

**DRAFT LETTER OF OFFER**  
**THIS DOCUMENT IS IMPORTANT AND REQUIRES YOUR IMMEDIATE ATTENTION**

This Draft Letter of Offer is sent to you as a Shareholder(s) of **VIRGO GLOBAL LIMITED**. If you require any clarifications about the action to be taken, you may consult your stockbroker or investment consultant or Manager or Registrar to the Offer. In case you have recently sold your Shares in the Company, please hand over this Draft Letter of Offer and the accompanying Form of Acceptance-cum-acknowledgement and Transfer Deed to the Member of the Stock Exchange through whom the said sale was effected.

**OPEN OFFER ("OFFER")**

Pursuant to Regulations 3 (1) and 4 and applicable provisions of the SEBI (Substantial Acquisition of Shares and Takeovers) Regulations, 2011 and amendments thereto.

**TO THE SHAREHOLDERS OF  
VIRGO GLOBAL LIMITED**

**(Hereinafter referred as "VGL" or "the Target Company" or "TC" or "the Company")**

Having the Registered Office at 101, Achyuth Mazon, H No. 7-1-621/48, S R Nagar, Hyderabad, Telangana-500 038, Phone No. +91-40-2780 7640 / 2381 4181

Email: [csvirgo@yahoo.in](mailto:csvirgo@yahoo.in) Website: [www.virgoglobalmedia.com](http://www.virgoglobalmedia.com)

**BY**

**SHRI NAKODA LOGISTICS PRIVATE LIMITED**

having its registered office at

Flat No. 102, Harmony Heavens Apartments, West Marredpally, Secunderabad,  
Hyderabad-500 002, Telangana, India, Tel No: +91 98487 99877,

Email: [rajesh@milkpartners.in](mailto:rajesh@milkpartners.in)


*hereinafter collectively referred to as "the Acquirer / Nakoda"*

**TO ACQUIRE**

Up to 27,31,118 Equity shares of Rs. 4/- each representing 26% of the Fully Paid up Equity and voting share capital of the Target Company at a price of Rs. 0.20/- per share ("Offer Price").

**Please Note**

1. This Offer is being made pursuant to the Regulation 3(1), Regulation 4, read with Regulation 15 and 13(1) of the SEBI (SAST) Regulations, 2011 and subsequent amendments thereof for substantial acquisition of shares / voting rights accompanied with change in control.
2. This Offer is not conditional upon any minimum level of acceptance by the shareholders of the Target Company.
3. As on date of this Draft Letter of Offer, no statutory approvals are required.
4. **This offer is not a competing offer**
5. **There has been no competing offer or revision of Offer Price as on date of this Draft Letter of Offer.**
6. Shareholders who have tendered shares in acceptance of the Open Offer by tendering the requisite documents, in terms of the Public Announcement / Detailed Public Statement/Letter of Offer, shall not be entitled to withdraw such acceptance during the tendering period.
7. The Procedure for acceptance is set out in Para 8 of this DLOF. A Form of Acceptance is enclosed with this DLOF.
8. If there is any upward revision in the Offer Price by the Acquirer at any time prior to commencement of the last three working days before the commencement of the tendering period viz., **Wednesday, 12<sup>th</sup> December, 2018** you will be informed by way of another Announcement in the same newspapers in which the detailed Public Statement pursuant to Public Announcement was published. The Acquirer shall pay such revised price for all shares validly tendered any time during the Offer and accepted under the Offer or if the Offer is withdrawn pursuant to Regulation 23, the same would be communicated within two working days by an Announcement in the same newspapers in which the Detailed Public Statement was appeared.
9. A copy of the Public Announcement, detailed Public Statement and the Draft Letter of Offer (including Form of Acceptance-cum-Acknowledgement) would also available on SEBI's Website: [www.sebi.gov.in](http://www.sebi.gov.in).
10. All correspondence relating to this offer, if any, should be addressed to the Registrar to the Offer, viz. **Aarthi Consultants Private Limited**

MANAGER TO THE OFFER	REGISTRAR TO THE OFFER
 <p><b>Navigant</b> NAVIGANT CORPORATE ADVISORS LIMITED 423, A Wing, Bonanza, Sahar Plaza Complex, J B Nagar, Andheri Kurla Road, Andheri East, Mumbai-400 059 Tel No. +91-22-4120 4837 / 4973 5078 Email Id- <a href="mailto:navigant@navigantcorp.com">navigant@navigantcorp.com</a> Investor Grievance Email: <a href="mailto:info@navigantcorp.com">info@navigantcorp.com</a> Website: <a href="http://www.navigantcorp.com">www.navigantcorp.com</a> SEBI Registration Number: INM000012243 Contact Person: Mr. Sarthak Vijlani</p>	 <p><b>Aarthi Consultants Private Limited</b> CATEGORY I REGISTRAR AND SHARE TRANSFER AGENT</p> <p><b>AARTHI CONSULTANTS PRIVATE LTD.</b> 1-2-285, Domalguda, Hyderabad, Telangana, India Tel No.: +91-2763 8111 / 2763 Fax No.: +91-40-2763 2184 Website: <a href="http://www.aarthiconsultants.com">www.aarthiconsultants.com</a> E-mail ID: <a href="mailto:info@arthiconsultants.com">info@arthiconsultants.com</a> Contact Person: Mr. G. Bhaskara Murthy SEBI Registration No: INR000000379</p>
OFFER OPENS ON: TUESDAY, 18 <sup>TH</sup> DECEMBER, 2018	OFFER CLOSES ON: TUESDAY, 01 <sup>ST</sup> JANUARY, 2019

## SCHEDULE OF THE MAJOR ACTIVITIES OF THE OFFER

Activity	Date	Day
Public Announcement	22.10.2018	Monday
Publication of Detailed Public Statement in newspapers	29.10.2018	Monday
Submission of Detailed Public Statement to BSE, Target Company & SEBI	29.10.2018	Monday
Last date of filing draft letter of offer with SEBI	05.11.2018	Monday
Last date for a Competing offer	22.11.2018	Thursday
Receipt of comments from SEBI on draft letter of offer	30.11.2018	Friday
Identified date*	04.12.2018	Tuesday
Date by which letter of offer be dispatched to the shareholders	11.12.2018	Tuesday
Last date for revising the Offer Price	12.12.2018	Wednesday
Comments from Committee of Independent Directors of Target Company	13.12.2018	Thursday
Advertisement of Schedule of activities for open offer, status of statutory and other approvals in newspapers and sending to SEBI, Stock Exchanges and Target Company	17.12.2018	Monday
Date of Opening of the Offer	18.12.2018	Tuesday
Date of Closure of the Offer	01.01.2019	Tuesday
Payment of consideration for the acquired shares	15.01.2019	Tuesday
Final report from Merchant Banker	22.01.2019	Tuesday

\*Identified Date is only for the purpose of determining the names of the shareholders as on such date to whom the Letter of Offer would be sent. All owners (registered or unregistered) of equity shares of the Target Company (except the Acquirer and Seller) are eligible to participate in the Offer any time before the closure of the Offer.

### RISK FACTORS

#### A. RELATING TO THE OFFER

The risk factors set forth below pertain to the Offer and are not in relation to the present or future business operations of the Target Company or other related matters, and are neither exhaustive nor intended to constitute a complete analysis of the risks involved in participation or otherwise by a shareholder in the Offer. Shareholders of the Target Company are advised to consult their stockbroker or investment consultant, if any, for analyzing all the risks with respect to their participation in the Offer.

- 1) The Offer involves an offer to acquire up to 26% of the fully paid up equity and voting share capital of VGL from the Eligible Persons for the Offer. In the case of over subscription in the Offer, acceptance would be determined on a proportionate basis and hence there is no certainty that all the shares tendered by the shareholders in the Offer will be accepted.
- 2) In the event that (a) a statutory and regulatory approval is not received in a timely manner, (b) there is any litigation leading to a “stay” of the Offer, or (c) SEBI instructing the Acquirer not to proceed with the Offer, and then the Offer process may be delayed beyond the schedule of activities indicated in this Draft Letter of Offer. Consequently, the payment of consideration to the shareholders of VGL whose Shares has been accepted in the Offer as well as the return of Shares not accepted by the Acquirer may be delayed. In case of the delay, due to non-receipt of statutory approvals, as per Regulation 18(11) of the SEBI (SAST) Regulations, 2011, SEBI may, if satisfied that the non-receipt of approvals was not due to wilful default or negligence or failure to diligently pursue such approvals on the part of the Acquirer, grant an extension for the purpose of completion of the Offer subject to the Acquirer paying interest to the shareholders for the delay, as may be specified by SEBI.
- 3) Shareholders should note that Equity Shares once tendered in the Offer with or without “Form of Acceptance-cum- Acknowledgement” (“FOA”) in the Offer, such shareholders will not be entitled to withdraw such acceptances. The acquisition of Open Offer Shares tendered in the Offer by NRIs and OCBs is subject to receipt of approval from RBI. NRIs and OCBs tendering Equity Shares in the Offer must obtain all requisite approvals required to tender the Equity Shares held by them, in this Offer (including without limitation the approval from RBI, since the Shares validly tendered in this Offer will be acquired by non-resident entities) and submit such approvals along with the Form of Acceptance-cum-Acknowledgement (FOA).

