Independent Auditor's Report

To the Members of
Mahindra Insurance Brokers Limited

REPORT ON THE STANDALONE IND AS FINANCIAL STATEMENTS

1. We have audited the accompanying standalone Ind AS financial statements of **Mahindra Insurance Brokers Limited** ("the Company"), which comprise the balance sheet as at March 31, 2017, and the statements of profit and loss (including other comprehensive income), the statement of cash flows and the statement of changes in equity for the year then ended, and a summary of the significant accounting policies and other explanatory information (hereinafter referred to as "standalone Ind AS financial statements")

MANAGEMENT'S RESPONSIBILITY FOR THE STANDALONE FINANCIAL STATEMENTS

2. 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 the accounting principles generally accepted in India, including the Indian Accounting Standards (Ind AS) prescribed under Section 133 of the Act, read with Rule 7 of the Companies (Accounts) Rules, 2014(as amended). This responsibility also includes maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding the assets of the Company and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and design, implementation and maintenance of adequate internal financial controls, that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the standalone 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

3. Our responsibility is to express an opinion on these standalone Ind AS financial statements based on our audit.

4. 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.

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

6. An audit involves performing procedures to obtain audit evidence about the amounts and the disclosures in the standalone Ind AS 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 the accounting policies used and the reasonableness of the accounting estimates made by the Company's Directors, as well as evaluating the overall presentation of the standalone Ind AS financial statements.

7. 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

8. In our opinion and to the best of our information and according to the explanations given to us, the aforesaid 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 including the Ind AS, of the financial position of the company as at March 31, 2017 and its financial performance including other comprehensive income, its cash flows and the changes in equity for the year then ended on that date.

REPORT ON OTHER LEGAL AND REGULATORY REQUIREMENTS

9. As required by the Companies (Auditor's Report) Order, 2016, issued by the Central Government of India in terms of sub-section (11) of section 143 of the Act (the "Order"), and on the basis of such checks of the books and records of the Company as we considered appropriate and according to the information and explanations given to us, we give in the Annexure I a statement on the matters specified in paragraphs 3 and 4 of the Order, to the extent applicable.

10. 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, the Statement of Profit and Loss, statement of Cash Flow and the 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 Rule 7 of the Companies (Accounts) Rules, 2014 (as amended);

    e. On the basis of written representations received from the directors as on March 31, 2017 taken on record by the Board of Directors, none of the directors is disqualified as on March 31, 2017, from being appointed as a director in terms of Section 164(2) of the Act.

    f. With respect to the adequacy of internal financial controls over financial reporting of the Company and the operating effectiveness of such controls, refer to our separate report in Annexure II.

    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(as amended), in our opinion and to the best of our information and according to the explanations given to us:

        i. The Company does not have any pending litigations which would impact its financial position.

        ii. The Company does not have any long-term contracts including derivative contracts for which there are any material foreseeable losses that need provision.

        iii. During the year, there were no amounts which were required to be transferred by the Company to the Investor Education and Protection Fund.

        iv. The company has provided requisite disclosures in the standalone Ind AS financial statements as to holdings as well as dealings in Specified Bank Notes during the period from 8th November, 2016 to 30th December, 2016. Based on audit procedures and relying on the management representation, we report that the disclosures are in accordance with books of account maintained by the company and as produced by to us by the Management (Refer note 31).

For B. K. Khare and Co.
Chartered Accountants
Firm's Registration Number 105102W

H. P. Mahajani
Partner
Membership No. 030168

Place : Mumbai
Date : April 17, 2017

Annexure I to the Auditor's Report

Referred to in paragraph 9 of our report of even date on the standalone Ind AS financial statements of **Mahindra Insurance Brokers Limited** for the year ended March 31, 2017

1. (i) The Company has maintained proper records showing full particulars, including quantitative details and situation of fixed assets.

   (ii) The fixed assets of the Company have been physically verified by the Management during the year. The discrepancies noticed on such verification were not material and have been properly dealt with in the books of account. In our opinion, the frequency of verification is reasonable.

   (iii) According to the information and explanation given to us, no immovable property is held by the Company in its own name.

2. The Company is in the business of providing insurance broking services and consequently, does not hold any inventory. Therefore, the provisions of Clause 3(ii) of the said order are not applicable to the Company.

3. The Company has not granted any loans, secured or unsecured to companies, firms or other parties covered in the register maintained under section 189 of the Act. Accordingly, the provisions of clause (iii), (iii)(a), (iii)(b) and (iii)(c)of the Order are not applicable to the Company.

4. The Company has not granted any loans or made any investments, or provided any guarantees or security to the parties covered under Section 185. In our opinion, and according to the information and explanations given to us, the Company has complied with the provisions of Section 186 of the Companies Act, 2013 in respect of the loans and investments made, and guarantees and security provided by it.

5. The Company has not accepted any deposits from the public within the meaning of Sections 73, 74, 75 and 76 of the Act and the Rules framed there under to the extent notified. Therefore the provisions of Clause 3(v) of the Order are not applicable to the company.

6. The Central Government of India has not specified the maintenance of cost records under sub-section (1) of Section 148 of the Act for any of the products of the Company.

7. (i) According to the records of the Company and information and explanations given to us, the Company is generally regular in depositing with the appropriate authorities undisputed statutory dues including Provident Fund, Employees' State Insurance, Income Tax, Sales Tax, Excise Duty, Service Tax, Customs Duty, Value Added Tax, and other statutory dues applicable to it with the concerned authorities.

   (ii) According to the information and explanations given to us, there are no undisputed amounts payable in respect of Provident Fund, Employees' State Insurance, Income Tax, Sales Tax, Wealth Tax, Excise Duty, Service Tax, Customs Duty and Value Added Tax that were outstanding, at the year-end for a period of more than six months from the date they became payable.

   (iii) According to the information and explanations given to us and records of the Company examined by us, there are no dues of Income-Tax, Sales Tax, Service Tax, Excise Duty, Customs Duty and Value Added Tax and cess which have not been deposited on account of any dispute.

8. Based on the records examined by us and according to the information and explanations given to us, the Company has not borrowed any money from financial institution or banks or debenture holders during the year under audit.

9. In our opinion and according to the information and explanations given to us, during the year, no term loans were obtained by the Company. During the year, there were no moneys raised by way of initial public offer or further public offer.

10. During the course of our examination of the books and records of the Company, carried out in accordance with the generally accepted auditing practices in India, and according to the information and explanations given to us, except for an instance aggregating Rs. 5.03 lakhs which was subsequently recovered from the employee, on the company by its officers or employees, we have neither come across any instance of fraud by the Company or on the Company by its officers

or employees, noticed or reported during the year, nor have we been informed of such case by the Management.

11. The Company has paid/ provided for managerial remuneration in accordance with the requisite approvals mandated by the provisions of Section 197 read with Schedule V to the Act.

12. As the Company is not a Nidhi Company and the Nidhi Rules, 2014 are not applicable to it, the provisions of Clause 3(xii) of the Order are not applicable to the Company.

13. The Company has entered into transactions with related parties in compliance with the provisions of Sections 177 and 188 of the Act. The details of such related party transactions have been disclosed in the standalone Ind AS financial statements as required under Accounting Standard (AS) 18, Related Party Disclosures specified under Section 133 of the Act, read with Rule 7 of the Companies (Accounts) Rules, 2014.

14. The Company has not made any preferential allotment or private placement of shares or fully or partly convertible debentures during the year under review. Accordingly, the provisions of Clause 3(xiv) of the Order are not applicable to the Company.

15. The Company has not entered into any non-cash transactions with its directors or persons connected with him. Accordingly, the provisions of Clause 3(xv) of the Order are not applicable to the Company.

16. The Company is not required to be registered under Section 45-IA of the Reserve Bank of India Act, 1934. Accordingly, the provisions of Clause 3(xvi) of the Order are not applicable to the Company.

For B. K. Khare and Co.
Chartered Accountants
Firm's Registration Number 105102W

H. P. Mahajani
Partner
Membership No. 030168

Place : Mumbai
Date : April 17, 2017

Annexure II to the Independent Auditor's Report

of even date on the Financial Statements of **Mahindra Insurance Brokers Limited**

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 Mahindra Insurance Brokers Limited ("the Company") as of March 31, 2017 in conjunction with our audit of the standalone Ind AS 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 operate 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 Companies Act, 2013.

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, issued by ICAI and deemed to be prescribed under section 143(10) of the Companies Act, 2013, to the extent applicable to an audit of internal financial controls, both applicable to an audit of internal financial controls and, 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 Company's internal financial controls system over financial reporting.

MEANING OF INTERNAL FINANCIAL CONTROLS OVER FINANCIAL REPORTING

A company's internal financial control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. A company's internal financial control over financial reporting includes those policies and procedures that

(1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company;

(2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorisations of management and directors of the company; and

(3) Provide reasonable assurance regarding prevention or timely detection of unauthorised acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

INHERENT LIMITATIONS OF INTERNAL FINANCIAL CONTROLS OVER FINANCIAL REPORTING

Because of the inherent limitations of internal financial controls over financial reporting, including the possibility of collusion or improper management override of controls, material misstatements due to error or fraud may occur and not be detected. Also, projections of any evaluation of the internal financial controls over financial reporting to future periods are subject to the risk that the internal financial control over financial reporting may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

OPINION

In our opinion, 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, 2017, 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 B. K. Khare and Co.
Chartered Accountants
Firm's Registration Number 105102W

H. P. Mahajani
Partner
Membership No. 030168

Place : Mumbai
Date : April 17, 2017

Balance Sheet

as at March 31, 2017

Rs. in Lakhs

Particulars	Note No.	As at March 31 2017	2016	2015
I ASSETS				
1) Non-current assets				
a) Property, Plant and Equipment	1	403.14	479.02	217.33
b) Other Intangible Assets	2	23.54	-	-
c) Intangible Assets Under Development		58.21	28.57	-
d) Financial Assets				
(i) Investments	3	3,625.00	9,015.00	9,640.00
(ii) Loans	4	13.87	2,014.66	853.28
(iii) Other Financial Assets	5	156.61	113.59	103.81
e) Deferred Tax Assets (net)	6	113.75	76.50	52.32
f) Other Non-current Assets	7	3.45	7.25	-
SUB-TOTAL		**4,397.57**	**11,734.59**	**10,866.74**
2) Current assets				
a) Financial Assets				
(i) Investments	3	8,315.00	4,375.00	125.00
(ii) Trade Receivables	8	2,669.28	2,212.76	1,325.73
(iii) Cash and Cash Equivalents	9	374.06	303.12	166.35
(iv) Loans	4	10,870.52	3,388.68	5,408.43
(v) Other Financial Assets	5	2,355.89	1,921.22	872.48
b) Other Current Assets	7	26.52	3.48	2.89
SUB-TOTAL		**24,611.27**	**12,204.26**	**7,900.88**
TOTAL ASSETS		**29,008.84**	**23,938.85**	**18,767.62**
II EQUITY AND LIABILITIES				
EQUITY				
a) Equity Share Capital	10	257.73	257.73	257.73
b) Other Equity	11	26,619.58	21,780.06	17,319.23
SUB-TOTAL		**26,877.31**	**22,037.79**	**17,576.96**
LIABILITIES				
1 Non-current liabilities				
a) Provisions	12	184.77	133.81	104.96
SUB-TOTAL		**184.77**	**133.81**	**104.96**
2 Current liabilities				
a) Financial Liabilities				
(i) Trade Payables		-	-	-
a) Micro and small enterprises	13	-	-	-
b) Others	13	660.79	562.79	240.01
(ii) Other Financial Liabilities	14	34.36	22.37	-
b) Provisions	12	1,085.38	1,068.80	761.58
c) Other Current Liabilities	15	166.23	113.29	84.11
SUB-TOTAL		**1,946.76**	**1,767.25**	**1,085.70**
TOTAL		**29,008.84**	**23,938.85**	**18,767.62**

The accompanying statement of accounting policies and notes 1 to 31 are an integral part of the Financial Statements.
In terms of our report attached.

For and on behalf of the Board of Directors

For B. K. Khare and Co.
Chartered Accountants
FRN :105102W

Rajeev Dubey
Chairman

Ramesh Iyer
Director

V Ravi
Director

Hemant Sikka
Director

H.P. Mahajani
Partner
Membership No. 30168

Nityanath Ghanekar
Director

Anjali Raina
Director

Dr Jaideep Devare
Managing Director

Rupa Joshi
Company Secretary

Place : Mumbai
Date : April 17, 2017

Statement of Profit and Loss

for the year ended March 31, 2017

Rs. in Lakhs

	Particulars	Note No.	Year ended March 31 2017	2016
	Continuining Operations			
I	**Revenue from operations**	16	15,363.24	13,136.08
II	**Other Income**	17	2,060.23	1,783.71
III	**Total Revenue (I+II)**		**17,423.47**	**14,919.79**
IV	**Expenses:**			
	a) Employee benefit expense	18	6,262.09	5,007.71
	b) Depreciation and amortisation expense	1, 2	189.82	134.05
	c) Other expenses	19	2,735.74	2,312.14
	Total Expenses [(a)+(b)+(c)]		**9,187.65**	**7,453.90**
V	**Profit/(loss) before exceptional items and tax (III-IV)**		**8,235.82**	**7,465.89**
VI	**Exceptional Items**		-	-
VII	**Profit/(loss) before tax (V-VI)**		**8,235.82**	**7,465.89**
VIII	**Tax Expense**			
	1) Current tax	6	2,905.00	2,696.00
	2) Deferred tax	6	(15.36)	(43.04)
	Total tax expense [(1)+(2)]		**2,889.64**	**2,652.96**
IX	**Profit/(loss) after tax from continuing operations (VII-VIII)**		**5,346.18**	**4,812.93**
X	**Discontinued Operations**			
	1) Profit/(loss) from discontinued operations		-	-
	2) Tax Expense of discontinued operations		-	-
	Profit/(loss) after tax from discontinued operations [(1)+(2)]		-	-
XI	**Profit/(loss) for the period (IX-X)**		**5,346.18**	**4,812.93**
XII	**Other comprehensive income**		(41.36)	35.66
	A (i) Items that will not be recycled to profit or loss			
	a) Changes in revaluation surplus		-	-
	a) Remeasurements of the defined benefit liabilities/(asset)		(63.25)	54.53
	B (i) Income tax on items that may be reclassified to profit or loss		21.89	(18.87)
XIII	**Total comprehensive income for the period (XI+XII)**		5,304.82	4,848.59
XIV	**Earnings per equity share (for continuing operation):**			
	1) Basic	20	205.83	188.13
	2) Diluted	20	205.83	188.13
XV	**Earnings per equity share (for discontinued operation):**			
	1) Basic	20		
	2) Diluted	20		
XVI	**Earnings per equity share (for continuing and discontinued operations):**			
	1) Basic	20	205.83	188.13
	2) Diluted	20	205.83	188.13

The accompanying statement of accounting policies and notes 1 to 31 are an integral part of the Financial Statements.
In terms of our report attached.

