors:

Mulla & Mulla & Craigie Blunt & Caroe  
DSK Legal

### Registrar & Transfer Agent:

Link Intime India Pvt. Ltd.

Corporate Office: Blue Dart Express Limited, Blue Dart Centre, Sahar Airport Road, Andheri (East),  
Mumbai - 400 099. India. Tel: (022) 2839 6444 | Fax: (022) 2824 4131 | [www.bluedart.com](http://www.bluedart.com)



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