- 4) The Equity Shares tendered in the Offer will be held in trust by the Registrar to the Offer /Buyer's Broker until the completion of the Offer formalities. During such period, there may be fluctuations in the market price of the Equity Shares of the Target Company. Accordingly, the Acquirer makes no assurance with respect to the market price of the Equity Shares both during the Offer Period and upon the completion of the Offer, and disclaim any responsibility with respect to any decision by any shareholder of the Target Company on whether to participate or not to participate in the Offer.
- 5) This Letter of Offer has not been filed, registered or approved in any jurisdiction outside India. The recipients of this Letter of Offer ("LOF") resident in jurisdictions outside India should inform themselves of and observe any applicable legal requirements. The Offer is not directed towards any person or entity in any jurisdiction or country where the Offer would be contrary to the applicable laws or regulations or would subject the Acquirer or the Manager to the Offer to any new or additional registration requirements.
- 6) The Public Shareholders are advised to consult their respective legal and tax advisors for assessing the tax liability pursuant to the Offer, or in respect of other aspects, such as the treatment that may be given by their respective assessing officers in their case, and the appropriate course of action that they should take. The Acquirer does not accept any responsibility for the accuracy or otherwise of the tax provisions set forth in this Letter of Offer.

#### **B. IN ASSOCIATION WITH THE ACQUIRER**

- 7) The Acquirer intends to acquire 27,31,118 fully paid-up equity shares of Rs.4/- each, representing 26% of the fully paid up equity and voting share capital at a price of Rs. 0.20/- (Twenty Paise Only) per equity share, payable in cash under the SEBI (SAST) Regulations. VGL does not have any partly paid-up equity shares as on the date of the PA, DPS and this DLOF.

The Acquirer makes no assurance with respect to the market price of the shares during the Offer period and upon the completion of the Offer and disclaims any responsibility with respect to any decision by the shareholders on whether or not to participate in the Offer. The Acquirer makes no assurance with respect to the financial performance of the Target Company.

- 8) The Acquirer and the Manager to the Offer accepts no responsibility for the statements made otherwise than in the Public Announcement, Detailed Public Statement or this Draft Letter of Offer or in the advertisement or any materials issued by or at the instance of the Acquirer and the Manager to the Offer, and any person placing reliance on any other source of information would be doing so at its own risk.

#### **TABLE OF CONTENTS**

<b>Sr. No.</b>	<b>Particulars</b>	<b>Page No.</b>
1.	Definitions	4
2.	Disclaimer Clause	5
3.	Details of the Offer	5-7
4.	Background of the Acquirer	8-10
5.	Background of the Target Company	11-15
6.	Offer Price and Financial Arrangements	15-17
7.	Terms and Conditions of the Offer	17-18
8.	Procedure for acceptance and settlement of the offer	18-21
9.	Documents for Inspection	21
10.	Declaration by the Acquirer	22

## 1. DEFINITIONS

TERM	DESCRIPTION
Acceptance Date	The date on which bids /Equity Shares tendered in the Offer shall be accepted post verification
Acquirer / The Acquirer	M/s. Shri Nakoda Logistics Private Limited
AOA	Articles of Association
VGL/Target Company/ TC	Virgo Global Limited
Board	The Board of Directors of Target Company
BSE	BSE Limited
B.Com	Bachelor in Commerce
Buying Broker / Member	Alacrity Securities Limited
BA	Bachelor in Arts
BSE	BSE Limited
CIN	Corporate Identification Number
Detailed Public Statement or DPS	Public Statement of the Open Offer made by The Acquirer, which appeared in the newspapers on 29 <sup>th</sup> October, 2018
Effective Date	The date of certificate by the Merchant banker after filing the final Report with SEBI under SEBI (SAST) Regulations
Existing Share & Voting Capital / Fully paid Equity Existing Share & Voting Capital	Paid up share capital of the Target Company i.e. Rs. 4,20,17,200 divided into 1,05,04,300 Equity Shares of Rs. 4 Each
EGM / EOGM	Extra Ordinary General Meeting
EPS	Earnings Per Share which is Profit After Tax / No. of Equity Shares.
Form of Acceptance or FOA	Form of Acceptance cum Acknowledgement.
IndusInd	IndusInd Bank Limited
Identified Date	Tuesday, 04 <sup>th</sup> December, 2018
Listing Agreement	Listing agreement as entered by the Target Company with the BSE
DLoO / DLOF or Draft Letter of Offer	This Offer Document
Manager to the Offer or, Merchant Banker	Navigant Corporate Advisors Limited
Negotiated Price	Rs. 0.20/- (Twenty Paise Only) per fully paid-up Equity Share of face value of Rs. 4/- each.
Offer/Open Offer/ The Offer	Cash Offer to acquire up to 27,31,118 Equity Shares of Rs. 4/- each representing 26.00 % of the fully paid up equity and voting share capital of the Target Company, to be acquired by the Acquirer, at a price of Rs. 0.20/- per Equity share payable in cash
Offer Price	Rs. 0.20/- (Twenty Paise Only) per fully paid up Share of Rs. 4/- each payable in cash.
PA	Public Announcement
PAC/PACs	Person(s) Acting in Concert
Persons eligible to participate in the Offer/ Shareholders	Registered shareholders of Virgo Global Limited, and unregistered shareholders who own the Shares of Virgo Global Limited on or before the last date of tendering period is eligible to participate in the offer.
RBI	Reserve Bank of India
Registrar or Registrar to the Offer	Aarthi Consultants Private Limited
SEBI	Securities and Exchange Board of India
SEBI (SAST) Regulations / the Regulations	Securities and Exchange Board of India (Substantial Acquisition of Shares and Takeovers) Regulations, 2011.
SEBI Act	Securities and Exchange Board of India Act, 1992.
Shares	Equity shares of Rs. 4/- (Rupees Four only) each of the Target Company
SSC	Secondary School Certification

## **CURRENCY OF PRESENTATION**

In this Draft Letter of Offer, all references to “Rs.” are to the reference of Indian National Rupees (“INR”). Throughout this Draft Letter of Offer, all figures have been expressed in “Lacs” unless otherwise specifically stated. In this Draft Letter of Offer, any discrepancy in any table between the total and sums of the amount listed are due to rounding off.

## **2. DISCLAIMER CLAUSE**

“IT IS TO BE DISTINCTLY UNDERSTOOD THAT FILING OF DRAFT LETTER OF OFFER WITH SEBI SHOULD NOT IN ANY WAY BE DEEMED OR CONSTRUED THAT THE SAME HAS BEEN CLEARED, VETTED OR APPROVED BY SEBI. THE DRAFT LETTER OF OFFER HAS BEEN SUBMITTED TO SEBI FOR A LIMITED PURPOSE OF OVERSEEING WHETHER THE DISCLOSURES CONTAINED THEREIN ARE GENERALLY ADEQUATE AND ARE IN CONFORMITY WITH THE REGULATIONS. THIS REQUIREMENT IS TO FACILITATE THE SHAREHOLDERS OF VGL TO TAKE AN INFORMED DECISION WITH REGARD TO THE OFFER. SEBI DOES NOT TAKE ANY RESPONSIBILITY EITHER FOR FINANCIAL SOUNDNESS OF THE ACQUIRER, OR THE COMPANY WHOSE SHARES/CONTROL IS PROPOSED TO BE ACQUIRED OR FOR THE CORRECTNESS OF THE STATEMENTS MADE OR OPINIONS EXPRESSED IN THE LETTER OF OFFER. IT SHOULD ALSO BE CLEARLY UNDERSTOOD THAT WHILE ACQUIRER IS PRIMARILY RESPONSIBLE FOR THE CORRECTNESS, ADEQUACY AND DISCLOSURE OF ALL RELEVANT INFORMATION IN THIS LETTER OF OFFER, THE MANAGER TO THE /OFFER IS EXPECTED TO EXERCISE DUE DILIGENCE TO ENSURE THAT ACQUIRER DULY DISCHARGES THEIR RESPONSIBILITY ADEQUATELY. IN THIS BEHALF, AND TOWARDS THIS PURPOSE, THE MERCHANT BANKER TO THE OFFER, NAVIGANT CORPORATE ADVISORS LIMITED HAS SUBMITTED A DUE DILIGENCE CERTIFICATE DATED 2<sup>ND</sup> NOVEMBER, 2018 TO SEBI IN ACCORDANCE WITH THE SEBI (SUBSTANTIAL ACQUISITION OF SHARES & TAKEOVERS) REGULATIONS, 2011. THE FILING OF THE LETTER OF OFFER DOES NOT, HOWEVER, ABSOLVE THE ACQUIRER FROM THE REQUIREMENT OF OBTAINING SUCH STATUTORY CLEARANCES AS MAY BE REQUIRED FOR THE PURPOSE OF THE OFFER.”

## **3. DETAILS OF THE OFFER**

### **3.1 Background of the Offer**

**3.1.1.** This Offer is being made pursuant to the Execution of the following agreement by the Acquirer:

- An Agreement dated 22<sup>nd</sup> October 2018 to purchase 32,53,750 Equity Shares constituting 30.98% of the fully paid up and voting equity share capital of the Target Company from existing promoter and promoter group (Seller) of Target Company at a consideration of Rs. 0.20/- per Equity Share. (SPA)

**3.1.2** The salient features of SPA are as follows:

- SPA dated 22<sup>nd</sup> October 2018 between Acquirer and Seller for acquisition of 32,53,750 Equity Shares constituting 30.98% of the fully paid up and voting equity share capital along with control at a price of Rs. 0.20/- per Equity Share.
- The Total consideration for sale shares shall be Rs. 6,50,750/- (Rupees Six Lacs Sixty Fifty Thousand Seven Hundred Fifty Only).
- Acquirer and Seller agrees to take steps to comply with regulations and laws that may be required to give effect of transfer of sale shares.