For and on behalf of the Board of Directors

For B. K. Khare and Co.
Chartered Accountants
FRN :105102W

Rajeev Dubey
Chairman

Ramesh Iyer
Director

V Ravi
Director

Hemant Sikka
Director

H.P. Mahajani
Partner
Membership No. 30168

Nityanath Ghanekar
Director

Anjali Raina
Director

Dr Jaideep Devare
Managing Director

Rupa Joshi
Company Secretary

Place : Mumbai
Date : April 17, 2017

Cash Flow Statement

for the year ended March 31, 2017

Rs. in Lakhs

Particulars		Note No.	Year ended March 31 2017	2016
A	CASH FLOWS FROM OPERATING ACTIVITIES			
	Profit before tax for the year	PL	8,235.82	7,465.89
	Adjustments for:			
	Investment income recognised in profit or loss		(2,060.23)	(1,783.71)
	Gain on disposal of property, plant and equipment	19	4.23	2.63
	Impairment loss recognised on trade receivables	8	4.57	18.39
	Depreciation and amortisation of non-current assets	1 & 2	189.82	134.05
			6,374.21	5,837.25
	Movements in working capital:			
	Increase in trade and other receivables		(461.09)	(905.42)
	(Increase)/decrease in other assets		(168.75)	(4.72)
	Decrease in trade and other payables		109.99	345.15
	Increase/(decrease) in provisions		255.92	234.50
	(Decrease)/increase in other liabilities		52.94	29.18
			(210.99)	(301.31)
	Cash generated from operations		6,163.22	5,535.94
	Income taxes paid		(3,106.19)	(2,594.43)
	Net cash generated by operating activities		**3,057.03**	**2,941.51**
B	CASH FLOWS FROM INVESTING ACTIVITIES			
	Interest received	5	1,625.56	734.97
	Amounts advanced to related parties		(5,425.00)	(3,625.00)
	Repayments by related parties		1,450.00	900.00
	Payments for property, plant and equipment		(166.09)	(399.18)
	Proceeds from disposal of property, plant and equipment	1	13.83	0.80
	Payments for intangible assets		(19.09)	(28.57)
	Net cash (used in)/generated by investing activities		**(2,520.79)**	**(2,416.98)**
C	CASH FLOWS FROM FINANCING ACTIVITIES			
	Dividends paid to owners of the Company		(465.30)	(387.76)
	Net cash used in financing activities		**(465.30)**	**(387.76)**
	Net increase in cash and cash equivalents		**70.94**	**136.77**
	Cash and cash equivalents at the beginning of the year		**303.12**	**166.35**
	Effects of exchange rate changes on the balance of cash held in foreign currencies		–	–
	Cash and cash equivalents at the end of the year		**374.06**	**303.12**

In terms of our report attached.

For and on behalf of the Board of Directors

For B. K. Khare and Co.
Chartered Accountants
FRN :105102W

Rajeev Dubey
Chairman

Ramesh Iyer
Director

V Ravi
Director

Hemant Sikka
Director

H.P. Mahajani
Partner
Membership No. 30168

Nityanath Ghanekar
Director

Anjali Raina
Director

Dr Jaideep Devare
Managing Director

Rupa Joshi
Company Secretary

Place : Mumbai
Date : April 17, 2017

Significant Accounting Policies and Notes

to the financial statements for the year ended March 31, 2017

1. COMPANY OVERVIEW

Mahindra Insurance Brokers Limited is a Public Limited Company incorporated and domiciled in India. The Company's registered office is at Mumbai, Maharashtra, India. These financial statements correspond to the stand alone financial statements of the Company. The Company is primarily involved in the business of rendering insurance broking services.

The immediate parent Company is Mahindra & Mahindra Financial Services Limited and ultimate parent Company is Mahindra & Mahindra Limited, a company incorporated in Mumbai, India.

2. BASIS OF PREPARATION

a. Statement of compliance and basis of preparation

These financial statements have been prepared in accordance with Indian Accounting Standards as per the Companies (Indian Accounting Standards) Rules, 2015 notified under Section 133 of the Companies Act, 2013 (the 'Act') and other relevant provisions of the Act.

The Company's financial statements upto and for the year ended 31 March 2016 were prepared in accordance with the Standards notified under the Companies (Accounting Standards) Rules, 2006, notified under Section 133 of the Act and other relevant provisions of the Act.

These are the Company's first financial statements prepared in accordance with Indian Accounting Standards (Ind AS). The Company has applied Ind AS 101, First-time Adoption of Indian Accounting Standards. An explanation of how transition to Ind AS has affected the previously reported financial position, financial performance and cash flows of the Company is provided in Note 29.

The financial statements were authorised for issue by the Company's Board of Directors on April 17, 2017 .

b. Functional and presentation currency

These financial statements are presented in Indian Rupees (INR) which is also the Company's functional currency. All amounts are rounded-off to the nearest lacs, unless otherwise indicated.

c. Basis of measurement

The financial statements have been prepared on the historical cost basis except for the following items:

Items	Measurement basis
– Certain financial assets and liabilities which are generally derivative instruments	Fair value
– Net defined benefit (asset) / liability	Fair value of plan assets less present value of defined benefit obligations

d. Use of judgements and estimates

In preparing these financial statements, management has made judgements, estimates and assumptions that affect the application of the Company's 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 estimates are recognised prospectively.

Assumptions and estimation uncertainties

Following are areas that involved a higher degree of judgement or complexity in determining the carrying amount of some assets and liabilities. Detailed information about each of these estimates and judgements that have a significant risk of resulting in material adjustment in the year ending March 31, 2017 is included in relevant notes.

- Estimation of current tax expense and payable
- Estimated useful life of property, plant and equipments
- Estimated useful life of intangible assets
- Estimation of define benefit obligation
- Impairment of trade receivables
- Recognition of revenue under perecentage completion method

Estimates and judgements are continually evaluated. They are based on historical experience and other factors, including expectations of future

Significant Accounting Policies and Notes

to the financial statements for the year ended March 31, 2017

events that may have a financial impact on the Company and that are believed to be reasonable under the circumstances.

Judgements

In following areas judgements are made in applying accounting policies that have the most significant effects on the amounts recognised in the financial statements. Detailed information about each of these areas is included in relevant notes.

e. Measurement of fair values

A number of the Company's accounting policies and disclosures require the measurement of fair values, for both financial and non-financial assets and liabilities.

The Company's has established policies and procedures with respect to the measurement of fair values. The Financial Controller and person entrusted has overall responsibility for overseeing all significant fair value measurements, including Level 3 fair values, including assessments that these valuations meet the requirements of Ind AS. Significant valuation issues are reported to audit committee.

Fair values are categorised into different levels in a fair value hierarchy based on the inputs used in the valuation techniques as follows:

- Level 1: Quoted prices (unadjusted) in active markets for identical assets and liabilities.
- Level 2: Inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly or indirectly.
- Level 3: Inputs for the asset or liability that are not based on observable market data (unobservable inputs).

3 SIGNIFICANT ACCOUNTING POLICIES

a. Business combination :

Business combinations that occurred prior to 1 April 2015

In respect of such business combinations, goodwill represents the amount recognised under Company's previous accounting framework under Indian GAAP and is adjusted for reclassification of certain intangibles. All Indian GAAP balances are carried forward with minimal adjustments.

Business combinations that occurred on or after 1 April 2015

The Company accounts for all business combinations (other than common control business combinations) using the acquisition method when control is transferred to the Company. The consideration transferred for the business combination is generally measured at fair value as at the date the control is acquired (acquisition date), as are the net identifiable assets acquired. Any goodwill that arises is tested annually for impairment. Any gain on a bargain purchase is recognised in OCI and accumulated in equity as a capital reserve if there exists clear evidence of underlying reasons for classifying the business combination as resulting in bargain purchase; otherwise the gain is recognised directly in equity as capital reserve. Transaction costs are expensed as incurred, except to the extent related to the issue of debt and equity securities.

Any contingent consideration is measured at fair value at the date of acquisition. If an obligation to pay contingent consideration that Contingent meets the definition of a financial instrument is classified as equity, then it is not remeasured subsequently and settlement is accounted within equity. Other contingent consideration is subsequently remeasured at fair value at each reporting date and changes in fair value of the contingent consideration are recognised in profit or loss.

Common control business combinations

Business combinations arising from transfers of interest in entities that are under control of the shareholder that controls the Company are accounted for as if the acquisition had occurred at the beginning of the earliest comparative period presented or, if later, at the date that common control was established. The comparative financial statements are restated. The assets and liabilities acquired are recognised at their carrying amounts. The identity of the reserves is preserved and they appear in Company's financial statements in the same form in which they appeared in the financial statements of the acquired entity. The difference, if any, between the consideration and the amount of share capital of the acquired entity is transferred to capital reserve and is presented separately from other capital reserves.

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b. **Foreign currency :**

Transactions in foreign currencies are translated into the functional currency using the exchange rates at the dates 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 profit or loss. They are deferred in equity if they relate to qualifying cash flow hedges.

Foreign exchange differences regarded as an adjustment to borrowing costs are presented in the statement of profit and loss, within finance costs. 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. For example, translation differences on non-monetary assets and liabilities such as equity instruments held at fair value through profit or loss are recognised in profit or loss as part of the fair value gain or loss and translation differences on non-monetary assets such as equity investments classified as FVOCI are recognised in other comprehensive income.

c. **Revenue Recognition :**

Revenue is measured at the fair value of the consideration received or receivable. Amount disclosed as revenue are exclusive of service tax and net of revenue on policy cancellations and endorsements.

Rendering of services

Brokerage Income, Handling Charges & Broker Retainer Fees is accounted for net of service tax amount on rendition of services. Brokerage income is recognised on receiving details of the policy issued by the insurance company or receipt of brokerage whichever is earlier. The Company recognises revenue from rendering of services in proportion to the stage of completion of the transaction at the reporting date. The stage of completion is assessed based on surveys of work performed.

Dividend and interest income

Dividends are recognised in profit or loss only when the right to receive payment is established, it is probable that the economic benefits associated with the dividend will flow to the Company, and the amount of the dividend can be measured reliably.

Interest income is recognised when it is probable that the economic benefits will flow to the Company and the amount of income can be measured reliably. Interest income is accrued on a time basis, by reference to the principal outstanding and at the effective interest rate applicable, which is the rate that exactly discounts estimated future cash receipts through the expected life of the financial asset to that asset's net carrying amount on initial recognition.

Interest income is recognised using effective interest method when it is probable that the economic benefits associated with the interest will flow to the Company, and the amount of the interest can be measured reliably. The effective interest rate is the rate that discounts estimated future cash receipts through the expected life of the financial asset to the gross carrying amount of a financial asset. When calculating the effective interest rate, the Company estimates the expected cash flows by considering all the contractual terms of the financial instrument but does not consider the expected credit losses.

d. **Government grants:**

Grants from the government are recognised at their fair value where there is a reasonable assurance that the grant will be received and the Company will comply with all attached conditions. The benefit of a government loan at a below-market rate of interest is treated as a government grant, measured as the difference between proceeds received and the fair value of the loan based on prevailing market interest rates.

Government grants relating to income are deferred and recognised in the profit or loss over the period necessary to match them with the costs that they are intended to compensate and presented within other income.

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Government grants relating to purchase of assets are included in non-current liabilities as deferred income and are credited to profit or loss on a straight-line basis over the expected useful lives of the related assets and presented within other income.

e. Employee benefits:

Short-term employee benefits

Short-term employee benefits are expensed as the related service is provided. A liability is recognised for the amount expected to be paid if the Company has a present legal or constructive obligation to pay this amount as a result of past service provided by the employee and the obligation can be estimated reliably.

Post-employment obligations

The Company operates the following post-employment schemes:

– defined benefit plans such as gratuity, pension, and

– defined contribution plans such as provident fund.

Gratuity and pension obligations

The liability or asset recognised in the balance sheet in respect of defined benefit pension and gratuity plans is the present value of the defined benefit obligation at the end of the reporting period less the fair value of plan assets. The defined benefit obligation is calculated annually by actuary using the projected unit credit method. The present value of the defined benefit obligation is determined by discounting the estimated future cash outflows by reference to market yields at the end of the reporting period on government bonds that have terms approximating to the terms of the related obligation.

The net interest cost is calculated by applying the discount rate to the net balance of the defined benefit obligation and the fair value of plan assets. This cost is included in employee benefit expense in the statement of profit and loss.

Remeasurement gains and losses arising from experience adjustments and changes in actuarial assumptions are recognised in the period in which they occur, directly in other comprehensive income. They are included in retained earnings in the statement of changes in equity and in the balance sheet.

Defined contribution plans

Obligations for contributions to defined contribution plans are expensed as the related service is provided. Prepaid contributions are recognised as an asset to the extent that a cash refund or a reduction in future payments is available.

Other long-term employee benefits

The Company's net obligation in respect of long-term employee benefits is the amount of future benefit that employees have earned in return for their service in the current and prior periods. That benefit is discounted to determine its present value. Remeasurements are recognised in profit or loss in the period in which they arise.

Share-based payment arrangements

Share-based compensation benefits are provided to employees via the Company's Employee Option Plan and share-appreciation rights.

f. Borrowing Costs:

Borrowing costs directly attributable to the acquisition, construction or production of qualifying assets, which are assets that necessarily take a substantial period of time to get ready for their intended use or sale, are added to the cost of those assets, until such time as the assets are substantially ready for their intended use or sale.

Interest income earned on the temporary investment of specific borrowings pending their expenditure on qualifying assets is deducted from the borrowing costs eligible for capitalisation.

All other borrowing costs are recognised in profit or loss in the period in which they are incurred.

g. Leasing :

Leases are classified as finance leases whenever the terms of the lease transfer substantially all the risks and rewards of ownership to the lessee. All other leases are classified as operating leases.

Certain arrangements conveys a right to use an asset in return for a payment or series of payments. At inception of the arrangement, the Company determines whether such an

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arrangement is or contains a lease. A specific asset is the subject of a lease if fulfillment of the arrangement is dependent on the use of that specified asset. An arrangement conveys the right to use the asset if the arrangement conveys to the Company the right to control the use of the underlying asset.

At inception or upon reassessment of the arrangement, the Company separates payments and other consideration required by such an arrangement into those for the lease and those for other elements on the basis of their relative fair values. The lease component is accounted as per Company's accounting policy on leasing transactions. If the Company concludes for a finance lease that it is impracticable to separate the payments reliably, an asset and a liability are recognised at an amount equal to the fair value of the underlying asset. Subsequently the liability is reduced as payments are made and an imputed finance charge on the liability is recognised using the Company's incremental borrowing rate. If the Company concludes for an operating lease that it is impracticable to separate the payments and other consideration into those for the lease and those for other elements, all payments under the arrangement are treated as lease payments.

The Company as lessor

Amounts due from lessees under finance leases are recognised as receivables at the amount of the Company's net investment in the leases. Finance lease income is allocated to accounting periods so as to reflect a constant periodic rate of return on the Company's net investment outstanding in respect of the leases.

