

# Walker Chandiook & Co LLP

**Walker Chandiook & Co LLP**  
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## Independent Auditor's Report

### To the Members of BTI Payments Private Limited

#### Report on the Financial Statements

1. We have audited the accompanying financial statements of BTI Payments Private Limited ("the Company"), which comprise the Balance Sheet as at 31 March 2016, the Statement of Profit and Loss, the Cash Flow Statement for the year then ended and a summary of the significant accounting policies and other explanatory information.

#### Management's Responsibility for the Financial Statements

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 financial statements, that give a true and fair view of the financial position, financial performance and cash flows of the Company in accordance with the accounting principles generally accepted in India, including the Accounting Standards specified 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; safeguarding the assets of the Company; 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 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 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 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 financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal financial controls relevant to the Company's preparation of the financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of the accounting policies used and the reasonableness of the accounting estimates made by the Company's Directors, as well as evaluating the overall presentation of the financial statements.
7. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion on the financial statements.

## Opinion

8. In our opinion and to the best of our information and according to the explanations given to us, the aforesaid financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India, of the state of affairs of the Company as at 31 March 2016, its loss and its cash flows for the year ended on that date.

## Report on Other Legal and Regulatory Requirements

9. As required by the Companies (Auditor's Report) Order, 2016 ("the Order") issued by the Central Government of India in terms of Section 143(11) of the Act, we give in the Annexure 1A a statement on the matters specified in paragraphs 3 and 4 of the Order.
10. Further to our comments in Annexure 1A, 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;



# Walker Chandiook & Co LLP

- c. the financial statements dealt with by this report are in agreement with the books of account;
- d. in our opinion, the aforesaid financial statements comply with the Accounting Standards specified under Section 133 of the Act, read with Rule 7 of the Companies (Accounts) Rules, 2014 (as amended);
- e. on the basis of the written representations received from the directors as on 31 March 2016 and taken on record by the Board of Directors, none of the directors is disqualified as on 31 March 2016 from being appointed as a director in terms of Section 164(2) of the Act;
- f. we have also audited the internal financial controls over financial reporting (IFCoFR) of the Company as of 31 March 2016 in conjunction with our audit of the financial statements of the Company for the year ended on that date and our report dated 26 July 2016 as per Annexure 1B expressed an unmodified opinion.
- g. with respect to the other matters to be included in the Auditor's Report in accordance with Rule 11 of the Companies (Audit and Auditors) Rules, 2014, in our opinion and to the best of our information and according to the explanations given to us:
  - i. the Company does not have any pending litigations which would impact its financial position;
  - ii. the Company did not have any long-term contracts including derivative contracts for which there were any material foreseeable losses;
  - iii. there were no amounts which were required to be transferred to the Investor Education and Protection Fund by the Company.

*Walker Chandiook & Co LLP*

For Walker Chandiook & Co LLP

(Formerly Walker, Chandiook & Co)

Chartered Accountants

Firm's Registration No.: 001076N/N500013

*Vijay V Singh*

per Vijay Vikram Singh

Partner

Membership No.: 059139

Place : Bangalore

Date : 26 July 2016



## Annexure IA to the Independent Auditor's Report of even date to the members of BTI Payments Private Limited, on the financial statements for the year ended 31 March 2016.

### Annexure IA

Based on the audit procedures performed for the purpose of reporting a true and fair view on the financial statements of the Company and taking into consideration the information and explanations given to us and the books of account and other records examined by us in the normal course of audit, and to the best of our knowledge and belief, we report that:

- (i) (a) The Company has maintained proper records showing full particulars, including quantitative details and situation of fixed assets.
  - (b) The Company has a regular program of physical verification of its fixed assets under which fixed assets are verified in a phased manner over a period of three years, which, in our opinion, is reasonable having regard to the size of the Company and the nature of its assets. In accordance with this program, certain fixed assets were verified during the year and no material discrepancies were noticed on such verification.
  - (c) The Company does not hold any immovable property (in the nature of 'fixed assets'). Accordingly, the provisions of clause 3(i)(c) of the Order are not applicable.
- (ii) The Company does not have any inventory. Accordingly, the provisions of clause 3(ii) of the Order are not applicable.
- (iii) The Company has not granted any loan, secured or unsecured to companies, firms, Limited Liability Partnerships (LLPs) or other parties covered in the register maintained under Section 189 of the Act. Accordingly, the provisions of clauses 3(iii)(a), 3(iii)(b) and 3(iii)(c) of the Order are not applicable.
- (iv) In our opinion, the Company has not entered into any transaction covered under Sections 185 and 186 of the Act. Accordingly, the provisions of clause 3(iv) of the Order are not applicable.
- (v) In our opinion, the Company has not accepted any deposits within the meaning of Sections 73 to 76 of the Act and the Companies (Acceptance of Deposits) Rules, 2014 (as amended). Accordingly, the provisions of clause 3(v) of the Order are not applicable.
- (vi) The Central Government has not specified maintenance of cost records under sub-section (1) of Section 148 of the Act, in respect of Company's products/services. Accordingly, the provisions of clause 3(vi) of the Order are not applicable.
- (vii)(a) The Company is regular in depositing undisputed statutory dues including provident fund, employees' state insurance, income-tax, sales-tax, service tax, duty of customs, duty of excise, value added tax, cess and other material statutory dues, as applicable, to the appropriate authorities. Further, no undisputed amounts payable in respect thereof were outstanding at the year-end for a period of more than six months from the date they become payable.