**3.1.4** This Open Offer is a "Mandatory Offer" under the Regulation 3(1) and 4 of the Takeover Regulations being made by the Acquirer for acquisition of 26.00% of the present issued, subscribed and paid up capital of Target Company. After the completion of this open offer and pursuant to acquisition of shares under Share Purchase Agreement, the Acquirer shall become the single largest equity shareholder and by virtue of this it shall be in a position to exercise effective control over management and affairs of the company.

**3.1.5** The Acquirer intends to control over the Target Company & make changes in the Board of Directors of the Target Company subsequent to the completion of this Open Offer in accordance hereof.

**3.1.6** The Acquirer propose to continue existing business of the Target Company and may diversify its business activities in future with prior approval of Shareholders. The main purpose of this acquisition is to acquire complete management control of the Target Company. The Acquirer is engaged in to the business of public carriers, transporters, and carriers of goods and also engaged in to the business of operation of ships and business of shipper, ship owners, ship brokers, ship managers, shipping agents, landing brokers etc. Target Company is engaged in to business of Computer software designing,

development, testing, dealing in own or third party computer software packages, program design, and to provide internet based applications, services, and to take IT related assignments on sub- contracting basis. Company is also engaged to carry on the business of farming, horticulture, gardening, consultant and advisors in analytical chemists, medical preparation, pharma manufacturing, to deal in Immovable Property, net marketing, creating virtual malls, conducting marketing survey and by virtue of acquiring substantial stake and also the management control of the Target Company, the Acquirer intends to diversify further into operations of Target Company and also gaining an advantage of seeking business integration while additionally getting a ready listing platform.

**3.1.7 Details of Parties to the SPA are as follow:**

Name and Address of Acquirer entering in to SPA	Name of Seller	Address of Seller	Part of the Promoter / Promoter Group (Yes / No)	Details of shares / voting rights held by the Selling Shareholders prior to SPA	
				Pre Transaction	
				Number	%*
M/s. Shri Nakoda Logistics Private Limited Flat No. 102, Harmony Heavens Apartments, West Marredpally, Secunderabad, Hyderabad-500 002, Telangana, India	Mrs. Namburu Vasundhara Mani	H No. 7-2-1813/5/A/1, Flat No. 401, Czech Colony, Street No. 1, Sanathnagar, Hyderabad, Telangana	Yes	32,53,750	30.98%
<b>Total</b>				<b>32,53,750</b>	<b>30.98%</b>

Acquirer has not acquired any equity shares/voting rights of the Target Company during the twelve (12) months period preceding the date of the Public Announcement.

**3.1.8** Acquirer does not hold any equity shares in the Target Company as of the date of this DLOF.

**3.1.9** The Manager to the Open Offer i.e. Navigant Corporate Advisors Limited does not hold any Shares in the Target Company as on the date of appointment as Manager to the Open Offer. They declare and undertake that they shall not deal on their own account in the Shares of the Target Company during the Offer Period as per Regulation 27(6) of the SEBI (SAST) Regulations.

**3.1.10** Simultaneously, by virtue of triggering of Regulation 3(1) and 4 of the Regulations due to substantial acquisition alongwith the management control; the PA was submitted with BSE on 22<sup>nd</sup> October, 2018 in compliance with Regulation 13(1) of the Regulations by the Acquirer. The PA was also submitted with SEBI and the Target Company in compliance with the Regulation 14(2) of the Regulations.

**3.1.11** Pursuant to completion of this offer, assuming full acceptance to this Offer, the public shareholding in the Target Company will not fall below the minimum public shareholding requirement as per the Securities Contract (Regulation) Rules, 1957 as amended.

**3.1.12** In case the shareholding of the Acquirer exceeds maximum permissible non-public shareholding pursuant to the Offer, Acquirer will not be eligible to make a voluntary delisting offer, unless a period of 12 (twelve) months has elapsed from the date of the completion of the Offer Period.

**3.1.13** As per regulations 26(6) and 26(7) of SEBI (SAST) Regulations, the Board of the Target Company has constituted a committee of Independent Directors who would provide its written reasoned recommendation on the Offer to the Shareholders of the Target Company and such recommendations shall be published at least two working days before the commencement of the Tendering Period in the same newspaper where the DPS of the Offer was published.

**3.2 Details of the Proposed Offer**

- 3.2.1 The Acquirer has made a Detailed Public Statement pursuant to Public Announcement on 29<sup>th</sup> October, 2018 in the following newspapers in accordance with the Regulation 14 (3) and pursuant to Regulation 3 and 4 of SEBI (SAST) Regulations.

Name of the Newspaper	Language	Editions
Financial Express	English	All Editions
Jansatta	Hindi	All Editions
Nav Telengana	Telugu	Hyderabad
Aplal Mahanagar	Marathi	Mumbai

The Detailed Public Statement is also available on the SEBI website at [www.sebi.gov.in](http://www.sebi.gov.in).

- 3.2.2 The Acquirer is making this Open Offer under the SEBI (SAST) Regulations, to acquire up to 27,31,118 Shares of Rs. 4/- each representing up to 26.00 % of the fully paid up equity and voting share capital of the Target Company from the Public Shareholders of Target Company on the terms and subject to the conditions set out in this Draft Letter of Offer, at a price of Rs. 0.20/- per equity share payable in cash. These Shares are to be acquired by the Acquirer, free from all liens, charges and encumbrances and together with all voting rights attached thereto, including the right to all dividends, bonus and rights offer declared hereafter.
- 3.2.3 There are no partly paid up Shares in the Target Company.
- 3.2.4 The Offer is not subject to any minimum level of acceptances from the Shareholders i.e. it is not a conditional offer.
- 3.2.5 The Offer is not as a result of any exercise regarding global acquisition which culminates in the indirect acquisition of control over, or acquisition of equity shares or voting rights in, the Target Company.
- 3.2.6 The Acquirer has not acquired any Shares in the Target Company after the date of PA i.e. 22<sup>nd</sup> October, 2018, up to the date of Draft Letter of Offer.
- 3.2.7 The Offer is subject to the terms and conditions set out herein and the PA and the DPS made by the Acquirer from time to time in this regard.
- 3.2.8 No competitive bid has been received as on date of this Draft LOF.

### 3.3 Object of the Offer:

The Acquirer shall achieve substantial acquisition of Equity Shares and voting capital, accompanied with effective management control over the Target Company after completion of the acquisition of the Sale Shares and the Open Offer

- 3.3.1 The Acquirer shall achieve substantial acquisition of Equity Shares and voting capital, accompanied with effective management control over the Target Company after completion of acquisition of the Sale Shares and the Open Offer.
- 3.3.2 The prime object of this acquisition is to acquire complete management control of the Target Company. The Acquirer is engaged in to the business of public carriers, transporters, and carriers of goods and also engaged in to the business of operation of ships and business of shipper, ship owners, ship brokers, ship managers, shipping agents, landing brokers etc. Target Company is engaged in to business of Computer software designing, development, testing, dealing in own or third party computer software packages, program design, and to provide internet based applications, services, and to take IT related assignments on sub- contracting basis. Company is also engaged to carry on the business of farming, horticulture, gardening, consultant and advisors in analytical chemists, medical preparation, pharma manufacturing, to deal in Immovable Property, net marketing, creating virtual malls, conducting marketing survey and by virtue of acquiring substantial stake and also the management control of the Target Company, the Acquirer intends to diversify further into operations of Target Company and also gaining an advantage of seeking business integration while additionally getting a ready listing platform.

- 3.3.3 The Acquirer intends to continue the existing business of the Target Company. The main purpose of takeover is to expand the Company's business activities in the same line through exercising the effective management and control over the Target Company.
- 3.3.4 The Acquirer intends to seek a reconstitution of the Board of Directors of the Target Company after successful completion of the Open Offer.
- 3.3.5 The Acquirer does not have any plans to dispose off or otherwise encumber any significant assets of VGL in the succeeding two years from the date of closure of the Open Offer, except in the ordinary course of business of the Target Company and except to the extent required for the purpose of restructuring and/or rationalization of the business, assets, investments, liabilities or otherwise of the Target Company. In the event any substantial asset of the Target Company is to be sold, disposed off or otherwise encumbered other than in the ordinary course of business, the Acquirer undertakes that it shall do so only upon the receipt of the prior approval of the shareholders of the Target Company through special resolution in terms of regulation 25(2) of SEBI (SAST) Regulations and subject to the provisions of applicable law as may be required.

#### 4. BACKGROUND OF THE ACQUIRER I.E. SHRI NAKODA LOGISTICS PRIVATE LIMITED

- 4.1 M/s. Shri Nakoda Logistics Private Limited ("Acquirer"/ "Nakoda") is a private limited company incorporated under the provisions of Companies Act, 1956 (CIN:U63090TG2009PTC065744) on 9<sup>th</sup> November, 2009 with the name and style of "Shri Nakoda Logistics Private Limited" registered with Registrar of Companies, Hyderabad, Telangana, India. The Registered office of Nakoda is situated at Flat No. 102, Harmony Heavens Apartments, West Marredpally, Secunderabad, Hyderabad-500 002, Telangana, India, Tel No: +91 98487 99877, Email: [rajesh@milkpartners.in](mailto:rajesh@milkpartners.in). The Acquirer is engaged in to the business of public carriers, transporters, and carriers of goods and also engaged in to the business of operation of ships and business of shipper, ship owners, ship brokers, ship managers, shipping agents, landing brokers etc. The Acquirer has not changed / altered his name at any point of time.
- 4.2 The Equity Shares tendered in this offer will be acquirer solely by Acquirer and there is no person acting in concert with Acquirer in this Open Offer.
- 4.3 The Acquirer is promoted by Mr. Rajesh Gandhi and Ms. Sunitha Gandhi. The present authorized share capital of Acquirer is Rs. 10,00,000 (Rupees Ten Lacs Only) representing 1,00,000 (One Lac) equity shares of Rs. 10/- (Rupees Ten Only) each and the shares of Nakoda are not listed with any stock exchange.
- 4.4 The paid up equity share capital of Acquirer is Rs. 9,21,000 (Rupees Nine Lacs Twenty One Thousand Only) representing 92,100 (Ninety Two Thousand One Hundred) equity shares of Rs. 10/- (Rupees Ten Only) each fully paid up as under:-

Name of Shareholders	No. of shares held	% of Shareholding
Rajesh Gandhi	47,000	51.03%
Sunitha Gandhi	25,000	27.14%
Rajesh Gandhi-HUF	11,000	11.94%
Yashraj Khargandhi Beneficiary Trust	9,100	9.89%
<b>Total</b>	<b>92,100</b>	<b>100%</b>

- 4.5 Acquirer does not belong to any group.