Rental income from operating leases is recognised on a straight-line basis over the term of the relevant lease. Initial direct costs incurred in negotiating and arranging an operating lease are added to the carrying amount of the leased asset and recognised on a straight-line basis over the lease term.

The Company as lessor

Assets held under finance leases are initially recognised as assets of the Company at their fair value at the inception of the lease or, if lower, at the present value of the minimum lease payments. The corresponding liability to the lessor is included in the balance sheet as a finance lease obligation.

Lease payments are apportioned between finance expenses and reduction of the lease obligation so as to achieve a constant rate of interest on the remaining balance of the liability. Finance expenses are recognised immediately in profit or loss, unless they are directly attributable to qualifying assets, in which case they are capitalised in accordance with the Company's general policy on borrowing costs. Contingent rentals are recognised as expenses in the periods in which they are incurred.

Operating lease payments are recognised as an expense on a straight-line basis over the lease term, except where another systematic basis is more representative of the time pattern in which economic benefits from the leased asset are consumed. Contingent rentals arising under operating leases are recognised as an expense in the period in which they are incurred.

h. Taxation :

Income tax expense comprises current tax and deferred tax. It is recognised in profit or loss except to the extent that it relates to a business combination or to an item recognised directly in equity or in other comprehensive income.

Current tax

Current tax comprises expected tax payable on the taxable income or loss for the year and any adjustment to the tax payable or receivable in respect of previous years. The Company's current tax is calculated using tax rates that have been enacted or substantively enacted by the end of the reporting period.

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 entended to realise the asset and settle the liability on a net basis or simultaneously.

Deferred tax

Deferred tax is recognised on temporary differences between the carrying amounts of

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assets and liabilities in the financial statements and the corresponding tax bases used in the computation of taxable profit. Deferred tax liabilities are generally recognised for all taxable temporary differences. Deferred tax assets are generally recognised for all deductible temporary differences to the extent that it is probable that taxable profits will be available against which those deductible temporary differences can be utilised. Such deferred tax assets and liabilities are not recognised if the temporary difference arises from the initial recognition (other than in a business combination) of assets and liabilities in a transaction that affects neither the taxable profit nor the accounting profit. In addition, deferred tax liabilities are not recognised if the temporary difference arises from the initial recognition of goodwill.

The carrying amount of deferred tax assets is reviewed at the end of each reporting period and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered.

Deferred tax liabilities and assets are measured at the tax rates that are expected to apply in the period in which the liability is settled or the asset realised, based on tax rates (and tax laws) that have been enacted or substantively enacted by the end of the reporting period.

The measurement of deferred tax liabilities and assets reflects the tax consequences that would follow from the manner in which the Company expects, at the end of the reporting period, to recover or settle the carrying amount of its assets and liabilities.

Current and deferred tax for the year

Current and deferred tax are recognised in profit or loss, except when they relate to items that are recognised in other comprehensive income or directly in equity, in which case, the current and deferred tax are also recognised in other comprehensive income or directly in equity respectively. Where current tax or deferred tax arises from the initial accounting for a business combination, the tax effect is included in the accounting for the business combination.

i. Property, plant and equipment:

Recognition and measurement

All the items classified under property, plant and equipment are stated at cost less accumulated depreciation and any accumulated impairment losses, except for freehold land which are stated at cost less any accumulated impairment losses.

Cost of an item of property, plant and equipment comprises its purchase price, including import duties and non-refundable purchase taxes, after deducting trade discounts and rebates, any directly attributable cost of bringing the item to its working condition for its intended use and estimated cost of dismantling and removing the items and restoring the site on which it is located.

The cost of self-constructed item of property, plant and equipment comprises the cost of materials and direct labour, any other costs directly attributable to bringing the assets to a working condition for their intended use, the costs of dismantling and removing the items and restoring the site on which they are located and capitalised borrowing costs.

When significant parts of an item of property, plant and equipment have different useful lives, they are depreciated for as separate items (major components) of property, plant and equipment.

Gains and losses on disposal of an item of property, plant and equipment are determined by comparing the proceeds from disposal with the carrying amount of property, plant and equipment and are recognised net within other expenses in profit or loss.

Subsequent costs

The cost of replacing a part of an item of property, plant and equipment is recognised in the carrying amount of the item if it is probable that the future economic benefits embodied within the part will flow to the Company, and its cost can be measured reliably. The carrying amount of the replaced part is derecognised.

Depreciation

Depreciation is calculated on cost of items of property, plant and equipment less their estimated residual values over their estimated

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useful lives using straight-line method and is generally recognised in the statement of profit or loss. Leased assets are depreciated over the shorter of the lease term and their useful lives unless it is reasonably certain that the Company will obtain ownership by the end of the lease term. Freehold land is not depreciated.

The estimated useful lives of items of property, plant and equipment for the current and comparative periods are as follows:

Class of asset	Year ended 31 March	
	2017	**2016**
Plant and equipment (including Computers)	2-25 years	2-25 years
Office equipments	2-10 years	2-10 years
Furniture and fixtures	2-10 years	2-10 years
Vehicles	2-10 years	2-10 years

Depreciation methods, useful lives and residual values are reviewed at each Financial Year-end and adjusted if appropriate. The effect of change in estimate of useful life is accounted on prospective basis

j. **Investment Property**

Recognition and measurement

Investment property is property held either to earn rental income or for capital appreciation or for both. Upon initial recognition, an investment property is measured at cost. Subsequent to initial recognition, investment property is measured at cost less accumulated depreciation and accumulated impairment losses, if any.

Subsequent costs

The cost of replacing a part of an item of investment property is recognised in the carrying amount of the item if it is probable that the future economic benefits embodied within the part will flow to the Company, and its cost can be measured reliably. The carrying amount of the replaced part is derecognised.

Depreciation

Investment properties are depreciated using the straight-line method over their estimated useful lives. Investment properties generally have a useful life of 25-40 years. Depreciation is calculated on cost of investment property less its estimated residual values over their its useful lives using straight-line method and is generally recognised in the statement of profit or loss.

The estimated useful lives of Investment Property for the current and comparative periods are as follows:

Class of asset	Year ended 31 March	
	2017	**2016**
Buildings	15-50	15-50

Depreciation methods, useful lives and residual values are reviewed at each Financial Year-end and adjusted if appropriate. The effect of change in estimate of useful life is accounted on prospective basis.

k. **Intangible Assets :**

Goodwill

Goodwill arising on business combination is initially measured at cost. After initial recognition, goodwill is measured at cost less any accumulated impairment losses.

In respect business combinations that occurred prior to 1 April 2015, goodwill represents the amount recognised under Company's previous accounting framework under Indian GAAP and is adjusted for reclassification of certain intangibles.

Intangible assets acquired separately

Intangible assets acquired separately are initially measured at cost. Such intangible assets with finite useful lives are subsequently measured at cost less accumulated amortisation and any accumulated impairment losses. Amortisation is recognised on a straight-line basis over their estimated useful lives.

Internally-generated intangible assets - research and development

Expenditure on research activities is recognised as an expense in the period in which it is incurred.

Development expenditure is capitalised as part of the cost of the resulting intangible asset only if the expenditure can be measured reliably, the product or process is technically and commercially feasible, future economic benefits are probable, and the Company intends to and has sufficient resources to complete development and to use or

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sell the asset. Otherwise, it is recognised in profit or loss as incurred. The expenditure capitalised includes the cost of materials, direct labour, overhead costs that are directly attributable to preparing the asset for its intended use, and capitalised borrowing costs. Subsequent to initial recognition, the asset is measured at cost less accumulated amortisation and any accumulated impairment losses, on the same basis as intangible assets with finite useful lives that are acquired separately.

Intangible assets acquired in a business combination

Intangible assets acquired on or after April 1, 2015 in a business combination and recognised separately from goodwill are initially recognised at their fair value at the acquisition date (which is regarded as their cost).

Subsequent to initial recognition, intangible assets acquired in a business combination are reported at cost less accumulated amortisation and any accumulated impairment losses, on the same basis as intangible assets with finite useful lives that are acquired separately.

Subsequent costs

Subsequent expenditure is recognised in the carrying amount of the intangible asset only when it increases the future economic benefits embodied in the specific asset to which it relates and its cost can be measured reliably. All other expenditure, including expenditure on internally generated goodwill and brands, is recognised in profit or loss as incurred.

Amortisation

Amortisation of intangible assets with finite useful lives is calculated on cost of intangible assets less their estimated residual values over their estimated useful lives using straight-line method and is generally recognised in the statement of profit or loss.

The estimated useful lives for the current and comparative periods are as follows:

Class of asset	Year ended 31 March	
	2017	2016
Computer software	1-3 years	1-3 years

Amortisation methods, useful lives and residual values are reviewed at each Financial Year-end and adjusted if appropriate. The effect of change in estimate of useful life is accounted on prospective basis.

Derecognition of intangible assets

An intangible asset is derecognised on disposal, or when no future economic benefits are expected from use or disposal. Gains or losses arising from derecognition of an intangible asset, measured as the difference between the net disposal proceeds and the carrying amount of the asset, are recognised in profit or loss when the asset is derecognised.

I. Impairment of assets other than financial assets :

Impairment of tangible and intangible assets other than goodwill

The Company reviews the carrying amounts of its tangible and intangible assets at the end of each reporting period, to determine whether there is any indication that those assets have impaired. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any). Where it is not possible to estimate the recoverable amount of an individual asset, the Company estimates the recoverable amount of the cash-generating unit to which the asset belongs. Where a reasonable and consistent basis of allocation can be identified, corporate assets are also allocated to individual cash-generating units, or otherwise they are allocated to the smallest group of cash-generating units for which a reasonable and consistent allocation basis can be identified.

Intangible assets with indefinite useful lives and intangible assets not yet available for use are tested for impairment at least annually, and whenever there is an indication that the asset may be impaired.

Recoverable amount is the higher of fair value less costs to sell and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the

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risks specific to the asset for which the estimates of future cash flows have not been adjusted.

If the recoverable amount of an asset (or cash-generating unit) is estimated to be less than its carrying amount, the carrying amount of the asset (or cash-generating unit) is reduced to its recoverable amount. An impairment loss is recognised immediately in profit or loss.

When an impairment loss subsequently reverses, the carrying amount of the asset (or a cash-generating unit) is increased to the revised estimate of its recoverable amount, but so that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset (or cash-generating unit) in prior years. A reversal of an impairment loss is recognised immediately in profit or loss.

Impairment of goodwill

For the purposes of impairment testing, goodwill is allocated to each of the Company's cash-generating units (or groups of cash-generating units) that is expected to benefit from the synergies of the business combination.

A cash-generating unit to which goodwill has been allocated is tested for impairment annually, or more frequently when there is an indication that the unit may be impaired. If the recoverable amount of the cash-generating unit is less than its carrying amount, the impairment loss is allocated first to reduce the carrying amount of any goodwill allocated to the unit and then to the other assets of the unit pro rata based on the carrying amount of each asset in the unit. Any impairment loss for goodwill is recognised directly in profit or loss. An impairment loss recognised for goodwill is not reversed in subsequent periods.

On disposal of the relevant cash-generating unit, the attributable amount of goodwill is included in the determination of the profit or loss on disposal.

m. Provisions :

Provisions are recognised when the Company has a present obligation (legal or constructive) as a result of a past event, it is probable that the Company will be required to settle the obligation, and a reliable estimate can be made of the amount of the obligation.

The amount recognised as a provision is the best estimate of the consideration required to settle the present obligation at the end of the reporting period, taking into account the risks and uncertainties surrounding the obligation. Provisions are determined by discounting the expected future cash flows at a pre-tax rate that reflects current market assessments of the time value of money and the risks specific to the liability. The unwinding of the discount is recognised as finance cost.

When some or all of the economic benefits required to settle a provision are expected to be recovered from a third party, a receivable is recognised as an asset if it is virtually certain that reimbursement will be received and the amount of the receivable can be measured reliably.

n. Financial instruments :

Recognition and initial measurement

Financial assets and financial liabilities are recognised when the Company becomes a party to the contractual provisions of the instruments.

Financial assets and financial liabilities are initially measured at fair value. Transaction costs that are directly attributable to the acquisition or issue of financial assets and financial liabilities (other than financial assets and financial liabilities at fair value through profit or loss) are added to or deducted from the fair value of the financial assets or financial liabilities, as appropriate, on initial recognition. Transaction costs directly attributable to the acquisition of financial assets or financial liabilities at fair value through profit or loss are recognised immediately in profit or loss.

Classification and subsequent measurement

Financial assets

On initial recognition, a financial asset is classified as measured at.

– Amortised cost;

– FVOCI - debt investment;

– FVOCI - equity investment;

– FVTPL

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Financial assets are not reclassified subsequent to their initial recognition, except if and in the period the Company changes its business model for managing financial assets.

A financial asset is measured at amortised cost if it meets both of the following conditions and is not designated as at FVTPL:

- the financial asset is held within a business model whose objective is to hold financial assets in order to collect contractual cash flows; and

- the contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

A debt investment is measured at FVOCI if it meets both of the following conditions and is not designated as at FVTPL:

- the financial asset is held within a business model whose objective is achieved by both collecting contractual cash flows and selling financial assets; and

- the contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

On initial recognition of an equity investment that is not held for trading, the Company may irrevocable elect to present subsequent changes in the investment's fair value in other comprehensive income (designated as FVOCI - equity investment). This election is made on investment-by-investment basis.

All financial asset not classified as measured at amortised cost or FVOCI as described above are measured at fair value through profit or loss (FVTPL). This includes all derivative financial assets. On initial recognition, the Company may irrevocably designate a financial asset that otherwise meets the requirements to be measured at amortised cost or at FVOCI as at FVTPL if doing so eliminates or significantly reduces accounting mismatch that would otherwise arise.

Financial assets: Subsequent measurement and gains and losses

Financial assets at amortised cost are subsequently measured at amortised cost using effective interest method. The amortised cost is reduced by impairment losses. Interest income, foreign exchange gains and losses and impairment are recognised in profit or loss. Any gain and loss derecognition is recognised in profit or loss.

Debt investment at FVOCI are are subsequently measured at fair value. Interest income under effective interest method, foreign exchange gains and losses and impairment are recognised in profit or loss. Other net gains and losses are recognised in OCI. On derecognition, gains and losses accumulated in OCI are reclassified to profit or loss.

Equity investment at FVOCI are are subsequently measured at fair value. Dividends are recognised as income in profit or loss unless the dividend clearly represents a recovery of part of the cost of the investment. Other net gains and losses are recognised in OCI and are not reclassified to profit or loss.

Financial assets at FVTPL are subsequently measured at fair value. Net gains and losses, including any interest or dividend income, are recognised in profit or loss.

Financial liabilities

Financial liabilities are classified as measured at amortised cost or FVTPL. A financial liability is classified as at FVTPL if it is classified as held-for-trading or it is a derivative or it is designated as such on initial recognition. Financial liabilities at FVTPL are measured at fair value and net gains and losses, including any interest expense, are recognised in profit or loss. The dividends on mandatorily redeemable preference shares are recognised in profit or loss as interest expense. Other financial liabilities are subsequently measured at amortised cost using the effective interest method. Interest expense and foreign exchange gains and losses are recognised in profit or loss. Any gain or loss on derecognition is also recognised in profit or loss.

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Refer policy on hedge accounting for financial liabilities designated as hedging instruments.

Derecognition

Financial assets

The Company derecognises a financial asset when the contractual rights to the cash flows from the financial asset expire, or it transfers the rights to receive the contractual cash flows in a transaction in which substantially all of the risks and rewards of ownership of the financial asset are transferred or in which the Company neither transfers nor retains substantially all of the risks and rewards of ownership and does not retain control of the financial asset.

If the Company enters into transactions whereby it transfers assets recognised on its balance sheet, but retains either all or substantially all of the risks and rewards of the transferred assets, the transferred assets are not derecognised.

Financial liabilities

The Company derecognises a financial liability when its contractual obligations are discharged or cancelled, or expire.

The Company also derecognises a financial liability when its terms are modified and the cash flows under the modified terms are substantially different. In this case, a new financial liability based on the modified terms is recognised at fair value. The difference between the carrying amount of the financial liability extinguished and the new financial liability with modified terms is recognised in profit or loss.

Offsetting

Financial assets and financial liabilities are offset and the net amount presented in the balance sheet when, and only when, the Company currently has a legally enforceable right to set off the amounts and it intends either to settle them on a net basis or to realise the asset and settle the liability simultaneously.

Derivative financial instruments and hedge accounting

The Company holds derivative financial instruments to hedge its foreign currency and interest rate risk exposures. Derivatives embedded in non-derivative host contracts that are not financial assets within the scope of Ind AS 109 are treated as separate derivatives when their risks and characteristics are not closely related to those of the host contracts and the host contracts are not measured at FVTPL.

Derivatives are initially measured at fair value. Subsequent to initial recognition, derivatives are measured at fair value, and changes therein are generally recognised in profit or loss.

The Company designates certain derivatives as hedging instruments to hedge the variability in cash flows associated with highly probable forecast transactions arising from changes in foreign exchange rates and interest rates.

At inception of designated hedging relationships, the Company documents the risk management objective and strategy for undertaking the hedge. The Company also documents the economic relationship between the hedged item and the hedging instrument, including whether the changes in cash flows of the hedged item and hedging instrument are expected to offset each other.

Cash flow hedges

The effective portion of changes in the fair value of derivatives that are designated and qualify as cash flow hedges is recognised in other comprehensive income and accumulated under the heading of cash flow hedging reserve. The gain or loss relating to the ineffective portion is recognised immediately in profit or loss. and is included in the 'Other expenses' line item.

Amounts previously recognised in other comprehensive income and accumulated in equity relating to (effective portion as described above) are reclassified to profit or loss in the periods when the hedged item affects profit or loss.

However, when the hedged forecast transaction results in the recognition of a non-financial asset or a non-financial liability, the gains and losses previously recognised in other comprehensive income and accumulated in equity are removed from equity and included in the initial measurement of the cost of the non-financial asset or non-

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financial liability. This transfer does not affect other comprehensive income. Furthermore, if the Company expects that some or all of the loss accumulated in other comprehensive income will not be recovered in the future, that amount is immediately reclassified to profit or loss.

The Company discontinues hedge accounting only when the hedging relationship (or a part thereof) ceases to meet the qualifying criteria. This includes instances when the hedging instrument expires or is sold, terminated or exercised. The discontinuation is accounted for prospectively. Any gain or loss recognised in other comprehensive income and accumulated in equity at that time remains in equity and is recognised when the forecast transaction is ultimately recognised in profit or loss. When a forecast transaction is no longer expected to occur, the gain or loss accumulated in equity is recognised immediately in profit or loss.

o. Impairment of financial instruments

The Company recognises a loss allowance for expected credit losses (ECL) on:

- Financial assets measured at amortised cost;
- Financial assets measured at FVOCI - debt investments;

The Company always recognises lifetime ECL for trade receivables. The expected credit losses on these financial assets are estimated using a provision matrix based on the Company's historical credit loss experience, adjusted for factors that are specific to the debtors, general economic conditions and an assessment of both the current as well as the forecast direction of conditions at the reporting date, including time value of money where appropriate.

For all other financial instruments, the Company recognises lifetime ECL when there has been a significant increase in credit risk since initial recognition. If, on the other hand, the credit risk on the financial instrument has not increased significantly since initial recognition, the Company measures the loss allowance for that financial instrument at an amount equal to 12 month ECL. The assessment of whether lifetime ECL should be recognised is based on significant increases in the likelihood or risk of a default occurring since initial recognition.

Lifetime ECL represents the expected credit losses that will result from all possible default events over the expected life of a financial instrument. 12 month ECL represents the portion of lifetime ECL that is expected to result from default events on a financial instrument that are possible within 12 months after the reporting date.

When determining whether credit risk of a financial asset has increased significantly since initial recognition and when estimating expected credit losses, the Company considers reasonable and supportable information that is relevant and available without undue cost or effort. This includes both quantitative and qualitative information and analysis, including on historical experience and forward-looking information.

Loss allowances for financial assets measured at amortised cost are deducted from the gross carrying amount of the assets. For debt securities at FVOCI, the loss allowance is recognised in OCI and carrying amount of the financial asset is not reduced in the balance sheet.

Write-off

The gross carrying amount of a financial asset is written off (either partially or in full) to the extent that there is no realistic prospect of recovery. This is generally the case when the Company determines that the debtor does not have assets or sources of income that could generate sufficient cash flows to repay the amounts subject to the write- off. However, financial assets that are written off could still be subject to enforcement activities under the Company's recovery procedures, taking into account legal advice where appropriate. Any recoveries made are recognised in profit or loss.

p. Financial liabilities and equity instruments:

Classification as debt or equity

Debt and equity instruments issued by the Company are classified as either financial liabilities or as equity in accordance with the substance of the contractual arrangements and the definitions of a financial liability and an equity instrument.

Significant Accounting Policies and Notes

to the financial statements for the year ended March 31, 2017

Equity instruments

An equity instrument is any contract that evidences a residual interest in the assets of an entity after deducting all of its liabilities. Equity instruments issued by Company are recognised at the proceeds received. Transaction costs of an equity transaction are recognised as a deduction from equity.

Compound financial instruments

The component parts of compound instruments (convertible notes) issued by the Company are classified separately as financial liabilities and equity in accordance with the substance of the contractual arrangements and the definitions of a financial liability and an equity instrument. A conversion option that will be settled by the exchange of a fixed amount of cash or another financial asset for a fixed number of the Company's own equity instruments is an equity instrument.

At the date of issue, the fair value of the liability component is estimated using the prevailing market interest rate for similar non-convertible instruments. This amount is recorded as a liability on an amortised cost basis using the effective interest method until extinguished upon conversion or at the instrument's maturity date. Interest related to the financial liability is recognised in profit or loss (unless it qualifies for inclusion in the cost of an asset).

Conversion option classified as equity is determined by deducting the amount of the liability component from the fair value of the compound instrument as a whole. This is recognised and included in equity, net of income tax effects, and is not subsequently remeasured. In addition, the conversion option classified as equity will remain in equity until the conversion option is exercised, in which case, the balance recognised in equity will be transferred to [share premium/other equity [describe]]. Where the conversion option remains unexercised at the maturity date of the convertible instrument, the balance recognised in equity will be transferred to [retained profits/ other equity [describe]]. No gain or loss is recognised in profit or loss upon conversion or expiration of the conversion option.

Transaction costs that relate to the issue of the convertible notes are allocated to the liability and equity components in proportion to the allocation of the gross proceeds. Transaction costs relating to the equity component are recognised directly in equity. Transaction costs relating to the liability component are included in the carrying amount of the liability component and are amortised over the lives of the convertible notes using the effective interest method.

Effective interest method

The effective interest method is a method of calculating the amortised cost of a debt instrument and of allocating interest income over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash receipts (including all fees and points paid or received that form an integral part of the effective interest rate, transaction costs and other premiums or discounts) through the expected life of the debt instrument, or, where appropriate, a shorter period, to the net carrying amount on initial recognition.

Income is recognised on an effective interest basis for debt instruments other than those financial assets classified as at FVTPL. Interest income is recognised in profit or loss and is included in the "Other income" line item

Investments in equity instruments at FVTOCI

On initial recognition, the Group can make an irrevocable election (on an instrument-by-instrument basis) to present the subsequent changes in fair value in other comprehensive income pertaining to investments in equity instruments. This election is not permitted if the equity investment is held for trading. These elected investments are initially measured at fair value plus transaction costs. Subsequently, they are measured at fair value with gains and losses arising from changes in fair value recognised in other comprehensive income and accumulated in the 'Reserve for equity instruments through other comprehensive income'. The cumulative gain or loss is not reclassified to profit or loss on disposal of the investments

A financial asset is held for trading if:

- it has been acquired principally for the purpose of selling it in the near term; or

Significant Accounting Policies and Notes

to the financial statements for the year ended March 31, 2017

- on initial recognition it is part of a portfolio of identified financial instruments that the Group manages together and has a recent actual pattern of short-term profit-taking; or

- it is a derivative that is not designated and effective as a hedging instrument or a financial guarantee.

Financial assets at fair value through profit or loss (FVTPL)

Investments in equity instruments are classified as at FVTPL, unless the Group irrevocably elects on initial recognition to present subsequent changes in fair value in other comprehensive income for investments in equity instruments which are not held for trading (see note above).

Debt instruments that do not meet the amortised cost criteria or FVTOCI criteria (see above) are measured at FVTPL. In addition, debt instruments that meet the amortised cost criteria or the FVTOCI criteria but are designated as at FVTPL are measured at FVTPL.

A financial asset that meets the amortised cost criteria or debt instruments that meet the FVTOCI criteria may be designated as at FVTPL upon initial recognition if such designation eliminates or significantly reduces a measurement or recognition inconsistency that would arise from measuring assets or liabilities or recognising the gains and losses on them on different bases. The Group has not designated any debt instrument as at FVTPL

Financial assets at FVTPL are measured at fair value at the end of each reporting period, with any gains or losses arising on remeasurement recognised in profit or loss. The net gain or loss recognised in profit or loss incorporates any dividend or interest earned on the financial asset and is included in the 'Other income' line item. Dividend on financial assets at FVTPL is recognised when the Group's right to receive the dividends is established, it is probable that the economic benefits associated with the dividend will flow to the entity, the dividend does not represent a recovery of part of cost of the investment and the amount of dividend can be measured reliably

Financial guarantee contracts:

A financial guarantee contract is a contract that requires the issuer to make specified payments to reimburse the holder for a loss it incurs because a specified debtor fails to make payments when due in accordance with the terms of a debt instrument. Financial guarantee contracts issued by a Company are initially measured at their fair values and, if not designated as at FVTPL, are subsequently measured at the higher of:

- the amount of loss allowance determined in accordance with impairment requirements of Ind AS 109; and

- the amount initially recognised less, when appropriate, the cumulative amount of income recognised in accordance with the principles of Ind AS 18.

Fair value hedges

Changes in fair value of the designated portion of derivatives that qualify as fair value hedges are recognised in the statement of profit and loss immediately, together with any changes in the fair value of the hedged asset or liability that are attributable to the hedged risk.

q. Segment Reporting

Operating Segments are reported consistently with the internal reporting provided to the Managing Director. The highest decision making executive is responsible for allocating resources to and assessing the performance of the operating segments. The highest decision making body is Managing Director.

Significant Accounting Policies and Notes

to the financial statements for the year ended March 31, 2017

NOTES TO THE FINANCIAL STATEMENTS:

Rs. in Lakhs

Description of Assets	Plant and Equipment - Freehold	Office Equipment	Furniture and Fixtures	Vehicles	Total
Note 1 PROPERTY, PLANT AND EQUIPMENT					
I. Gross Carrying Amount					
Balance as at 1 April 2016	392.37	59.95	40.66	334.53	**827.51**
Additions	12.12	10.29	22.15	85.34	**129.90**
Disposals	1.56	–	–	42.06	**43.62**
Balance as at 31 March 2017	**402.93**	**70.24**	**62.81**	**377.81**	**913.79**
II. Accumulated depreciation and impairment					
Balance as at 1 April 2016	173.97	27.59	11.26	135.67	**348.49**
Depreciation expense for the year	85.46	11.59	5.26	85.40	**187.71**
Eliminated on disposal of assets	0.87	–	–	24.68	**25.55**
Balance as at 31 March 2017	**258.56**	**39.18**	**16.52**	**196.39**	**510.65**
III. Net carrying amount (I-II)	**144.37**	**31.06**	**46.29**	**181.42**	**403.14**

Rs. in Lakhs

Description of Assets	Plant and Equipment - Freehold	Office Equipment	Furniture and Fixtures	Vehicles	Total
I. Gross Carrying Amount					
Balance as at 1 April 2015	182.26	35.42	11.17	236.53	**465.38**
Additions	213.61	24.53	29.49	131.55	**399.18**
Disposals	3.50	–	–	33.55	**37.05**
Balance as at 31 March 2016	**392.37**	**59.95**	**40.66**	**334.53**	**827.51**
II. Accumulated depreciation and impairment					
Balance as at 1 April 2015	126.80	18.77	5.85	96.63	**248.05**
Depreciation expense for the year	49.39	8.82	5.41	70.43	**134.05**
Eliminated on disposal of assets	2.22	–	–	31.39	**33.61**
Balance as at 31 March 2016	**173.97**	**27.59**	**11.26**	**135.67**	**348.49**
III. Net carrying amount (I-II)	**218.40**	**32.36**	**29.40**	**198.86**	**479.02**

Rs. in Lakhs

Description of Assets	Plant and Equipment - Freehold	Office Equipment	Furniture and Fixtures	Vehicles	Total
I. Gross Carrying Amount					
Balance as at 1 April 2014	137.23	22.17	11.16	130.99	**301.55**
Additions	45.84	13.24	–	105.54	**164.62**
Disposals	0.79	–	–	–	**0.79**
Balance as at 31 March 2015	**182.28**	**35.41**	**11.16**	**236.53**	**465.38**
II. Accumulated depreciation and impairment					
Balance as at 1 April 2014	67.06	13.61	4.55	24.61	**109.83**
Depreciation expense for the year	60.32	5.15	1.30	72.02	**138.79**
Eliminated on disposal of assets	0.57	–	–	–	**0.57**
Balance as at 31 March 2015	**126.81**	**18.76**	**5.85**	**96.63**	**248.05**
III. Net carrying amount (I-II)	**55.47**	**16.65**	**5.31**	**139.90**	**217.33**

Significant Accounting Policies and Notes

to the financial statements for the year ended March 31, 2017

Rs. in Lakhs

Description of Assets	Computer Software	Total
Note 2 OTHER INTANGIBLE ASSETS		
I. Gross Carrying Amount		
Balance as at 1 April 2016	–	–
Additions from separate acquisitions	25.65	25.65
Balance as at 31 March 2017	**25.65**	**25.65**
II. Accumulated depreciation and impairment		
Balance as at 1 April 2016	–	–
Amortisation expense for the year	2.11	2.11
Balance as at 31 March 2017	2.11	2.11
III. Net carrying amount (I-II)	**23.54**	**23.54**

Rs. in Lakhs

Description of Assets	Computer Software	Total
I. Intangible Assets		
Cost		
Balance as at 1 April 2015	–	–
Additions from separate acquisitions	–	–
Balance as at 31 March, 2016	–	–
II. Accumulated depreciation and impairment		
Balance as at 1 April 2015	–	–
Amortisation expense for the year	–	–
Balance as at 31 March, 2016	–	–
III. Net carrying amount (I-II)	–	–

Other adjustments during the year comprise of interest capitalised.