- 4.6 Category wise shareholding pattern of Acquirer is as below:

Category of Shareholders	No. of shares held	% of Shareholding
Promoter and Promoter Group	92,100	100.00%
FII/Mutual Funds/FIs/Banks	-	-
Public	-	-
<b>Total</b>	<b>92,100</b>	<b>100%</b>



4.7 The details of present board of directors of Acquirer are tabled as below:-

Name of Director	DIN	Date of appointment	Qualification	Experience
Rajesh Gandhi	02120813	09/11/2009	B.Com	20 Years of financial management
Sunitha Gandhi	02120808	09/11/2009	Higher Secondary	20 Years in logistics and supply chain
Sonal Jain	07885062	29/05/2018	B.Com	2 Years in investment and financial activities

- None of the above Directors are on the Board of the Target Company and not hold any share in the Target Company.
- Ms. Sonal Jain is daughter of Mrs. Sunitha Gandhi. Ms. Sunitha Gandhi is wife of brother of Mr. Rajesh Gandhi. Ms. Sonal Jain is daughter of brother of Mr. Rajesh Gandhi.

4.8 Nakoda is not forming part of the present Promoter Group of the Target Company. The Acquirer does not have any relation with Target Company nor have any interest in Target Company and except the proposed shareholding to be acquired in the Target Company pursuant to SPA / Agreement. Further no nominee(s) representing Nakoda is/are on the Board of Directors of the Target Company. None of the directors or key managerial employees of Nakoda hold any ownership hold any ownership / interest / relationship / directorship / shares in the Target Company.

4.9 The Key financial information of Nakoda based on the financial statements for the financial years ended March 31, 2018, March 31, 2017, March 31, 2016 and three months ended June, 30, 2018 are as under:-

(Figures in Rs. Lacs except Other Financial Data)

Profit & Loss Account	For the three months ended June 30, 2018	For the year ended March 31, 2018	For the year ended March 31, 2017	For the year ended March 31, 2016
	Unaudited*	Audited	Audited	Audited
Revenue from Operations	0.65	2.92	4.07	7.15
Other Income	-	-	-	-
<b>Total Income</b>	<b>0.65</b>	<b>2.92</b>	<b>4.07</b>	<b>7.15</b>
Total Expenditure	0.81	3.25	5.89	7.93
<b>PBDIT</b>	<b>(0.16)</b>	<b>(0.33)</b>	<b>(1.82)</b>	<b>(0.78)</b>
Depreciation	-	-	-	-
Interest	-	-	-	-
<b>Profit/(Loss) Before Exceptional and extra ordinary items</b>	<b>(0.16)</b>	<b>(0.33)</b>	<b>(1.82)</b>	<b>(0.78)</b>
Exceptional item	-	-	-	-
Extra ordinary items	-	-	-	-
<b>Profit/(Loss) Before Tax</b>	<b>(0.16)</b>	<b>(0.33)</b>	<b>(1.82)</b>	<b>(0.78)</b>
Current Tax	-	-	-	-
Deferred Tax	-	-	-	-
MAT Credit Entitlement	-	-	-	-
<b>Profit/(Loss) After Tax</b>	<b>(0.16)</b>	<b>(0.33)</b>	<b>(1.82)</b>	<b>(0.78)</b>
<b>Balance-Sheet</b>				
<b>Sources of Funds</b>				
Capital Account	9.21	9.21	9.21	9.21
Reserves and Surplus	213.65	214.14	214.47	216.29
<b>Net worth</b>	<b>222.86</b>	<b>223.35</b>	<b>223.68</b>	<b>225.50</b>
Secured Loans	-	-	-	-
Unsecured Loans	-	-	-	-
Deferred Tax Liabilities	-	-	-	-
Other Non Current Liabilities	-	-	-	-
Current Liabilities	0.10	0.10	0.10	0.10

Profit & Loss Account	For the three months ended June 30, 2018	For the year ended March 31, 2018	For the year ended March 31, 2017	For the year ended March 31, 2016
	Unaudited*	Audited	Audited	Audited
Provisions	-	-	-	-
<b>Total</b>	<b>222.96</b>	<b>223.45</b>	<b>223.78</b>	<b>225.60</b>
<b>Uses of Funds</b>				
Net Fixed Assets	0.04	0.04	0.04	0.05
Investments	-	-	-	-
Long Term Loans & Advances	-	-	-	-
Deferred Tax Assets	-	-	-	-
Current Assets	222.92	220.49	223.73	225.55
Misc. Exp. Not Written Off	-	-	-	-
<b>Total</b>	<b>222.96</b>	<b>220.53</b>	<b>223.77</b>	<b>225.60</b>
<b>Other Financial Data</b>				
Dividend(%)	-	-	-	-
Earnings Per Share in Rs.	(0.18)	(0.35)	(1.98)	(0.85)
Return on Net worth (%)	(0.07)%	0.14	0.81	0.35
Book Value Per Share Rs.	241.98	242.51	242.86	244.84

\*Certified by statutory auditors of Acquirer

- 4.10 There are no major contingent liability on Acquirer.
- 4.11 There are no persons acting in concert with Acquirer in this Open Offer.
- 4.12 The Acquirer, its directors and promoters have not been categorized as a willful defaulter by any bank or financial institution or consortium thereof in accordance with the guidelines on willful defaulter issued by Reserve Bank of India.
- 4.13 The Acquirer has not been prohibited by SEBI from dealing in securities in terms of directions issued under section 11B of the SEBI Act, as amended or under any other regulations made under the SEBI Act.
- 4.14 The Acquirer had not been acquired any Equity Shares in the Target Company till the date of the PA. Hence, compliance w.r.t. Chapter V of the Takeover Regulations / Chapter II of the SEBI Takeover Regulations, 1997 is not applicable to them.
- 4.15 The Acquirer has not entered into any non-compete arrangement and/or agreement with the Target Company or its management.
- 4.16 The Acquirer has undertaken to comply with the Regulations and complete the Offer formalities irrespective of the compliance or fulfillment or outcome of the Agreement and its related conditions.
- 4.17 The Acquirer has undertaken that if they acquire any equity shares of the Target Company during the Offer Period, they shall inform the Stock Exchanges where the equity shares of the Target Company are listed the Target Company and the Manager to the Offer within 24 hours of the acquisition in compliance with regulation 18(6) of the SEBI (SAST) Regulations. Further, they have also undertaken that they will not acquire or sell any equity shares of the Target Company during the period between three working days prior to the commencement of the Tendering Period and until the closure of the Tendering Period as per regulation 18(6) of the SEBI (SAST) Regulations.
- 4.18 Acquirer has not promoted any listed company and the directors of Acquirer does not hold any directorship in any listed companies.
- 4.19 The Acquirer undertakes that they will not sell the equity shares of the Target Company if any, held by them during the Offer period in terms of regulation 25(4) of the SEBI (SAST) Regulations, 2011.

## 5. BACKGROUND OF THE TARGET COMPANY

*(The disclosure mentioned under this section has been sourced from information published by the Target Company or provided by the Target Company or publicly available sources)*

- 5.1 VGL was incorporated on February 24, 1999 under the Companies Act, 1956 under the name and style of “Om Web Private Limited” pursuant to Certificate of Incorporation issued by Asst. Registrar of Companies, Hyderabad, Andhra Pradesh. The name of VGL was changed to “On Line Media Solutions Private Limited” pursuant to fresh Certificate of Incorporation dated August 30, 1999 issued by Registrar of Companies, Hyderabad, Andhra Pradesh. The name of VGML was changed to On Line Media Solutions Limited” consequent upon conversion in to a public limited company pursuant to fresh Certificate of Incorporation dated September 19, 1999 issued by Registrar of Companies, Hyderabad, Andhra Pradesh. The name of VGL was again changed to “Virgo Global Media Limited” pursuant to fresh Certificate of Incorporation dated February 10, 2009 issued by Asst. Registrar of Companies, Hyderabad, Andhra Pradesh. The name of VGL was finally changed to “Virgo Global Limited” pursuant to fresh Certificate of Incorporation dated January 02, 2017 issued by Asst. Registrar of Companies, Hyderabad, Telangana. The corporate identification number (CIN) of the Target Company is L74910TG1999PLC031187. The Registered office of VGL is presently situated at 101, Achyuth Mazon, H No. 7-1-621/48, S R Nagar, Hyderabad, Telangana-500 038, Phone No. +91-40-2780 7640 / 2381 4181, Email id: [csvirgo@yahoo.in](mailto:csvirgo@yahoo.in).
- 5.2 The Authorised Capital of VGL is Rs. 1300.00 Lacs divided in to 3,25,00,000 Equity Shares of Face Value of Rs. 4/- each. The Issued, Subscribed and Paid-up capital of VGL is Rs. 420.17 Lacs divided in to 1,05,04,300 Equity Shares of Face Value Rs. 4/- each. VGL has established its connectivity with both the National Securities Depositories Limited and Central Depositories Services (India) Limited. The ISIN of VGL is INE400B01020.
- 5.3 The main object of the VGL is to carry on the business of Computer software designing, development, testing, dealing in own or third party computer software packages, program design, and to provide internet based applications, services, and to take IT related assignments on sub- contracting basis. Company is also engaged to carry on the business of farming, horticulture, gardening, consultant and advisors in analytical chemists, medical preparation, pharma manufacturing, to deal in Immovable Property, net marketing, creating virtual malls, conducting marketing survey.
- 5.4 On April 23, 2015, Mrs. Namburu Vasundhara Mani entered into an Share Purchase Agreement with M/s. Savera Construction Private Limited (“ Erstwhile Promoter”) of the Target Company to acquire 33,53,750 equity shares at a price of Rs. 0.75/- per equity share. Pursuant to regulation 3 & 4 of the SEBI (SAST) Regulations, 2011, Mrs. Namburu Vasundhara Mani made an open offer to the public shareholders of the Target Company to acquire upto 27,31,118 equity shares at an offer price of Rs. 1/- per equity share and management control in the Target Company. Upon completion of open offer formalities and consummation of Share Purchase Agreement, Mrs. Namburu Vasundhara Mani became the new Promoter of the Target Company and is currently in full control of the Target Company.
- 5.5 As on date, the Target Company does not have any partly paid-up equity shares. There are no outstanding warrants or options or similar instruments, convertible into Equity Shares at a later stage. No shares are subject to any lock in obligations.
- 5.6 The entire present and paid up Equity Shares of the Target Company is currently listed on BSE Limited, Mumbai (“BSE”).
- 5.7 The shares of the Target Company are listed at BSE Limited (“BSE”) having scrip code and id is 532354 and VIRGOGLOB respectively. The Equity Shares of Target Company are not frequently traded on BSE in terms of Regulation 2 (1) (j) of the Takeover Regulations.
- 5.8 The Company has complied with the requirements of the Listing Agreement with BSE and as on date no penal action has been initiated by the BSE.
- 5.9 The details of Share Capital of Target Company is as follows:

Paid up Equity Shares of VGL	No. of Equity Shares/ Voting rights	% of Shares / voting rights
Fully paid-up Equity Shares	1,05,04,300	100.00
Partly paid-up Equity Shares	NIL	NIL

Total Equity Shares	1,05,04,300	100.00
Total Voting Rights in the Target Company	1,05,04,300	100.00

5.10 As on date of this DLOF, the Board of Directors of VGL are as follows:

Name	Designation	DIN	Date of Appointment
Mrs. Namburu Vasundhara Mani	Director	01793358	14.08.2015
Mr. Muvva Kondala Rao	Director	03257084	14.08.2015
Mr. Panjugula Srisail Reddy	Director	03600557	14.08.2015
Ms. Vemula Tejaswini	Director	07143700	31.03.2015
Mr. Praveen Kumar Jain	Director	07781872	30.05.2018

5.11 There has been no merger / demerger or spin off involving VGL during the last 3 years. The company have not changed its name except as detailed in clause 5.1.

5.12 Brief financial information of VGL for the financial year ended on March 31, 2016, 2017, 2018 and Three Months ended 30<sup>th</sup> June, 2018 are given below:

(Rs. in Lacs)

Profit & Loss Statement	Year Ended 31.03.2016 (Audited)	Year Ended 31.03.2017 (Audited)	Year Ended 31.03.2018 (Audited)	Period Ended 30.06.2018 (Unaudited*)
Revenue from Operations	9.35	126.54	693.66	1224.36
Other Income	2.65	2.68	2.83	-
<b>Total Income</b>	<b>12.00</b>	<b>129.21</b>	<b>696.49</b>	<b>1224.36</b>
Total Expenditure (Excl Depreciation and Interest)	22.42	128.23	695.40	1221.08
Profit (Loss) before Depreciation, Interest & Tax	(10.41)	0.98	1.1	3.28
Depreciation	32.95	-	-	0.57
Interest	0.19	0.03	0.05	0.02
Profit / (Loss) before Tax	(43.55)	0.95	1.05	2.69
Tax Expenses	-	0.28	0.27	1.15
<b>Profit / (Loss) after Tax</b>	<b>(43.55)</b>	<b>0.67</b>	<b>0.78</b>	<b>1.54</b>

(Rs. in Lacs)

Balance Sheet Statement	Year Ended 31.03.2016 (Audited)	Year Ended 31.03.2017 (Audited)	Year Ended 31.03.2018 (Audited)	Period Ended 30.06.2018 (Unaudited*)
<b>Sources of Funds</b>				
Paid up Share Capital	420.17	420.17	420.17	420.17
Reserves & Surplus (Excluding Revaluation Reserve)	(401.77)	(401.11)	(400.33)	(398.79)
Non Current Liabilities	-	-	-	-
Deferred tax Liabilities (Net)	0.11	0.11	0.11	0.45
Long Term Borrowings	250.21	258.21	99.32	75.33
Short Term Borrowings	-	-	-	-
Current Liabilities	6.39	15.12	12.56	929.13
Provisions	1.88	1.93	0.87	1.67
<b>TOTAL</b>	<b>276.99</b>	<b>294.43</b>	<b>132.70</b>	<b>1027.96</b>
<b>Uses of Funds</b>				
Fixed Assets	-	-	-	-
Non Current Assets	1.81	1.81	1.81	12.27
Current Assets, Loans and Advances	275.18	292.62	130.89	1015.69
Miscellaneous Expenses not written off/ Preliminary Expenses	-	-	-	-
<b>TOTAL</b>	<b>276.99</b>	<b>294.43</b>	<b>132.70</b>	<b>1027.96</b>

Other Financial Data	Year Ended 31.03.2016 (Audited)	Year Ended 31.03.2017 (Audited)	Year Ended 31.03.2018 (Audited)	Period Ended 30.06.2018 (Unaudited*)
Net Worth (Rs. in Lacs)	18.4	19.06	19.84	21.38
Dividend (%)	-	-	-	-
Earning Per Share (Rs.)	(0.41)	0.01	0.01	0.01
Return on Net worth (%)	(236.72)	3.50	3.93	7.20
Book Value Per Share (Rs.)	0.17	0.18	0.19	0.20

\* Limited review carried by statutory auditors of Target Company

There are no contingent liabilities for the year ended 31<sup>st</sup> March, 2018 as well as on the date of this Draft Letter of Offer.

Reason for fall/rise in total income and profit after tax are as follows:

#### FY 2017-2018 Compared to 2016-2017

During the financial year 2017-18, the company has earned total income to the tune of Rs. 696.49 Lacs in comparison of total income accounted for Rs. 129.21 Lacs of fiscal 2016-17 with an increase of 567.28%. Such increase is mainly attributed to increase in volume of sale of services. The profits after tax in the financial year 2017-18 has stood at Rs. 0.78 Lacs from Rs. 0.67 Lacs in the financial year 2016-17.

#### FY 2016-2017 Compared to 2015-2016

During the financial year 2016-17, the company has earned total income to the tune of Rs. 129.21 Lacs in comparison of total income accounted for Rs. 12.00 Lacs of fiscal 2015-16 with an increase of 976.75%. Such increase is mainly attributed to increase in volume of sale of services. The profits after tax in the financial year 2016-17 has stood at Rs. 0.67 Lacs from Rs. (43.55) Lacs in the financial year 2015-16.

5.13 The Shareholding pattern of the VGL, as on the date of DLOF is as follows:

Shareholder Category	Number Of Equity Shares Of The Target Company	Percentage of Equity Share Capital (%)
Promoter	32,56,750	31.00
Public	72,47,550	69.00
<b>Total</b>	<b>1,05,04,300</b>	<b>100.00</b>

5.14 The current capital structure of the Company has been build up since inception, are as under:

Date of allotment	No. of shares issued	No. of shares issued in % (% of then issued capital)	Cumulative paid up capital (in Rs.)	Mode of Allotment	Identity of allottees (whether promoters or public,)	Status of Compliance
24.02.1999	300	100	3,000	Cash	Subscription to MOA (Promoters)	Capital Issued prior to IPO
31.03.1999	1,500	83.33	18,000	Cash	Promoters and Group	--do--
15.09.1999	2,500	58.14	43,000	Cash	Promoters and Group	--do--
09.03.2000	58,45,100	99.93	5,84,94,000	Cash	Promoters and Group	--do--
26.06.2000*	19,54,900	25.05	7,80,43,000	Cash	IPO-Firm Allotment to Promoters and Group	--do--
26.06.2000*	27,00,000	25.70	10,50,43,000	Cash	IPO	N.A.