Rs. in Lakhs

Particular	As at 31 March 2017			As at 31 March 2016			As at 1 April 2015		
	QTY	Amounts Current	Amounts Non Current	QTY	Amounts Current	Amounts Non Current	QTY	Amounts Current	Amounts Non Current
Note 3 INVESTMENTS									
Amortised Cost									
Investments Carried at Amortised Cost									
Other Investment (Fixed Deposit with Mahindra & Mahindra Financial Services Limited)		8,315	3,625		4,375	9,015		125	9,640
Total Investments Carried at Amortised Cost		**8,315**	**3,625**		**4,375**	**9,015**		**125**	**9,640**
Total Investments		**8,315**	**3,625**		**4,375**	**9,015**		**125**	**9,640**

Significant Accounting Policies and Notes

to the financial statements for the year ended March 31, 2017

Rs. in Lakhs

Particulars	As at 31 March 2017 Current	2017 Non-Current	2016 Current	2016 Non-Current	As at 1 April 2015 Current	2015 Non-Current
Note 4 LOANS						
a) Loans to related parties						
- Unsecured, considered good	10,550.00	-	3,125.00	2,000.00	5,200.00	825.00
TOTAL (B)	**10,550.00**	**-**	**3,125.00**	**2,000.00**	**5,200.00**	**825.00**
b) Other Loans						
- Unsecured, considered good						
- Other loans and advances [Advance payment of tax (net of provisions)]	-	12.81	-	-	-	-
- Others	320.52	1.06	263.68	14.66	208.43	28.28
TOTAL (C)	**320.52**	**13.87**	**263.68**	**14.66**	**208.43**	**28.28**
GRAND TOTAL	**10,870.52**	**13.87**	**3,388.68**	**2,014.66**	**5,408.43**	**853.28**

Refer Note 21 for disclosures related to credit risk, impairment under expected credit loss model and related financial instrument disclosures.

Rs. in Lakhs

Particulars	As at 31 March 2017 Current	2017 Non-Current	2016 Current	2016 Non-Current	As at 1 April 2015 Current	2015 Non-Current
Note 5 OTHER FINANCIAL ASSETS						
Financial assets at amortised cost						
Interest Accrued but not due	2,355.89	-	1,921.22	-	872.48	-
Security Deposits	-	96.61	-	53.59	-	43.81
Bank Deposit with more than 12 months maturity	-	60.00	-	60.00	-	60.00
TOTAL	**2,355.89**	**156.61**	**1,921.22**	**113.59**	**872.48**	**103.81**

The Bank Deposit with more than 12 months maturity is under lien to the IRDAI as per the IRDAI (Insurance Brokers) Regulations 2013.

Rs. in Lakhs

Particulars	Year ended March 31 2017	2016
Note 6 CURRENT TAX AND DEFERRED TAX		
a) Income Tax recognised in profit or loss		
Current Tax:		
In respect of current year	2,905.00	2,696.00
	2,905.00	2,696.00
Deferred Tax:		
In respect of current year origination and reversal of temporary differences	(15.36)	(43.04)
	(15.36)	(43.04)
Total income tax expense on continuing operations	**2,889.64**	**2,652.96**

Significant Accounting Policies and Notes

to the financial statements for the year ended March 31, 2017

Rs. in Lakhs

Particulars	Year ended 31 March 2017	Year ended 31 March 2016
b) Income tax recognised in other Comprehensive income		
Current Tax		
Deferred tax related to items recognised in other comprehensive income during the year:		
Remeasurement of defined benefit obligations	(21.89)	18.87
Total	**(21.89)**	**18.87**
Classification of income tax recognised in other comprehensive income		
Income taxes related to items that will not be reclassified to profit or loss	**(21.89)**	**18.87**
Income taxes related to items that will be reclassified to profit or loss	-	-
Total	**(21.89)**	**18.87**

Rs. in Lakhs

Particulars	Year ended 31 March 2017	Year ended 31 March 2016
c) Reconciliation of income tax expense and the accounting profit multiplied by Company's domestic tax rate:		
Profit before tax from continuing operations	**8,235.82**	**7,465.89**
Income tax expense calculated at 34.608% (2016: 34.608%)	2,850.25	2,583.80
Effect of expenses that is non-deductible in determining taxable profit	173.46	197.83
Effect of tax incentives and concessions (research and development and other allowances)	(118.71)	(85.63)
	2,905.00	**2,696.00**
Adjustments recognised in the current year in relation to the current tax of prior years	-	-
Income tax expense recognised In profit or loss from continuing operations	**2,905.00**	**2,696.00**

There is no change in the tax rate from that in the previous year.

Rs. in Lakhs

Particulars	For the Year ended 31 March 2017			
	Opening Balance	Recognised in profit and Loss	Recognised in OCI	Closing Balance
Note 6 CURRENT TAX AND DEFERRED TAX				
i) Movement in deferred tax balances				
Tax effect of items constituting deferred tax liabilities				
Property, Plant and Equipment	(13.21)	(9.60)	-	(22.81)
	(13.21)	(9.60)	-	(22.81)
Tax effect of items constituting deferred tax assets				
Employee Benefits	49.79	4.18	21.89	75.86
Provisions	13.50	1.58	-	15.08
	63.29	5.76	21.89	90.94
Net Tax Asset (Liabilities)	**76.50**	**15.36**	**21.89**	**113.75**

Significant Accounting Policies and Notes

to the financial statements for the year ended March 31, 2017

Rs. in Lakhs

Particulars	For the Year ended 31 March 2016 Opening Balance	Recognised in profit and Loss	Recognised in OCI	Closing Balance
Tax effect of items constituting deferred tax liabilities				
Property, Plant and Equipment	(10.79)	(2.42)	-	(13.21)
	(10.79)	(2.42)	-	(13.21)
Tax effect of items constituting deferred tax assets				
Employee Benefits	34.52	34.14	(18.87)	49.79
Provisions	7.01	6.49	-	13.50
	41.53	40.63	(18.87)	63.29
Net Tax Asset (Liabilities)	**52.32**	**43.05**	**(18.87)**	**76.50**

Rs. in Lakhs

Particulars	For the Year ended 31 March 2015 Opening Balance	Recognised in profit and Loss	Recognised in OCI	Closing Balance
Tax effect of items constituting deferred tax liabilities				
Property, Plant and Equipment	21.06	(26.46)	-	(5.40)
	21.06	(26.46)	-	(5.40)
Tax effect of items constituting deferred tax assets				
Employee Benefits	27.79	12.12	-	39.91
Provisions	4.98	2.03	-	7.01
	32.77	14.15	-	46.92
Net Tax Asset (Liabilities)	**11.71**	**40.61**	**-**	**52.32**

Rs. in Lakhs

Particulars	As at 31 March				As at 1 April	
	2017		2016		2015	
	Current	Non-Current	Current	Non-Current	Current	Non-Current
Note 7 OTHER ASSETS						
a) Advances other than capital advances						
i) Earnest Money Deposit	0.10	-	-	-	-	-
ii) Other assets	26.42	-	3.48	-	2.89	-
iii) Gratuity Plan Assets	-	3.45	-	7.25	-	-
TOTAL OTHER ASSETS	**26.52**	**3.45**	**3.48**	**7.25**	**2.89**	**-**

Significant Accounting Policies and Notes

to the financial statements for the year ended March 31, 2017

Rs. in Lakhs

Particulars	As at 31 March 2017 Current	As at 31 March 2017 Non-Current	As at 31 March 2016 Current	As at 31 March 2016 Non-Current	As at 1 April 2015 Current	As at 1 April 2015 Non-Current
Note 8 TRADE RECEIVABLES						
Trade receivables						
a) Unsecured, considered good	2,669.28	-	2,212.76	-	1,325.73	-
b) Doubtful	43.59	-	39.02	-	20.63	-
Less: Allowance for Credit Losses	43.59	-	39.02	-	20.63	-
TOTAL	**2,669.28**	**-**	**2,212.76**	**-**	**1,325.73**	**-**
Of the above, trade receivables from:						
- Related Parties	1,084.68	-	818.61	-	487.73	-
- Others	1,584.60	-	1,394.15	-	838.00	-
TOTAL	**2,669.28**	**-**	**2,212.76**	**-**	**1,325.73**	**-**

Refer Note 21 for disclosures related to credit risk, impairment of trade receivables under expected credit loss model and related disclosures.

Rs. in Lakhs

Particulars	As at 31 March 2017	As at 31 March 2016	As at 1 April 2015
Note 9 CASH AND BANK BALANCES			
Cash and cash equivalents			
a) Balances with banks	372.07	301.22	165.00
b) Cash on hand	1.99	1.90	1.35
Total Cash and cash equivalent	**374.06**	**303.12**	**166.35**

Rs. in Lakhs

Particulars	
Note 10 EQUITY SHARE CAPITAL	
a) Equity share capital	
As at 1 April 2015	257.73
Changes in equity share capital during the year	-
As at 31 March 2016	**257.73**
Changes in equity share capital during the year	-
As at 31 March 2017	**257.73**

Rs. in Lakhs

Particulars	As at 31 March 2017 No. of shares	As at 31 March 2017 ₹ lakhs	As at 31 March 2016 No. of shares	As at 31 March 2016 ₹ lakhs	As at 1 April 2015 No. of shares	As at 1 April 2015 ₹ lakhs
Note 10 EQUITY SHARE CAPITAL						
Authorised:						
Equity shares of Rs. 10/- each with voting rights	35,00,000	350.00	35,00,000	350.00	35,00,000	350.00
Issued, Subscribed and Fully Paid:						
Equity shares of Rs. 10/- each with voting rights	25,77,320	257.73	25,77,320	257.73	25,77,320	257.73
TOTAL	**25,77,320**	**257.73**	**25,77,320**	**257.73**	**25,77,320**	**257.73**

Significant Accounting Policies and Notes

to the financial statements for the year ended March 31, 2017

Note 10 - EQUITY SHARE CAPITAL (CONTD.)

i) Reconciliation of the number of shares outstanding at the beginning and at the end of the period.

Particulars	Opening Balance	Fresh Issue	Bonus	ESOP	Other Changes (give details)	Closing Balance
a) Equity Shares with Voting rights*						
Year Ended 31 March 2017						
No. of Shares	25,77,320	-	-	-	-	25,77,320
Amount	257.73	-	-	-	-	257.73
Year Ended 31 March 2016						
No. of Shares	25,77,320	-	-	-	-	25,77,320
Amount	257.73	-	-	-	-	257.73
Year Ended 1 April 2015						
No. of Shares	25,77,320	-	-	-	-	25,77,320
Amount	257.73	-	-	-	-	257.73

*Rights, preferences and restrictions attached to equity shares

The Company has only one class of equity shares having par value of Rs. 10 per share. Each holder of equity share is entitled to one vote per share. The company declares and pays dividend in Indian Rupees. The dividend proposed by Board of Directors is subject to approval of the shareholders in the ensuing annual general meeting. Further, the Board of Directors may also announce an interim dividend which would need to be confirmed by the shareholders at the forthcoming Annual General Meeting. In the event of liquidation, the shareholders are eligible to receive the remaining assets of the Company after distribution of all preferential amounts, in proportion to their shareholdings.

ii) Details of shares held by the holding company, the ultimate holding company, their subsidiaries and associates:

Particulars	No. of Shares		
	Equity Shares with Voting rights	Equity Shares with Differential Voting rights	Others
As at 31 March 2017			
Mahindra and Mahindra Financial Services Limited, the Holding Company	21,90,722	-	-
As at 31 March 2016			
Mahindra and Mahindra Financial Services Limited, the Holding Company	21,90,722	-	-
As at 1 April 2015			
Mahindra and Mahindra Financial Services Limited, the Holding Company	21,90,722	-	-

iii) Details of shares held by each shareholder holding more than 5% shares:

Class of Shares/Name of Shareholder	As at 31 March 2017		As at 31 March 2016		As at 1 April 2015	
	Number of shares held	% holding in that class of shares	Number of shares held	% holding in that class of shares	Number of shares held	% holding in that class of shares
Equity shares with voting rights						
Mahindra and Mahindra Financial Services Limited	21,90,722	85%	21,90,722	85%	21,90,722	85%
Inclusion Resource Pte Limited	**3,86,598**	**15%**	3,86,598	15%	3,86,598	15%

Significant Accounting Policies and Notes

to the financial statements for the year ended March 31, 2017

Note 10 - EQUITY SHARE CAPITAL (CONTD.)

iv) Aggregate number and class of shares allotted as fully paid up pursuant to contract(s) without payment being received in cash, bonus shares and shares bought back for the period of 5 years immediately preceding the balance sheet date:

Particulars	Aggregate number of shares		
	As at 31 March 2017	As at 31 March 2016	As at 1 April 2015
Equity shares with voting rights			
a) Fully paid up pursuant to contract(s) without payment being received in cash	-	-	-
b) Fully paid up by way of bonus shares	-	20,00,000	20,00,000
c) Shares bought back	-	-	-

Significant Accounting Policies and Notes

to the financial statements for the year ended March 31, 2017

Note 11 - STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 MARCH 2017

B. Other Equity

Rs. in Lakhs

			Reserves and Surplus					Items of other comprehensive income						
	Share application money pending allotment	Equity component of compound financial instruments	Capital Reserve	Securities Premium Reserve	Treasury Shares	General Reserve	Retained Earnings	Debt instrument through Other Comprehensive Income	Equity instrument through Other Comprehensive Income	Effective portion of Cash Flow Hedges	Revaluation Surplus	Exchange differences on translating the financial statements of a foreign operation	Other items of Other Comprehensive Income (specify nature)	Total
As at 1 April 2015				**1,589.50**		**1,658.43**	**14,071.30**							**17,319.23**
Profit/(Loss) for the period	-	-	-	-	-	-	4,812.93	-	-	-	-	-	-	4,812.93
Other Comprehensive Income/(Loss)	-	-	-	-	-	-	35.66	-	-	-	-	-	-	35.66
Total Comprehensive Income for the year	-	-	-	-	-	-	4,848.59	-	-	-	-	-	-	4,848.59
Dividend paid on Equity Shares	-	-	-	-	-	-	(322.17)	-	-	-	-	-	-	(322.17)
Dividend Distribution Tax	-	-	-	-	-	-	(65.59)	-	-	-	-	-	-	(65.59)
Transfers to Reserves	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Transfers from retained earnings	-	-	-	-	-	-	-	-	-	-	-	-	-	-
As at 31 March 2016	-	-	-	**1,589.50**	-	**1,658.43**	**18,532.13**	-	-	-	-	-	-	**21,780.06**
Profit/(Loss) for the period	-	-	-	-	-	-	5,346.18	-	-	-	-	-	-	5,346.18
Other Comprehensive Income/(Loss)	-	-	-	-	-	-	(41.36)	-	-	-	-	-	-	(41.36)
Total Comprehensive Income for the year	-	-	-	-	-	-	5,304.82	-	-	-	-	-	-	5,304.82
Dividend paid on Equity Shares	-	-	-	-	-	-	(386.60)	-	-	-	-	-	-	(386.60)
Dividend Distribution Tax	-	-	-	-	-	-	(78.70)	-	-	-	-	-	-	(78.70)
As at 31 March 2017	-	-	-	**1,589.50**	-	**1,658.43**	**23,371.65**	-	-	-	-	-	-	**26,619.58**

Significant Accounting Policies and Notes

to the financial statements for the year ended March 31, 2017

Note 11 - STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 MARCH 2017 (CONTD.)

Description of the nature and purpose of other Equity

Rs. in Lakhs

Particulars	31 March 2017	31 March 2016
Cash dividends on equity shares declared and paid		
Final dividend for the year ended on 31 March 2016: Rs 15 per share (31 March 2015: Rs 12.50 per share)	386.60	322.17
Dividend Distribution Tax on final dividend	78.70	65.59
Interim dividend for the year ended on 31 March 2017: Rs 0 per share (Rs 0 per share)	-	-
	465.30	**387.76**
Proposed dividends on Equity shares		
Final dividend for the year ended on 31 March 2017: Rs 17.50 per share (31 March 2016: Rs. 15 per share)	451.03	386.60
Dividend Distribution Tax on proposed dividend	91.82	78.70
	542.85	**465.30**

Proposed dividends on equity shares are subject to approval in annual general meeting and are not recognised as a liability (including Dividend Distribution Tax thereon) as at 31 March.

Significant Accounting Policies and Notes

to the financial statements for the year ended March 31, 2017

Rs. in Lakhs

Particulars	As at 31 March				As at 1 April	
	2017		2016		2015	
	Current	Non-Current	Current	Non-Current	Current	Non-Current
Note 12 PROVISIONS						
a) Provision for employee benefits						
- Long-term Employee Benefits	1,085.38	184.77	880.42	133.81	674.77	104.96
b) Other Provisions						
- Provision for tax (net of advance tax paid)	-	-	188.38	-	86.81	-
Total Provisions	**1,085.38**	**184.77**	**1,068.80**	**133.81**	**761.58**	**104.96**

Rs. in Lakhs

Particulars	As at 31 March				As at 1 April	
	2017		2016		2015	
	Current	Non-Current	Current	Non-Current	Current	Non-Current
Note 13 TRADE PAYABLES						
Trade payable - Micro and small enterprises	-	-	-	-	-	-
Trade payable - Other than micro and small enterprises	-	-	562.79	-	240.01	-
Total Trade Payables	**660.79**	**-**	**562.79**	**-**	**240.01**	**-**

Rs. in Lakhs

Particulars	As at 31 March		As at 1 April
	2017	2016	2015
Note 14 OTHER FINANCIAL LIABILITIES			
Other Financial Liabilities Measured at Amortised Cost			
Current			
i) Other liabilities			
1) Creditors for capital supplies/services	34.36	22.37	-
2) Retention Money	-	-	-
Total Other Financial Liabilities	**34.36**	**22.37**	**-**

Rs. in Lakhs

Particulars	As at 31 March				As at 1 April	
	2017		2016		2015	
	Current	Non-Current	Current	Non-Current	Current	Non-Current
Note 15 OTHER LIABILITIES						
Statutory dues						
- Taxes payable (other than income taxes)	63.25	-	28.60	-	37.07	-
- Employee Recoveries and Employer Contributions	102.98	-	84.69	-	47.04	-
Total Other Liabilities	**166.23**	**-**	**113.29**	**-**	**84.11**	**-**

Significant Accounting Policies and Notes

to the financial statements for the year ended March 31, 2017

The following is an analysis of the company's revenue for the year from continuing operations.

Rs. in Lakhs

Particulars	As at 31 March 2017	As at 31 March 2016
Note 16 REVENUE FROM OPERATIONS		
Revenue from rendering of services	15,363.24	13,136.08
Total Revenue from Operations	**15,363.24**	**13,136.08**

Rs. in Lakhs

Particulars	As at 31 March 2017	As at 31 March 2016
Note 17 OTHER INCOME		
Interest Income		
- On Financial Assets at Amortised Cost	2,060.23	1,783.71
Total Other Income	**2,060.23**	**1783.71**

Rs. in Lakhs

Particulars	As at 31 March 2017	As at 31 March 2016
Note 18 EMPLOYEE BENEFITS EXPENSE		
a) Salaries and wages, including bonus	5,669.34	4,372.00
b) Contribution to provident and other funds	267.40	200.37
c) Gratuity Expenses	45.54	113.14
d) Share based payment transactions expenses		
1) Equity-settled share-based payments	118.58	203.78
2) Cash-settled share-based payments	-	-
e) Staff welfare expenses	161.23	118.42
Total Employee Benefits Expense	**6,262.09**	**5,007.71**

Equity-settled share-based payments

In respect of the Cash-settled share-based payments, Employee Stock Options (ESOS) of the ultimate holding company Mahindra & Mahindra Limited and the holding company Mahindra & Mahindra Financial Services Limited (MMFSL) are issued to eligible employees of the Company. The Company makes the necessary payment to the respective Ultimate holding company and holding company.

Rs. in Lakhs

Particulars	As at 31 March 2017	As at 31 March 2016
Note 19 OTHER EXPENSES		
a) Power & Fuel	56.02	49.41
b) Rent including lease rentals	334.68	271.15
c) Rates and taxes	6.90	8.47
d) Insurance	220.23	183.88
e) Postage, Telephone and Communication	195.10	126.05
f) Software Charges	6.63	23.61
g) Repairs and maintenance - Others	22.42	46.39
h) Administration Support Charges	149.08	131.72
i) Manpower Contracting Charges	197.56	29.44
j) Advertisement	0.45	7.44
k) Miscellaneous expenses	643.97	413.74
l) Sales promotion expenses	82.86	58.71
m) Travelling and Conveyance Expenses	559.88	587.87

Significant Accounting Policies and Notes

to the financial statements for the year ended March 31, 2017

Note 19 - OTHER EXPENSES (CONTD.)

Rs. in Lakhs

Particulars	As at 31 March 2017	As at 31 March 2016
n) Expenditure on corporate social responsibilty (CSR) under section 135 of the Companies Act, 2013.	136.75	120.16
o) Provision for doubtful trade and other receivables, loans	4.57	18.39
p) Auditors remuneration and out-of-pocket expenses	11.91	11.23
i) As Auditors	7.54	7.25
ii) For Taxation matters	2.51	2.50
iii) For Other services	1.56	1.40
iv) For reimbursement of expenses	0.30	0.08
q) Other expenses		
i) Legal and other professional costs	106.73	224.48
Total Other Expenses	**2,735.74**	**2,312.14**

Rs. in Lakhs

Particulars	For the year ended March 31 2017	For the year ended March 31 2016
Note 20 EARNINGS PER SHARE		
	Per Share	Per Share
Basic Earnings per share		
From continuing operations	205.83	188.13
From discontinuing operations	-	-
Total basic earnings per share	**205.83**	**188.13**
Diluted Earnings per share		
From continuing operations	205.83	188.13
From discontinuing operations	-	-
Total diluted earnings per share	**205.83**	**188.13**

Basic earnings per share

The earnings and weighted average number of ordinary shares used in the calculation of basic earnings per share are as follows:

Rs. in Lakhs

Particulars	For the year ended March 31 2017	For the year ended March 31 2016
Profit / (loss) for the year attributable to owners of the Company	5,304.82	4,848.59
Less: Preference dividend and tax thereon	-	-
Profit / (loss) for the year used in the calculation of basic earnings per share	**5,304.82**	**4,848.59**
Profit for the year on discontinued operations used in the calculation of basic earnings per share from discontinued operations	-	-
Profits used in the calculation of basic earnings per share from continuing operations	**5,304.82**	**4,848.59**
Weighted average number of equity shares (nos)	25,77,320	25,77,320
Earnings per share from continuing operations - Basic (₹)	205.83	188.13

Diluted earnings per share

The diluted earnings per share has been computed by dividing the Net profit after tax available for Equity shareholders by the weighted average number of equity shares, after giving dilutive effect of the outstanding Warrants, Stock options and Convertible bonds for the respective periods, if any.

Significant Accounting Policies and Notes

to the financial statements for the year ended March 31, 2017

Rs. in Lakhs

Particulars	For the year ended March 31	
	2017	2016
Profit/(loss) for the year used in the calculation of basic earnings per share	5,304.82	4,848.59
Add: Adjustments, if any	-	-
Profit/(loss) for the year used in the calculation of diluted earnings per share	5,304.82	4,848.59
Profit for the year on discontinued operations used in the calculation of diluted earnings per share from discontinued operations	-	-
Profits used in the calculation of diluted earnings per share from continuing operations	**5,304.82**	**4,848.59**

The weighted average number of ordinary shares for the purpose of diluted earnings per share reconciles to the weighted average number of ordinary shares used in the calculation of basic earnings per share as follows:

Rs. in Lakhs

Particulars	For the year ended March 31	
	2017	2016
Weighted average number of equity shares used in the calculation of Basic EPS	25,77,320	25,77,320
Add: Effect of Warrants, if any	-	-
ESOPs, if any	-	-
Convertible bonds, if any	-	-
Others if any	-	-
Weighted average number of equity shares used in the calculation of Diluted EPS	**25,77,320**	**25,77,320**

Note 21 - FINANCIAL INSTRUMENTS

Capital management

The company's capital management objectives are:

- to ensure the company's ability to continue as a going concern.
- to provide an adequate return to shareholders by pricing products and services commensurately with the level of risk.

The company monitors capital on the basis of the carrying amount of equity less cash and cash equivalents as presented on the face of the statement of financial position. The Company is subject to minimum capital requirements as stipulated by the IRDAI (Insurance Brokers) Regulations, 2013.

The company sets the amount of capital in proportion to its overall financing structure, i.e. equity and financial liabilities. The company manages the capital structure and makes adjustments to it in the light of changes in economic conditions and the risk characteristics of the underlying assets.

Rs. in Lakhs

Particulars	As at 31 March		As at 1 April
	2017	2016	2015
Equity	26,877.31	22,037.79	17,576.96
Less: Cash and cash equivalents	(374.06)	(303.12)	(166.35)
	26,503.25	**21,734.67**	**17,410.61**

Significant Accounting Policies and Notes

to the financial statements for the year ended March 31, 2017

Categories of financial assets and financial liabilities

As at 31 March 2017

	Amortised Costs	FVTPL	FVOCI	Total
Non-current Assets				
Investments	3,625.00			3,625.00
Loans	13.87			13.87
Other Financial Assets				
- Non Derivative Financial Assets	156.61			156.61
Current Assets				
Investments	8,315.00			8,315.00
Trade Receivables	2,669.28			2,669.28
Other Bank Balances	374.06			374.06
Loans	10,870.52			10,870.52
Other Financial Assets				
- Non Derivative Financial Assets	2,355.89			2,355.89
- Derivative Financial Assets	-			-
Current Liabilities				
Trade Payables	660.79			660.79
Other Financial Liabilities				
- Non Derivative Financial Liabilities	34.36			34.36

As at 31 March 2016

	Amortised Costs	FVTPL	FVOCI	Total
Non-current Assets				
Investments	9,015.00			9,015.00
Loans	2,014.66			2,014.66
Other Financial Assets				
- Non Derivative Financial Assets	113.59			113.59
Current Assets				
Investments	4,375.00			4,375.00
Trade Receivables	2,212.76			2,212.76
Other Bank Balances	303.12			303.12
Loans	3,388.68			3,388.68
Other Financial Assets				
- Non Derivative Financial Assets	1,921.22			1,921.22
Current Liabilities				
Trade Payables	562.79			562.79
Other Financial Liabilities				
- Non Derivative Financial Liabilities	22.37			22.37

Significant Accounting Policies and Notes

to the financial statements for the year ended March 31, 2017

As at 1 April 2015

	Amortised Costs	FVTPL	FVOCI	Total
Non-current Assets				
Investments	9,640.00			9,640.00
Loans	853.28			853.28
Other Financial Assets				
- Non Derivative Financial Assets	103.81			103.81
Current Assets				
Investments	125.00			125.00
Trade Receivables	1,325.73			1,325.73
Other Bank Balances	166.35			166.35
Loans	5,408.43			5,408.43
Other Financial Assets				
- Non Derivative Financial Assets	872.48			872.48
Current Liabilities				
Trade Payables	240.01			240.01

Financial Risk Management Framework

The Company's activities expose it to a variety of financial risks: credit risk, liquidity risk and market risk. In order to manage the aforementioned risks, the Company operates a risk management policy and a program that performs close monitoring of and responding to each risk factors.

CREDIT RISK

(i) Credit risk management

Credit risk arises when a counterparty defaults on its contractual obligations to pay resulting in financial loss to the Company.

Trade receivables consist of institutional customers, largely insurance companies. The Company deals only with those insurance companies who have obtained an acceptable level of credit rating. The Company does not have significant credit risk exposure to any single external counterparty. Out of total outstanding 41% of the debtors are pertaining to group companies.

The credit risk on liquid funds invested in Fixed Deposits with companies and Intercorporate Deposits is limited because the counterparties are group companies.

The Company applies the simplified approach to providing for expected credit losses prescribed by Ind AS 109, which permits the use of the expected loss provision for all trade receivables. The company has computed expected credit losses based on a provision matrix which uses historical credit loss experience of the Company and individual receivable specific provision where applicable. Forward-looking information (including macroeconomic information) has been incorporated into the determination of expected credit losses.

There is no change in estimation techniques or significant assumptions during the reporting period.