Date of allotment	No. of shares issued	No. of shares issued in % (% of then issued capital)	Cumulative paid up capital (in Rs.)	Mode of Allotment	Identity of allottees (whether promoters or public,)	Status of Compliance
10/07/2007**	N.A.	N.A.	4,20,17,200	N.A.	Capital Reduction i.e. Face Value reduced from Rs. 10 to Rs. 4 Each	N.A.
<b>Total</b>	<b>1,05,04,300</b>					

\*IPO Closing date,

\*\* Date of order of Honble High Court, Andhra Pradesh at Hyderabad for capital reduction

5.15 Pre- and Post-Offer shareholding pattern of the VGL is as per the following table:

Sr. No.	Shareholder category	Shareholding & voting rights prior to the agreement/acquisition and offer (A)		Shares/voting rights agreed to be acquired pursuant to SPA which triggered off the Takeover Regulations (B)		Shares/Voting rights to be acquired in the open offer (assuming full acceptances) (C)		Shareholding/voting rights after the acquisition and Offer	
		No.	%	No.	%	No.	% <sup>^</sup>	No.	% <sup>^</sup>
<b>1.</b>	<b>Promoter &amp; Promoter Group</b>								
	a. Parties to Agreement	32,56,750	31.00	(32,53,750)	(30.98)	-	-	3,000*	0.0
	b. Promoters Other than (a) above	-	-	-	-	-	-	-	-
	<b>Total 1 (a+b)</b>	<b>32,56,750</b>	<b>31.00</b>	<b>(32,53,750)</b>	<b>(30.98)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>2.</b>	<b>Acquirer</b>	<b>-</b>	<b>-</b>	<b>32,53,750</b>	<b>30.98</b>	<b>27,31,118</b>	<b>26.00</b>	<b>59,84,868</b>	<b>56.9</b>
<b>3.</b>	<b>Parties (other than promoters, seller / Acquirer &amp; PACs)</b>								
	a. FIs/MFs/FIIs/Banks/SFI	-	-	-	-	-	-	-	-
	b. Others	72,47,550	69.00	Nil	Nil	(27,31,118)	(26.00)	45,16,432	43.00
	Total no. of shareholders i.e. 5609 in "Public Category"								
	<b>Total</b>	<b>10504300</b>	<b>100.00</b>	<b>Nil</b>	<b>Nil</b>	<b>Nil</b>	<b>Nil</b>	<b>10504300</b>	<b>100.0</b>

\* 3,000 Shares held by existing promoters will be reclassified as public category shareholders after completion of this open offer in terms of Regulation 31A of SEBI LODR Regulations, 2015

5.16 The number of Shareholders in VGL in public category is 5609 as on date of PA.

5.17 The Company is not a sick Company.

5.18 Target Company has delayed submissions under regulation 8(3) of the SEBI (SAST) Regulations, 1997 for the fiscal 2001, 2002, 2003, 2004, 2005, 2008 & 2011. SEBI vide its adjudication order no. AO/SG-DP/EAD/94/2018 dated 10<sup>th</sup> January, 2018 has imposed penalty of Rs. 1,40,000 and the same has been paid by Target Company.

## 5.19 Status of corporate governance compliances by VGL: -

The Corporate Governance clauses as enumerated in Regulation 17 to 27 in SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 are not applicable to Target Company.

5.20 Mrs. Namburu Vasundhara Mani is the Compliance Officer of the Company, her address is 101, Achyuth Mazon, H No. 7-1-621/48, S R Nagar, Hyderabad, Telangana-500 038 Phone No. +91-40-2780 7640 / 2381 4181, Email id: [csvirgo@yahoo.in](mailto:csvirgo@yahoo.in)

## 6. OFFER PRICE AND FINANCIAL ARRANGEMENTS

### 6.1 Justification of Offer Price

6.1.1 The Equity Shares of the Target Company are listed on BSE Limited, Mumbai (BSE). The shares are placed under Group 'XT' having a Scrip Code of "532354" & Scrip Id: "VIRGOGLOB" on the BSE

6.1.2 The equity shares of the Target Company are not frequently traded within the meaning of explanation provided in Regulation 2(j) of the SEBI (SAST) Regulations on BSE.

The annualized trading turnover of the equity shares of the Target Company on BSE during Twelve calendar months of PA (October, 2017 - September, 2018) is as given below:

Name of the Stock Exchange	Total number of equity shares traded during the preceding 12 months prior to the month of PA	Total Number Equity Shares listed	Annualized Trading Turnover (as % of total Listed Equity Shares)
BSE	4,86,654	1,05,04,300	4.63%

6.1.3 The Offer Price of Rs. 0.20/- (Twenty Paise only) is justified in terms of Regulation 8 (2) of the SEBI (SAST) Regulations on the basis of the following:

SR. NO.	PARTICULARS	PRICE (IN RS. PER SHARE)	
(a)	Highest of Negotiated price per Equity Share of SPA	0.20	
(b)	The volume- weighted average price paid or payable for acquisitions by the Acquirer during 52 weeks immediately preceding the date of PA.	N.A.	
(c)	Highest price paid or payable for acquisitions by the Acquirer during 26 weeks immediately preceding the date of PA.	N.A.	
(d)	the volume-weighted average market price of shares for a period of sixty trading days immediately preceding the date of the public announcement as traded on the stock exchange where the maximum volume of trading in the shares of the target company are recorded during such period. (in case of frequently traded shares only)	N.A.	
(e)	Other Financial Parameters as at	<b>31.03.2018</b>	<b>30.06.2018</b>
	Return on Net worth (%)	3.93%	7.20%
	Book Value per share	0.19	0.20
	Earnings per share	0.01	0.01

In view of the parameters considered and presented in table above, in the opinion of the Acquirer and Manager to the Offer, the Offer Price of Rs. 0.20/- (Twenty Paise only) per share being the highest of the prices mentioned above is justified in terms of Regulation 8 of the SEBI (SAST) Regulations, 2011.

6.1.4 There has been no corporate action requiring the price parameters to be adjusted.

6.1.5 In the event of any further acquisition of Equity Shares of the Target Company by Acquirer during the offer period, whether by subscription or purchase, at a price higher than offer price, then

offer price will be revised upwards to be equal to or more than the highest price paid for such acquisition in terms of Regulation 8 (8) of the SEBI (SAST) Regulations. However it shall not be acquiring any equity shares of Target Company after the third working day prior to commencement of tendering period and until the expiry of tendering period.

- 6.1.6 If the Acquirer acquires any Equity Shares of the Target Company during the period of twenty-six weeks after the closure of Tendering Period at a price higher than the Offer Price, then the Acquirer shall pay the difference between the highest acquisition price and the Offer Price, to all shareholders whose Equity Shares have been accepted in this Offer within sixty days from the date of such acquisition. However, no such difference shall be paid in the event that such acquisition is made under another open offer under the Takeover Regulations, or pursuant to SEBI (Delisting of Equity Shares) Regulations, 2009 or open market purchases made in the ordinary course on the stock exchanges, not being negotiated acquisition of Equity Shares of the Target Company in any form.
- 6.1.7 As on date of this DLOF, there is no revision in the Offer Price or Offer Size. In case of any revision in the Offer Price or Offer Size, the Acquirer will comply with all the provisions of the Regulation 18(5) of the Takeover Regulations which are required to be fulfilled for the said revision in the Offer Price or Offer Size.
- 6.1.8 If there is any revision in the Offer Price on account of future purchases / competing offers, it will be done only upto three working days prior to the date of commencement of the TP in accordance with Regulation 18(4) of the Takeover Regulations and would be notified to the shareholders by way of another public announcement in the same newspapers where the DPS has appeared. The same will also be informed to SEBI and BSE.

## **6.2 Financial Arrangements**

- 6.2.1 Assuming full acceptance under the offer, the maximum consideration payable by the Acquirer under the offer would be Rs. 5,46,223.60 (Rupees Five Lacs Forty Six Thousand Two Hundred Twenty Three and Paise Sixty Only) ("maximum consideration") i.e. consideration payable for acquisition of 27,31,118 equity shares of the target Company at offer price of Rs. 0.20/- per Equity Share.
- 6.2.2 The Acquirer has adequate resources to meet the financial requirements of the Open Offer. No funds are being borrowed from any bank or financial institution for the purpose of this Open Offer by the Acquirer.
- 6.2.3 The Acquirer, the Manager to the Offer and Indusind Bank Limited, a banking corporation incorporated under the laws of India, have entered into an escrow agreement for the purpose of the Offer (the "Escrow Agreement") in accordance with regulation 17 of the SEBI (SAST) Regulations, 2011. Pursuant to the Escrow Agreement, the Acquirer has deposited cash of an amount of Rs. 5.50 Lacs being in excess of 100 % of the maximum consideration. Regulation 22(2) of the SEBI (SAST) Regulations permits completion of acquisition of shares under the relevant agreement after 21 (twenty one) working days from the date of the detailed public statement, subject to deposit of 100% of the open offer consideration in the escrow account. Therefore, the underlying transactions under the SPA referred to hereinabove may be completed prior to completion of the Open Offer.
- 6.2.4 The Acquirer has duly empowered Navigant Corporate Advisors Limited, the Manager to the Open Offer, to realize the value of the Escrow Account in terms of the SEBI (SAST) Regulations, 2011.
- 6.2.5 Further, in order to ensure that the funds that are payable to the Eligible Public Shareholders who tender in the Offer are managed more efficiently, the Acquirer has opened the Offer Special Account with the IndusInd Bank under the Offer Escrow Agreement, for the purpose of Regulation 21 of the SEBI (SAST) Regulations. The Manager to the Offer has been authorized by the Acquirer to operate and realize the monies lying to the credit of the Offer Special Escrow Account, in accordance with the SEBI (SAST) Regulations.
- 6.2.6 The Manager to the Offer, M/s Navigant Corporate Advisors Limited, hereby confirms that firm arrangements for funds and money for payment through verifiable means are in place to fulfil the Offer obligation under the SEBI (SAST) Regulations. The Manager to the Offer, M/s. Navigant Corporate Advisors Limited, hereby confirms that the Acquirer is capable to implement the Offer obligations in accordance with the SEBI (SAST) Regulations.



6.2.7 CA Sharad Chandra Toshniwal (Membership No. 216455), proprietor of M/s. Sharad Chandra Toshniwal & Co., Chartered Accountants (Firm Registration No. 0158885) having their office located at Pratiksha, 4-1-6/B/4, St No. 6, Tilak Road, Ramkoti, Hyderabad-500 001, Tel: +91-40-2475 3467 Email: [sharadtoshniwal@gmail.com](mailto:sharadtoshniwal@gmail.com) has certified that the Acquirer has sufficient resources to make the fund requirement for fulfilling all the obligations under the Offer.

6.2.8 Acquirer hereby undertakes that in case of any upward revision of offer price, Acquirer will correspondingly increase the escrow amount.

## **7. TERMS AND CONDITIONS OF THE OFFER:**

7.1. The Letter of Offer along with Form of Acceptance cum Acknowledgement will be mailed to all those shareholders of VGL (except the Acquirer and Seller) whose name appear on the Register of Members, at the close of business hours on 04.12.2018 ("**Identified Date**").

7.2. All owners of the shares, Registered or Unregistered (except the Acquirer and Seller) who own the shares any time prior to the Closing of the Offer are eligible to participate in the Offer as per the procedure set out in Para 8 below. Eligible Persons can participate in the Offer by offering their shareholding in whole or in part. No indemnity is required from the unregistered owners.

7.3. The Letter of Offer will be dispatched to all the eligible shareholders of the Target Company as of the Identified Date. While it would be insured that the Letter of Offer is dispatched by the due date to all the eligible shareholders as on the Identified Date, non-receipt the Letter of Offer by any member entitled to this open offer will not invalidate the Offer in any manner whatsoever.

7.4. Subject to the conditions governing this Offer, as mentioned in the Draft LOF, the acceptance of this Offer by the shareholder(s) must be absolute and unqualified. Any acceptance to the Offer, which is conditional or incomplete, is liable to be rejected without assigning any reason whatsoever.

### **7.5. Locked-in Shares:**

There are no locked-in shares in VGL.

### **7.6. Eligibility for accepting the Offer:**

The Offer is made to all the public shareholders (except the Acquirer and Seller) whose names appeared in the register of shareholders on 04.12.2018 at the close of the business hours on 04.12.2018 and also to those persons who own shares any time prior to the closure of the Offer, but are not registered shareholders(s).

### **7.7. Statutory Approvals and conditions of the Offer:**

7.7.1. To the best of knowledge and belief of the Acquirer, as of the date of this DPS, there are no statutory approvals required for this Offer. However, if any other statutory approvals are required or become applicable prior to completion of this Offer, this Offer would be subject to the receipt of such other statutory approvals that may become applicable at a later date.

However, if any other statutory approvals are required or become applicable prior to completion of this Offer, this Offer would be subject to the receipt of such other statutory approvals that may become applicable at a later date.

7.7.2 Non-resident equity shareholders who wish to tender their equity shares in the Target Company in this Offer will be required to submit all the applicable Reserve Bank of India (hereinafter referred to as "RBI") approvals that they would have obtained for acquiring, the equity shares of the Target Company. In the event such RBI approvals are not submitted, the Acquirer reserve the sole right to reject the equity shares tendered in the Offer."

7.7.3. The Acquirer, in terms of regulation 23 of the SEBI (SAST) Regulations, will have a right not to proceed with the Offer in the event the statutory approvals indicated above are refused. In the event of withdrawal, a PA will be made within 2 working days of such withdrawal, in the same newspapers in which the DPS has appeared.

- 7.7.4. In case of delay in receipt of any statutory approval, SEBI may, if satisfied that delay receipt of the requisite approvals was not due to any wilful default or neglect of the Acquirer or failure of the Acquirer to diligently pursue the application for the approval, grant extension of time for the purpose, subject to the Acquirer agreeing to pay interest to the shareholders as directed by SEBI, in terms of regulation 18(11) of SEBI (SAST) Regulations. Further, if delay occurs on account of wilful default by the Acquirer in obtaining the requisite approvals, regulation 17(9) of the SEBI (SAST) Regulations, will also become applicable and the amount lying in the Escrow Account shall become liable to forfeiture.
- 7.7.5. No approval is required from any bank or financial institutions for this Offer.
- 7.7.6. The instructions and provisions contained in Form of Acceptance constitute an integral part of the terms of this Offer.

**8. PROCEDURE FOR ACCEPTANCE AND SETTLEMENT:**

- 8.1. The Open offer will be implemented by the Acquirer through the Stock Exchange Mechanism made available by the Stock Exchange in the form of a separate window (“Acquisition Window”) as provided under the SEBI (SAST) Regulations and SEBI Circular CIR/CFD/POLICYCELL/1/2015 dated April 13, 2015 issued by SEBI and as amended by SEBI Circular CFD/DCR/2/CIR/P/2016/131 dated December 09, 2016.
- 8.2. BSE Limited (‘BSE’) shall be the Designated Stock Exchange for the purpose of tendering equity shares in the Open Offer.
- 8.3. The facility for Acquisition of shares through Stock exchange Mechanism pursuant to an Open Offer shall be available on the BSE in the form of Separate Window (“Acquisition Window”).
- 8.4. The Acquirer has appointed Alacrity Securities Limited, Stock Broker for the open offer through whom the purchases and settlement of the Offer Shares tendered under the Open Offer shall be made. The contact details of the buying broker are as mentioned below:

**ALACRITY SECURITIES LIMITED**  
101, 1st Floor, Hari Dharshan,  
B Wing, Bhogilal Fadia Road, Kandivali (West),  
Mumbai - 400 067  
Tel: +91-22-28073882/28073982; Fax: +91-22-28073967  
Investor Grievance e-mail: [alacritysec@gmail.com](mailto:alacritysec@gmail.com)  
Website: [www.alacritysec.com](http://www.alacritysec.com)  
SEBI Registration No.: INB010909837

- 8.5. All the shareholders who desire to tender their equity shares under the Open Offer will have to intimate their respective stock brokers (“Selling Brokers”) within the normal trading hours of the Secondary Market, during the Tendering period.
- 8.6. Such shares would be transferred to a special account of the clearing corporation specifically created for this purpose prior to placing the bid. The stock brokers shall also forward to the Clearing Corporation such details regarding the shares tendered as may be required by the Merchant Banker.
- 8.7. A separate Acquisition Window will be provided by the BSE to facilitate placing of sell orders. The Selling broker can enter orders for dematerialized as well as physical Equity shares.
- 8.8. The cumulative quantity tendered shall be displayed on the Exchange website throughout the trading session at specific intervals by the Stock Exchange during the Tendering period.
- 8.9. Shareholders can tender their shares only through a Broker with whom the shareholder is registered as client.
- 8.10. **Procedure for tendering shares held in Dematerialized Form.**
- a) The Equity shareholders who are holding the equity shares in demat form and who desire to tender their Equity shares in this offer shall approach their broker indicating to their broker the details of equity shares they intend to tender in Open Offer.

- b) The Selling Broker shall provide early pay-in of demat shares (except for custodian participant orders) to the Clearing Corporation before placing the orders and the same shall be validated at the time of order entry.
- c) For custodian participant, orders for demat equity Shares early pay-in is mandatory prior to confirmation of order by the custodian. The custodians shall either confirm or reject orders not later than close of trading hours on the last day of the Offer period. Thereafter, all unconfirmed orders shall be deemed to be rejected.
- d) The details of settlement number for early pay-in of Equity Shares shall be informed in the issue opening circular that will be issued by the Stock Exchanges/ Clearing Corporation, before the opening of the Offer.
- e) Upon placing the order, the Selling Broker(s) shall provide transaction registration slip (“TRS”) generated by the Exchange bidding system to the shareholder. TRS will contain details of order submitted like Bid ID No., DP ID, Client ID, No. of equity shares tendered etc.
- f) The shareholders will have to ensure that they keep the depository participant (“DP”) account active and unblocked to receive credit in case of return of Equity Shares due to rejection or due to prorated Open Offer.

**The shareholders holding Equity shares in demat mode are not required to fill any Form of Acceptance-cum Acknowledgement. The shareholders are advised to retain the acknowledged copy of the DIS and the TRS till the completion of Offer Period.**

**8.11. Procedure to be followed by the registered Shareholders holding Equity Shares in physical form:**

- a) Shareholders who are holding physical equity shares and intend to participate in the offer will be required to approach their respective Selling Broker alongwith the complete set of documents for verification procedures to be carried out including the:
  - i. The form of Acceptance-cum-Acknowledgement duly signed (by all equity Shareholders in case shares are in joint names) in the same order in which they hold the Equity Shares;
  - ii. Original Share Certificates;
  - iii. Valid shares transfer form(s) duly filled and signed by the transferors (i.e., by all registered Shareholders in same order and as per the specimen signatures registered with the Target Company and duly witnessed at the appropriate place authorizing the transfer in favor of the Acquirer;
  - iv. Self-attested copy of the Shareholder’s PAN card;
  - v. Any other Relevant documents such as (but not limited to):
    - Duly attested power of attorney if any person other than the equity shareholder has signed the relevant Form of Acceptance-cum-Acknowledgement;
    - Notarized Copy of death Certificate/ succession certificate or probated will, if the original Shareholder has deceased;
    - Necessary corporate authorizations, such as Board Resolutions etc, in case of companies.
  - vi. In addition to the above, if the address of the Shareholders has undergone a change from the address registered in the register of members of the Target Company, the Shareholder would be required to submit a self-attested copy of address proof consisting of any one of the following documents: Valid Adhar Card, Voter Identity card or Passport.
- b) Selling Broker should place order on the Acquisition Window with the relevant details as mentioned on the physical share certificate(s). Upon placing the order, the Selling broker shall provide a TRS generated by the Exchange bidding system to the Shareholder. TRS will contain the details of order submitted like folio no., certificate no., distinctive no., no. of Equity shares tendered etc.
- c) After placement of order, as mentioned in paragraph 8.10(b), the Selling Broker must ensure delivery of the Form of Acceptance-cum-Acknowledgement, TRS, Original share certificate(s), valid share transfer form(s) and other documents (as mentioned in the paragraph 8.10(a)) either by registered post or courier or hand delivery to the Registrar to the Offer (at the address mentioned on the cover page not later than 2 (two) days from the Offer Closing Date (by 5 PM). The envelope should be superscripted as “**Virgo Global Open Offer**”. One copy of the TRS will be retained by the Registrar to the Offer and it will provide acknowledgement of the same to the Selling Broker.
- d) Shareholders holding physical Equity shares should note that the physical equity Shares will not be accepted unless the complete set of documents is submitted. Acceptance of the physical equity

shares by the Acquirer shall be subjected to verification as per the SEBI (SAST) Regulations and any further directions issued in this regard. Registrar to the Offer will verify such orders based on the documents submitted on a daily basis and till such time the BSE shall display such orders as “unconfirmed physical Bids”. Once, Registrar to the Offer confirms the order it will be treated as “Confirmed Bids”.