The loss allowance provision is determined as follows:

As at 31 March 2017

	Not due	Less than 6 months past due	More than 6 months past due	Total
Expected loss rate	-	0.5%	70.0%	
Gross carrying amount	-	2,669.28	43.59	2,712.87
Loss allowance provision	-	13.08	30.51	43.59

Significant Accounting Policies and Notes

to the financial statements for the year ended March 31, 2017

As at 31 March 2016

	Not due	Less than 6 months past due	More than 6 months past due	Total
Expected loss rate		0.5%	70.0%	
Gross carrying amount	-	2,212.76	39.02	2,251.78
Loss allowance provision	-	11.71	27.31	39.02

As at 1 April 2015

	Not due	Less than 6 months past due	More than 6 months past due	Total
Expected loss rate		0.5%	70.0%	
Gross carrying amount	-	1,325.73	20.63	1,346.36
Loss allowance provision	-	6.19	14.44	20.63

Reconciliation of loss allowance provision for Trade Receivables

Rs. in Crores

Particulars	For the year ended March 31	
	2017	2016
Balance as at beginning of the year	39.02	20.63
Impairment losses recognised in the year based on lifetime expected credit losses		
- On receivables originated in the year	4.57	18.39
Impairment losses recognised in the year based on 12 month expected credit losses		
- On receivables originated in the year	-	-
Balance at end of the year	43.59	39.02

The loss allowance provision has changed during the period due to delays in recovery of brokerage on insurance contracts brokered.

LIQUIDITY RISK

(i) Liquidity risk management

Ultimate responsibility for liquidity risk management rests with the board of directors, which has established an appropriate liquidity risk management framework for the management of the Company's short, medium and long-term funding and liquidity management requirements. The Company manages liquidity risk by maintaining adequate reserves, banking facilities and reserve borrowing facilities, by continuously monitoring forecast and actual cash flows, and by matching the maturity profiles of financial assets and liabilities.

(ii) Maturities of financial liabilities

The following tables detail the Company's remaining contractual maturity for its non-derivative financial liabilities with agreed repayment periods. The amount disclosed in the tables have been drawn up based on the undiscounted cash flows of financial liabilities based on the earliest date on which the Company can be required to pay. The tables include both interest and principal cash flows.

Particulars	Less than 1 Year	1-3 Years	3 Years to 5 Years	5 years and above
	INR	INR	INR	INR
Non-derivative financial liabilities				
31-Mar-17				
Non-interest bearing	34.36	-	-	-
Total	**34.36**	**-**	**-**	**-**

Significant Accounting Policies and Notes

to the financial statements for the year ended March 31, 2017

Particulars	Less than 1 Year INR	1-3 Years INR	3 Years to 5 Years INR	5 years and above INR
31-Mar-16				
Non-interest bearing	22.37	-	-	-
Total	**22.37**	**-**	**-**	**-**
1-Apr-15				
Non-interest bearing	-	-	-	-
Total	**-**	**-**	**-**	**-**

(iii) Financing arrangements

The Company does not feel the need to have any borrowing facilities at this stage.

(iv) Maturities of financial assets

The following table details the Company's expected maturity for its non-derivative financial assets. The table has been drawn up based on the undiscounted contractual maturities of the financial assets including interest that will be earned on those assets. The inclusion of information on non-derivative financial assets is necessary in order to understand the Company's liquidity risk management as the liquidity is managed on a net asset and liability basis.

Particulars	Less than 1 Year INR	1-3 Years INR	3 Years to 5 Years INR	5 years and above INR
Non-derivative financial assets				
31-Mar-17				
Non-interest bearing	2,355.89	96.61	-	-
Fixed interest rate instruments	-	60.00	-	-
Total	**2,355.89**	**156.61**	**-**	**-**
31-Mar-16				
Non-interest bearing	1,921.22	53.59	-	-
Fixed interest rate instruments	-	60.00	-	-
Total	**1,921.22**	**113.59**	**-**	**-**
1-Apr-15				
Non-interest bearing	872.48	43.81	-	-
Fixed interest rate instruments	-	60.00	-	-
Total	**872.48**	**103.81**	**-**	**-**

MARKET RISK

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices. Market risk comprises three types of risk: currency risk, interest rate risk and other price risk. The objective of market risk management is to manage and control market risk exposures within acceptable parameters, while optimising the return. The Company invests in fixed rate instruments taking into account the current liquidity requirements. All such transactions are carried out within the guidelines set by the Board of Directors.

There has been no significant changes to the company's exposure to market risk or the methods in which they are managed or measured.

Currency Risk

The Company undertakes transactions denominated in foreign currencies; consequently, exposures to exchange rate fluctuations arise. The Company's / Company's exposure to currency risk relates primarily to the Company's

Significant Accounting Policies and Notes

to the financial statements for the year ended March 31, 2017

operating activities in reinsurance broking when transactions are denominated in a different currency from the Company's functional currency.

The Company mitigates its foreign currency risk by entering into reinsurance contracts wherein the risk is to the account of the cedant insurers or the reinsurers.

The carrying amounts of the Company's foreign currency denominated monetary assets and monetary liabilities at the end of the reporting period are as follows.

Particulars	Currency	31-Mar-17	31-Mar-16	1-Apr-15
Trade Receivables	USD	-	-	-
	EUR	-	-	-
	GBP	-	-	-
Trade Payables	USD	-	-	-
	EUR	-	-	-
	GBP	-	-	-

Foreign Currency Sensitivity

In management's opinion, any sensitivity analysis is not representative of the inherent foreign exchange risk because the exposure is to the account of the cedant insurer or reinsurer.

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 manages its interest rate risk by having a balanced portfolio of long-term as well as short-term fixed deposits with companies as well as intercorporate deposits.

Interest rate sensitivity

The sensitivity analyses below have been determined based on exposure to interest rate for non-derivative instruments at the end of reporting period.

The following table demonstrates the sensitivity to a reasonably possible change in interest rates on that portion of loans given and investments in fixed deposits effected. With all other variables held constant, the Company's profit before tax is affected through the impact on fixed rate investments and interest bearing loans as follows:

Rs. in Lakhs

	Currency	Increase / decrease in basis points	Effect on profit before tax
31-Mar-17	INR	+50	73.36
	INR	-50	-73.36
31-Mar-16	INR	+100	135.94
	INR	-100	-135.94

The assumed movement in basis points for the interest rate sensitivity analysis is based on the currently observable market environment, showing a significantly higher volatility than in prior years.

Significant Accounting Policies and Notes

to the financial statements for the year ended March 31, 2017

Fair value of financial assets and financial liabilities that are not measured at fair value

Rs. in Lakhs

Particulars	31-Mar-17		31-Mar-16		1-Apr-15	
	Carrying amount	Fair value	Carrying amount	Fair value	Carrying amount	Fair value
Note 22 FAIR VALUE MEASUREMENT						
Financial assets						
Financial assets carried at Amortised Cost						
– Loans to related parties	10,550.00	10,550.00	5,125.00	5,125.00	6,025.00	6,025.00
– Trade and other receivables	2,669.28	2,669.28	2,212.76	2,212.76	1,325.73	1,325.73
– Loans/lease receivables	334.39	334.39	278.34	278.34	236.71	236.71
– Other financial assets	2,512.50	2,512.50	2,034.81	2,034.81	976.29	976.29
– Fixed Deposits with Companies	11,940.00	11,940.00	13,390.00	13,390.00	9,765.00	9,765.00
Total	**28,006.17**	**28,006.17**	**23,040.91**	**23,040.91**	**18,328.73**	**18,328.73**
Financial liabilities						
Financial liabilities held at amortised cost						
– Trade and other payables	660.79	660.79	698.45	698.45	324.12	324.12
Total	**660.79**	**660.79**	**698.45**	**698.45**	**324.12**	**324.12**

Fair value hierarchy as at 31 March 2017

	Level 1	Level 2	Level 3	Total
Financial assets				
Financial assets carried at Amortised Cost				
– Loans to related parties	-	10,550.00	-	10,550.00
– Trade and other receivables	-	2,669.28	-	2,669.28
– Loans/lease receivables	-	334.39	-	334.39
– Other financial assets	-	2,512.50	-	2,512.50
– Fixed Deposits with companies	-	11,940.00	-	11,940.00
Total	-	**28,006.17**	-	**28,006.17**
Financial liabilities				
Financial Instruments not carried at Fair Value				
– Trade and other payables	-	660.79	-	660.79
Total	-	**660.79**	-	**660.79**

Fair value hierarchy as at 31 March 2016

	Level 1	Level 2	Level 3	Total
Financial assets				
Financial assets carried at Amortised Cost				
– Loans to related parties	-	5,125.00	-	5,125.00
– Trade and other receivables	-	2,212.76	-	2,212.76
– Other financial assets	-	2,099.93	-	2,099.93
– Fixed Deposits with companies	-	13,390.00	-	13,390.00
Total	-	**22,827.69**	-	**22,827.69**
Financial liabilities				
Financial Instruments not carried at Fair Value				
– Trade and other payables	-	887.25	-	887.25
Total	-	**887.25**	-	**887.25**

Significant Accounting Policies and Notes

to the financial statements for the year ended March 31, 2017

Fair value hierarchy as at 1 April 2015

	Level 1	Level 2	Level 3	Total
Financial assets				
Financial assets carried at Amortised Cost				
– Loans to related parties	-	6,025.00	-	6,025.00
– Trade and other receivables	-	1,325.73	-	1,325.73
– Other financial assets	-	1,049.12	-	1,049.12
– Fixed Deposits with companies	-	9,765.00	-	9,765.00
Total	**-**	**18,164.85**	**-**	**18,164.85**
Financial liabilities				
Financial Instruments not carried at Fair Value				
– Trade and other payables	-	427.22	-	427.22
Financial lease payables	-		-	-
Total	**-**	**427.22**	**-**	**427.22**

The fair values of the financial assets and financial liabilities included in the level 2 categories above have been determined in accordance with generally accepted pricing models based on a discounted cash flow analysis, with the most significant inputs being the discount rate that reflects the credit risk of counterparties. In the opinion of the management, the difference between the carrying value of the above stated financial assets and liabilities is not materially different from their fair value . Accordingly, the fair value and carrying amount are the same.

Rs. in Lakhs

Particulars	For the year ended 31 March 2017	For the year ended 31 March 2016	For the year ended 1 April 2015
Note 23 LEASES			
Details of leasing arrangements			
As Lessee			
Operating Lease			
The Company has entered into operating lease arrangements for certain facilities and office premises. The leases are non-cancellable and are for a period of 2 to 5 years and may be renewed for a further period of 3 to 5 years based on mutual agreement of the parties. The lease agreements provide for an increase in the lease payments by 15 % every 2.5 to 3 years.			
Future Non-Cancellable minimum lease commitments			
not later than one year	31.77	-	-
later than one year and not later than five years	59.56	52.11	-
later than five years	-	-	-
Expenses recognised in the Statement of Profit and Loss			
Minimum Lease Payments	334.68	271.15	-

Note 24 - SEGMENT INFORMATION

The Company has determined the operating segment based of structure of reports reviewed by the Strategic Management Council. For management purposes, the Company is organised into a single business unit and has only one reportable segment namely “Insurance Broking services”. The geographical segment is based on the location of client, whether in India or outside India. The Strategic Management Council of the Company monitors the operating results of its business unit for the purpose of making decisions about resource allocation and performance assessment.

Significant Accounting Policies and Notes

to the financial statements for the year ended March 31, 2017

Rs. in Lakhs

Geographic information	Year Ended 31 March 2017	Year Ended 31 March 2016
Revenue from external customers		
India	17,346.34	14,697.86
Outside India	77.13	221.93
Total revenue per statement of profit or loss	**17,423.47**	**14,919.79**

All Non-current operating assets comprising property, plant and equipment, investment properties and intangible assets, if any are located in India.

Revenue from major products and services

The following is an analysis of the Company's revenue from continuing operations from its major products and services:

Rs. in Lakhs

	Year Ended 31 March 2017	Year Ended 31 March 2016
Insurance Broking and auxillary activities	17,423.47	14,919.79
Total	**17,423.47**	**14,919.79**

Revenues from transactions with a single external customer amounts to 10% or more of the entity's revenues.

Note 25 - EMPLOYEE BENEFITS

(a) Defined Contribution Plan

The Company's contribution to Provident Fund and Superannuation Fund aggregating Rs. 234.48 lakhs (F-2016 : Rs.177.32 lakhs) has been recognised in the Statement of Profit or Loss under the head Employee Benefits Expense.

(b) Defined Benefit Plans:

Gratuity

The Company operates a gratuity plan covering qualifying employees. The benefit payable is the greater of the amount calculated as per the Payment of Gratuity Act, 1972 or the Company scheme applicable to the employee. The benefit vests upon completion of five years of continuous service and once vested it is payable to employees on retirement or on termination of employment. In case of death while in service, the gratuity is payable irrespective of vesting. The Company makes annual contribution to the group gratuity scheme administered by the Life Insurance Corporation of India through its Gratuity Trust Fund.

Through its defined benefit plans the Company is exposed to a number of risks, the most significant of which are detailed below:

Asset volatility

The plan liabilities are calculated using a discount rate set with references to government bond yields; if plan assets under perform compared to the government bonds discount rate, this will create or increase a deficit. The defined benefit plans hold a significant proportion of equity type assets, which are expected to outperform government bonds in the long-term while providing volatility and risk in the short-term.

As the plans mature, the Company intends to reduce the level of investment risk by investing more in assets that better match the liabilities.

However, the Company believes that due to the long-term nature of the plan liabilities and the strength of the supporting group, a level of continuing equity type investments is an appropriate element of the Company's long term strategy to manage the plans efficiently.

Changes in bond yields

A decrease in government bond yields will increase plan liabilities, although this is expected to be partially offset by an increase in the value of the plans' bond holdings and interest rate hedging instruments.

Inflation risk

Some of the Company's pension obligations are linked to inflation, and higher inflation will lead to higher liabilities (although, in most cases, caps on the level of inflationary increases are in place to protect the plan against extreme inflation). The plans hold a significant proportion of assets in index linked gilts, together with other inflation hedging instruments and also assets

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which are more loosely correlated with inflation. However an increase in inflation will also increase the deficit to some degree.

Life expectancy

The majority of the plan's obligations are to provide benefits for the life of the member, so increases in life expectancy will result in an increase in the plan's liabilities. This is particularly significant in the Company's defined benefit plans, where inflationary increases result in higher sensitivity to changes in life expectancy.