- e) In case any person has submitted Equity shares in physical form for dematerialization, such shareholders should ensure that the process of getting the equity shares dematerialized is completed well in time so that they can participate in the offer before the Offer Closing Date.

8.12. Modification/Cancellation of orders will not be allowed during the period the Offer is open.

8.13. The cumulative quantity tendered shall be made available on the website of the BSE throughout the trading session and will be updated at specific intervals during the tendering period

**8.14. Procedure for Tendering the Shares in case of Non-Receipt of this Letter of Offer:**

Persons who have acquired equity shares but whose names do not appear in the register of members of the Target Company on the Identified date, or those who have not received the letter of offer, may also participate in this Offer. A shareholder may participate in the Offer by approaching their broker and tender Equity shares in the Open Offer as per the procedure mentioned in this Letter of Offer or in the Form of Acceptance-cum-Acknowledgement. The Letter of Offer along with Form of Acceptance-cum-Acknowledgement will be dispatched to all the eligible shareholders of the Target Company as on the Identified date. In case of non-receipt of this Letter of Offer, such eligible shareholders of the Target Company may download the same from the SEBI website ([www.sebi.gov.in](http://www.sebi.gov.in)) or BSE website ([www.bseindia.com](http://www.bseindia.com)) or Merchant Banker website ([www.navigantcorp.com](http://www.navigantcorp.com)) or obtain a copy of the same from the Registrar to the Offer on providing suitable documentary evidence of holding of the Equity shares of the Target Company. Alternatively in case of non-receipt of this Letter of Offer, shareholders holding shares may participate in the Offer by providing their application in plain paper in writing signed by all shareholder, stating name, address, number of shares held, client Id number, DP name, DP ID number, number of shares tendered and other relevant documents such as physical share certificates and Form SH-4 in case of shares being held in physical form. Such Shareholders have to ensure that their order is entered in the electronic platform to be made available by the BSE before the closure of the Offer.

8.15. The acceptance of the Offer made by the Acquirer is entirely at the discretion of the shareholders of the Target Company. The Acquirer does not accept any responsibility for the decision of any Shareholder to either participate or to not participate in this Offer. The Acquirer will not be responsible in any manner for any loss of share certificate(s) and other documents during transit and the shareholders are advised to adequately safeguard their interest in this regard.

**8.16. Acceptance of Equity**

Shares Registrar to the Offer shall provide details of order acceptance to Clearing Corporation within specified timelines. In the event that the number of Equity Shares (including demat Equity Shares, physical Equity Shares and locked-in Equity Shares) validly tendered by the Shareholders under this Offer is more than the number of Offer Shares, the Acquirer shall accept those Equity Shares validly tendered by the Shareholders on a proportionate basis in consultation with the Manager, taking care to ensure that the basis of acceptance is decided in a fair and equitable manner and does not result in non-marketable lots, provided that acquisition of Equity Shares from a Shareholder shall not be less than the minimum marketable lot.

**8.17. Settlement Process**

a) On closure of the Offer, reconciliation for acceptances shall be conducted by the Manager to the Offer and the Registrar to the Offer and the final list shall be provided to the Stock Exchange to facilitate settlement on the basis of Shares transferred to the Clearing Corporation. The settlement of trades shall be carried out in the manner similar to settlement of trades in the secondary market. Selling Brokers should use the settlement number to be provided by the Clearing Corporation to transfer the shares in favor of Clearing Corporation.

b) The shares shall be directly credited to the pool account of the Buying Broker. For the same, the existing facility of client direct pay-out in the capital market segment shall be available. Once the basis of acceptance is finalised, the Clearing Corporation would facilitate clearing and settlement of trades by transferring the required number of shares to the pool account of the Buying Broker. In

case of partial or non-acceptance of orders or excess pay-in, demat Shares shall be released to the securities pool account of the Selling Broker / custodian, post which, the Selling Broker would then issue contract note for the shares accepted and return the balance shares to the Shareholders. Any excess physical Equity Shares, to the extent tendered but not accepted, will be returned to the Shareholder(s) directly by Registrar to the Offer.

#### **8.18. Settlement of Funds/ Payment Consideration**

The settlement of fund obligation for demat and physical Equity Shares shall be effected through existing settlement accounts of Selling Broker. The payment will be made to the Buying Broker for settlement. For Equity Shares accepted under the Open Offer, the Selling Broker / Custodian Participant will receive funds payout in their settlement bank account. The Selling Brokers / Custodian participants would pay the consideration to their respective clients. The funds received from Buying Broker by the Clearing Corporation will be released to the Selling Broker(s) as per secondary market pay-out mechanism. Shareholders who intend to participate in the Offer should consult their respective Selling Broker for payment to them of any cost, charges and expenses (including brokerage) that may be levied by the Selling Broker upon the selling Shareholders for tendering Equity Shares in the Offer (secondary market transaction). The consideration received by the selling Shareholders from their respective Selling Broker, in respect of accepted Equity Shares, could be net of such costs, charges and expenses (including brokerage) and the Acquirer accepts no responsibility to bear or pay such additional cost, charges and expenses (including brokerage) incurred solely by the selling Shareholder. In case of delay in receipt of any statutory approval(s), SEBI has the power to grant extension of time to Acquirer for payment of consideration to the shareholders of the Target Company who have accepted the Open Offer within such period, subject to Acquirer agreeing to pay interest for the delayed period if directed by SEBI in terms of Regulation 18 (11) of the SEBI (SAST) Regulations, 2011.

### **9. DOCUMENTS FOR INSPECTION**

The following documents are regarded as material documents and are available for inspection at the office of the Manager to the Offer at Navigant Corporate Advisors Limited, 423, A Wing, Bonanza, Sahar Plaza Complex, J B Nagar, Andjeri-Kurla Road, Andheri East, Mumbai-400-059 from 11.30 a.m. to 2.30 p.m. on any working day, except Saturdays, Sundays and Holidays until the closure of the Offer.

- Certificate of Incorporation, Memorandum and Articles of Association of Virgo Global Limited.
- Certificate of Incorporation, Memorandum and Articles of Association of Shri Nakoda Logistics Private Limited.
- Certificate of CA. Sharad Chandra Toshniwal (Membership No. 216455), proprietor of M/s. Sharad Chandra Toshniwal & Co., Chartered Accountants (Firm Registration No. 015888S) certifying the Net worth of Acquirer.
- Annual Reports of Virgo Global Limited for years ended on March 31, 2016, 2017 and 2018
- Certificate from IndusInd Bank Limited having office at Premises No. 61, Sonawala Building, Mumbai Samachar Marg, Fort, Mumbai 400 001 confirming the amount kept in Escrow Account opened as per SEBI (SAST) Regulation.
- Copy of Public Announcement dated 22<sup>nd</sup> October, 2018.
- Published copy of the Detailed Public Statement, which appeared in the newspapers on 29<sup>th</sup> October, 2018.
- Copy of Recommendation made by Committee of Independent Directors of VGL dated (.)
- Observation letter no (.) dated (.) on the draft Letter of Offer filed with the Securities and Exchange Board of India.
- Memorandum of Understanding between Lead managers i.e. Navigant Corporate Advisors Limited. & Acquirer.

## **10. DECLARATION BY THE ACQUIRER**

We have made all reasonable inquiries, accept responsibility for, and confirm that this DLOF contains all information with regard to the Offer, which is material in the context of the issue, that the information contained in this DLOF is true and correct in all material respects and is not misleading in any material respect, that the opinions and intentions expressed herein are honestly held and that there are no other facts, the omission of which makes this document as a whole or any of such information or the expression of any such opinions or intentions misleading in any material respect.

We are responsible for ensuring compliance with the Takeover Regulations and the obligations as stated under the Takeover Regulations. All information contained in this document is true and correct as on date of the PA, DPS and this DLOF, unless stated otherwise.

We hereby declare and confirm that all the relevant provisions of Companies Act, 1956/2013 and all the provisions of SEBI (Substantial Acquisition of Shares and Takeover) Regulations, 2011 have been complied with and no statements in the Offer document is contrary to the provisions of Companies Act, 1956/2013 and SEBI (Substantial Acquisition of Shares and Takeover) Regulations, 2011.

**Signed By:**

**For Shri Nakoda Logistics Private Limited**

**Rajesh Gandhi**  
**Director**  
**DIN:02120813**

Place: Mumbai  
Date: 02.11.2018