The significant actuarial assumptions used for the purposes of the actuarial valuations were as follows:

	Valuation as at		
	31-Mar-17	31-Mar-16	1-Apr-15
Discount rate(s)	7.36%	8.00%	8.00%
Expected rate(s) of salary increase	5%	5%	5%
Attrition Rate	Attrition rate of 13% up to the age of 35, 8% up to age of 45 and 6% thereafter	Attrition rate of 1% up to the age of 30 Years	Attrition rate of 1% up to the age of 30 Years

Defined benefit plans – as per actuarial valuation on 31st March, 2017

Rs. in Lakhs

Particulars	Funded Plan Gratuity	
	2017	2016
Amounts recognised in comprehensive income in respect of these defined benefit plans are as follows:		
Service Cost		
Current Service Cost	46.12	111.90
Past service cost and (gains)/losses from settlements	63.25	(54.53)
Net interest expense	(0.58)	1.24
Components of defined benefit costs recognised in profit or loss	108.79	58.61
Remeasurement on the net defined benefit liability		
Return on plan assets (excluding amount included in net interest expense)	–	–
Actuarial gains and loss arising from changes in financial assumptions	–	–
Actuarial gains and loss arising from experience adjustments	63.25	(54.53)
Others (describe)	–	–
Componenets of defined benefit costs recognised in other comprehensive income	63.25	(54.53)
Total		
I. Net Asset/(Liability) recognised in the Balance Sheet as at 31st March		
1. Present value of defined benefit obligation as at 31st March	292.76	190.82
2. Fair value of plan assets as at 31st March	296.21	198.07
3. Surplus/(Deficit)	(3.45)	(7.25)
4. Current portion of the above	50.55	23.61
5. Non current portion of the above	242.21	167.21
II. Change in the obligation during the year ended 31st March		
1. Present value of defined benefit obligation at the beginning of the year	190.82	121.18
2. Add/(Less) on account of Scheme of Arrangement/Business Transfer	-	-
3. Expenses Recognised in Profit and Loss Account		
- Current Service Cost	46.12	111.90
- Past Service Cost	-	-
- Interest Expense (Income)	15.27	12.21

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Particulars	Funded Plan Gratuity 2017	Funded Plan Gratuity 2016
II. Change in the obligation during the year ended 31st March (Contd.)		
4. Recognised in Other Comprehensive Income		
Remeasurement gains/(losses)		
- Actuarial Gain (Loss) arising from:		
i. Demographic Assumptions	-	-
ii. Financial Assumptions	51.63	(51.68)
iii. Experience Adjustments	-	-
5. Benefit payments	(11.08)	(2.79)
6. Others (Specify)		
7. Present value of defined benefit obligation at the end of the year	**292.76**	**190.82**
III. Change in fair value of assets during the year ended 31st March		
1. Fair value of plan assets at the beginning of the year	198.07	137.05
2. Add/(Less) on account of Scheme of Arrangement/Business Transfer	-	-
3. Expenses Recognised in Profit and Loss Account		
- Expected return on plan assets	15.85	10.96
4. Recognised in Other Comprehensive Income		
Remeasurement gains/(losses)		
- Actual Return on plan assets in excess of the expected return	(11.62)	2.85
- Others (specify)	-	-
5. Contributions by employer (including benefit payments recoverable)	104.99	50.00
6. Benefit payments	(11.08)	(2.79)
7. Fair value of plan assets at the end of the year	**296.21**	**198.07**
IV. The Major categories of plan assets		
- Insurer managed funds	100%	100%
V. Actuarial assumptions		
1. Discount rate	7.36%	8.00%
2. Expected rate of return on plan assets	8.00%	8.00%
3. Attrition rate	13% up to the age of 35, 8% up to age of 45 and 6% thereafter	1% up to the age of 30 Years

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The sensitivity of the defined benefit obligation to changes in the weighted principal assumptions is:

Rs. in Lakhs

Principal assumption		Changes in assumption	Impact on defined benefit obligation: Increase in assumption	Impact on defined benefit obligation: Decrease in assumption
Discount rate	2017	1%	-3.41	3.47
	2016	1%		
	2015	1%		
Salary growth rate	2017	1%	2.53	-2.55
	2016	1%		
	2015	1%		
Life expectancy	2017	+/- 1 year	Negligible	Negligible
	2016	+/- 1 year	Negligible	Negligible
	2015	+/- 1 year	Negligible	Negligible

The above sensitivity analyses are based on a change in an assumption while holding all other assumptions constant. In practice this is unlikely to occur, and changes in some of the assumptions may be correlated. When calculating the sensitivity of the defined benefit obligation to significant actuarial assumptions the same method (present value of the defined benefit obligation calculated with the projected unit credit method at the end of the reporting period) has been applied as when calculating the defined benefit liability recognised in the Balance sheet.

The methods and types of assumptions used in preparing the sensitivity analyses did not change compared to previous period.

The Company expects to contribute Rs. 125 lakhs to the gratuity trusts during the next financial year of 2018.

Maturity profile of defined benefit obligation:

Rs. in Lakhs

	2017	2016	2015
Within 1 year	24.40	23.78	19.50
1 - 2 year	30.30	0.33	0.29
2 - 3 year	36.73	0.34	0.30
3 - 4 year	43.73	0.31	0.26
4 - 5 year	51.84	0.27	0.22
5 - 10 years			

The Company's policy is driven by considerations of maximizing returns while ensuring credit quality of the debt instruments. The asset allocation for plan assets is determined based on investment criteria prescribed under the Indian Income Tax Act, 1961, and is also subject to other exposure limitations. The Company evaluates the risks, transaction costs and liquidity for potential investments. To measure plan asset performance, the Company compares actual returns for each asset category with published benchmarks.

VIII. Experience Adjustments :	Period Ended 2017	2016	2015	2014	2013
			Gratuity		
1. Defined Benefit Obligation	292.76	190.82	121.18	84.19	65.80
2. Fair value of plan assets	296.21	198.07	137.05	96.01	68.01
3. Surplus/(Deficit)	(3.45)	(7.25)	(15.87)	(11.82)	(2.21)
4. Experience adjustment on plan liabilities [(Gain)/Loss]	51.64	(51.67)	(44.44)	(45.30)	(27.86)
5. Experience adjustment on plan assets [Gain/(Loss)]	(15.85)	2.85	(10.16)	(2.17)	(0.10)

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The expected rate of return on plan assets is based on the average long term rate of return expected on investments of the fund during the estimated term of obligation.

The estimate of future salary increases, considered in actuarial valuation, takes account of inflation, seniority, promotion and other relevant factors, such as supply and demand in the employment market.

The current service cost and the net interest expense for the year are included in the employee benefits expense in profit or loss of the expense for the year.

Note 26 - RELATED PARTY TRANSACTIONS

Name of the parent Company	:	**Mahindra & Mahindra Financial Services Limited**
Name of the Ultimate parent Company	:	**Mahindra & Mahindra Limited**
Name of the Fellow subsidiaries	:	**Mahindra Rural Housing Finance Limited**
	:	**Mahindra Integrated Business Solutions Limited**
	:	**Mahindra First Choice Wheels Limited**
Key Management Personnel	:	**Dr Jaideep Devare, Managing Director**
	:	**Rupa Joshi, Company Secretary**

Details of transaction between the Company and its related parties are disclosed below:

Rs. in Lakhs

Particulars	For the year ended	Parent Company and Ultimate Parent company	KMP of the Company	Fellow subsidiaries
Nature of transactions with Related Parties				
Purchase of property and other assets including intangibles	31-Mar-17	10.48	-	10.50
	31-Mar-16	17.19	-	-
Rendering of services	31-Mar-17	2,629.97	-	-
	31-Mar-16	2,092.44	-	-
Receiving of services	31-Mar-17	274.21	127.09	120.86
	31-Mar-16	343.39	106.46	-
Interest Income	31-Mar-17	1,462.15	-	589.78
	31-Mar-16	1,363.13	-	411.71
Loans given (including Fixed Deposits & Intercorporate Deposits placed during the year)	31-Mar-17	11,450.00	-	8,350.00
	31-Mar-16	11,250.00	-	2,200.00
Loans taken (including Fixed Deposits matured & Intercorporate Deposits withdrawn during the year)	31-Mar-17	13,625.00	-	2,200.00
	31-Mar-16	8,275.00	-	2,450.00
Dividend Paid	31-Mar-17	328.61	-	-
	31-Mar-16	273.84	-	-

Rs. in Lakhs

Nature of Balances with Related Parties	Balance as on	Parent Company and Ultimate Parent company	KMP of the Company	Other related parties
Trade payables	31-Mar-17	56.93	-	11.03
	31-Mar-16	72.03	-	-
Loans & advances given (including Fixed Deposits and Intercorporate Deposits placed)	31-Mar-17	12,140.00	-	10,350.00
	31-Mar-16	14,315.00	-	4,200.00
Other balances (including Trade Receivables and Interest Accrued)	31-Mar-17	3,018.11	-	341.67
	31-Mar-16	2,519.19	-	154.93

Significant Accounting Policies and Notes

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Compensation of key managerial personnel

The remuneration of directors and other members of key managerial personnel during the year was as follows:

Rs. in Lakhs

Particulars	Year Ended 31 March 2017	Year Ended 31 March 2016
Short-term employee benefits	127.09	106.46
Post-employment benefits[1]	-	-
Other long-term benefits[1]	-	-
Termination benefits	-	-
Share-based payment[2]	-	-

1 Figures not available separately for gratuity and leave encashment.

2 Included in the Stock Option Charge paid to parent company for its Stock Options granted to Key Managerial Personnel.

The remuneration of directors and key executives is determined by the remuneration committee having regard to the performance of individuals and market trends.

Note 27 - CONTINGENT LIABILITIES AND COMMITMENTS

Contingent liabilities (to the extent not provided for)

Rs. in Lakhs

Particulars	As at 31 March 2017	As at 31 March 2016	As at 1 April 2015
Contingent liabilities	-	-	-

Rs. in Lakhs

Particulars	As at 31 March 2017	As at 31 March 2016	As at 1 April 2015
Commitments			
Estimated amount of contracts remaining to be executed on capital account and not provided for:	-	-	-
Commitments for the acquisition of intangible assets	**43.95**	21.13	-

Note 28 - EVENTS AFTER THE REPORTING PERIOD

There are no reportable events occurred after the balance sheet but before the approval of financial statements by board of directors.

Note 29 - FIRST-TIME ADOPTION OF IND-AS

First Time Ind AS Adoption reconciliations

(i) Reconciliation of Total Equity as at 31 March 2016 and 1 April 2015:

Rs. in Lakhs

Particulars	As at 31 March 2016	As at 1 April 2015
Equity as reported under previous GAAP	21,572.49	17,189.20
Ind AS: Adjustments increase (decrease):		
Dividends not recognised as liability until declared	465.30	387.76
	-	-
Equity as reported under IND AS	22,037.79	17,576.96

Significant Accounting Policies and Notes

to the financial statements for the year ended March 31, 2017

(ii) Reconciliation of Total Comprehensive Income for the year ended 31 March 2016:

Rs. in Lakhs

PARTICULARS	Year Ended 31 March 2016
Profit or Loss as per previous GAAP	7,520.42
Ind AS: Adjustments increase (decrease):	
Employee future benefits – actuarial gains and losses (Net of Tax)	(54.53)
Total adjustment to profit or loss	(54.53)
Profit or Loss under Ind AS	7,465.89
Other comprehensive income	-
Total comprehensive income under Ind AS	7,465.89

Note: No statement of comprehensive income was produced under previous GAAP. Therefore the reconciliation starts with profit under previous GAAP.

(iii) Material adjustments to the Statement of Cash Flows:

Rs. in Lakhs

PARTICULARS	Year ended 31 March 2016		
	Previous GAAP	Ind AS Adjustments	Ind AS
Net cash flows from operating activities	2,941.51	-	2,941.51
Net cash flows from investing activities	(2,416.99)	-	(2,416.99)
Net cash flows from financing activities	(387.75)	-	(387.75)
Net increase (decrease) in cash and cash equivalents	136.77	-	136.77
Cash and cash equivalents at beginning of period	166.34	-	166.34
Effects of exchange rate changes on the balance of cash held in foreign currencies	-	-	-
Cash and cash equivalents at end of period	303.11	-	303.11

Analysis of cash and cash equivalents as at 31 March 2016 and 1 April 2015 for the purpose of Statement of Cash flows under Ind AS

Rs. in Lakhs

PARTICULARS	As at 31 March 2016	As at 1 April 2015
Cash and cash equivalents for the purpose of Statement of Cash flows as per Previous GAAP	303.11	166.34
Other adjustments (if any)	-	-
Cash and cash equivalents for the purpose of Statement of Cash flows as per Ind AS	303.11	166.34

Note 30 - ADDITIONAL INFORMATION TO THE CONSOLIDATED FINANCIAL STATEMENTS

Dividend

In respect of the current year, the directors propose that a dividend of Rs.17.50 per share be paid on equity shares on July 17, 2017. This equity dividend is subject to approval by shareholders at the Annual General Meeting and has not been included as a liability in these consolidated financial statements. The proposed equity dividend is payable to all shareholders on the Register of Members on June 16, 2017. The total estimated equity dividend to be paid is Rs.451.03 lakhs. The payment of this dividend is estimated to result in payment of dividend tax of Rs.91.82 lakhs @ 20.358% on the amount of dividends grossed up for the related dividend distribution tax.

Significant Accounting Policies and Notes

to the financial statements for the year ended March 31, 2017

Disclosures required under Section 22 of the Micro, Small and Medium Enterprises Development Act, 2006

Rs. in Lakhs

Particulars	31 March 2017	31 March 2016
(i) Principal amount remaining unpaid to MSME suppliers as on	-	-
(ii) Interest due on unpaid principal amount to MSME suppliers as on	-	-
(iii) The amount of interest paid along with the amounts of the payment made to the MSME suppliers beyond the appointed day	-	-
(iv) The amount of interest due and payable for the year (without adding the interest under MSME Development Act)	-	-
(v) The amount of interest accrued and remaining unpaid as on	-	-
(vi) The amount of interest due and payable to be disallowed under Income Tax Act, 1961	-	-

Dues to Micro and Small Enterprises have been determined to the extent such parties have been identified on the basis of information collected by the Management. This has been relied upon by the auditors.

Rs. in Lakhs

Expenditure in foreign currency on account of	For the year ended 31 March 2017	2016
Professional and consultation fees	0.86	79.06
Other matters	40.96	56.16

Rs. in Lakhs

Earnings in foreign exchange	For the year ended 31 March 2017	2016
Other income - Reinsurance brokerage and Consultancy Fees Income	77.13	221.93

Rs. in Lakhs

Amounts remitted in foreign currency during the year on account of dividend	For the year ended 31 March 2017	2016
Amount of dividend remitted in foreign currency	57.99	48.32
Total number of non-resident shareholders to whom the dividends were remitted in foreign currency	1	1
Total number of shares held by them on which dividend was due	3,86,598	3,86,598
Year to which the dividend relates	FY 2015-16	FY 2014-15

The financial statements of Mahindra Insurance Brokers Limited were approved by the Board of Directors and authorised for issue on April 17, 2017.

Note 31 - DISCLOSURE ON SPECIFIED BANK NOTES (SBNS)

During the year, the Company had specified bank notes or other denomination note as defined in the MCA notification G.S.R. 308(E) dated March 31, 2017 on the details of Specified Bank Notes (SBN) held and transacted during the period from November 8, 2016 to December, 30 2016, the denomination wise SBNs and other notes as per the notification is given below:

Rs. in Lakhs

Particulars	SBNs	Other denomination notes	Total
Closing Cash In Hand As On 08.11.2016	1.11	0.32	1.43
(+) Permitted Receipts	-	2.90	2.90
(-) Permitted Payments	-	2.84	2.84
(-) Amount Deposited In Banks	1.11	-	1.11
Closing Cash In Hand As On 30.12.2016	**-**	**0.38**	**0.38**