## Annexure 1A to the Independent Auditor's Report of even date to the members of BTI Payments Private Limited, on the financial statements for the year ended 31 March 2016.

- (b) There are no dues in respect of income-tax, sales-tax, service tax, duty of customs, duty of excise and value added tax that have not been deposited with the appropriate authorities on account of any dispute.
- (viii) The Company has not defaulted in repayment of loans or borrowings to any bank or financial institution or government during the year. The Company did not have any outstanding debentures during the year.
- (ix) The Company did not raise moneys by way of initial public offer or further public offer (including debt instruments). In our opinion, the term loans were applied for the purpose for which the loans were obtained, though idle/surplus funds which were not required for immediate utilization were temporarily used for the purpose other than for which the loan was sanctioned but were ultimately utilized for the stated end-use.
- (x) No fraud by the Company or on the company by its officers or employees has been noticed or reported during the period covered by our audit.
- (xi) The provisions of Section 197 of the Act read with Schedule V to the Act are not applicable to the company since the company is not a public company as defined under Section 2(71) of the Act. Accordingly, provisions of clause 3(xi) of the Order are not applicable.
- (xii) In our opinion, the Company is not a Nidhi Company. Accordingly, provisions of clause 3(xii) of the Order are not applicable.
- (xiii) In our opinion all transactions with the related parties are in compliance with Sections 177 and 188 of Act, where applicable, and the requisite details have been disclosed in the financial statements etc., as required by the applicable accounting standards.
- (xiv) During the year, the company has not made any preferential allotment or private placement of shares or fully or partly convertible debentures
- (xv) In our opinion, the company has not entered into any non-cash transactions with the directors or persons connected with them covered under Section 192 of the Act.



# Walker Chandiook & Co LLP

Annexure 1A to the Independent Auditor's Report of even date to the members of BTI Payments Private Limited, on the financial statements for the year ended 31 March 2016.

- (xvi) The company is not required to be registered under section 45-IA of the Reserve Bank of India Act, 1934.

*Walker Chandiook & Co LLP*

For Walker Chandiook & Co LLP

(Formerly Walker, Chandiook & Co)

Chartered Accountants

Firm's Registration No.: 001076N/N500013

*Vijay V Singh*

per Vijay Vikram Singh

Partner

Membership No.: 059139

Place : Bangalore

Date : 26 July 2016



Annexure 1B to the Independent Auditor's Report of even date to the members of BTI Payments Private Limited, on the financial statements for the year ended 31 March 2016

## Annexure 1B

### Independent Auditor's report on the Internal Financial Controls under Clause (i) of Sub-section 3 of Section 143 of the Companies Act, 2013 ("the Act")

1. In conjunction with our audit of the financial statements of BTI Payments Private Limited ("the Company") as of and for the year ended 31 March 2016, we have audited the internal financial controls over financial reporting (IFCoFR) of the company of as of that date.

#### Management's Responsibility for Internal Financial Controls

2. The Company's Board of Directors is responsible for establishing and maintaining internal financial controls based on the internal control over financial reporting criteria established by the Company considering the essential components of internal control stated in the Guidance Note on Audit of Internal Financial Controls over Financial Reporting issued by the Institute of Chartered Accountants of India. These responsibilities include the design, implementation and maintenance of adequate internal financial controls that were operating effectively for ensuring the orderly and efficient conduct of the company's business, including adherence to company's policies, the safeguarding of its assets, the prevention and detection of frauds and errors, the accuracy and completeness of the accounting records, and the timely preparation of reliable financial information, as required under the Act.

#### Auditors' Responsibility

3. Our responsibility is to express an opinion on the Company's IFCoFR based on our audit. We conducted our audit in accordance with the Standards on Auditing, issued by the Institute of Chartered Accountants of India (ICAI) and deemed to be prescribed under section 143(10) of the Act, to the extent applicable to an audit of IFCoFR, and the Guidance Note on Audit of Internal Financial Controls Over Financial Reporting (the "Guidance Note") issued by the ICAI. 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 IFCoFR were established and maintained and if such controls operated effectively in all material respects.
4. Our audit involves performing procedures to obtain audit evidence about the adequacy of the IFCoFR and their operating effectiveness. Our audit of IFCoFR included obtaining an understanding of IFCoFR, 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.
5. 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 IFCoFR.



Annexure 1B to the Independent Auditor's Report of even date to the members of BTI Payments Private Limited, on the financial statements for the year ended 31 March 2016

## Meaning of Internal Financial Controls over Financial Reporting

6. A company's IFCoFR 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 IFCoFR 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

7. Because of the inherent limitations of IFCoFR, 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 IFCoFR to future periods are subject to the risk that IFCoFR may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

## Opinion

8. In our opinion, in all material respects, adequate internal financial controls over financial reporting and such internal financial controls over financial reporting were operating effectively as at 31 March 2016 based on the internal control over financial reporting criteria established by the Company considering the essential components of internal control stated in the Guidance Note.

*Walker Chandiok & Co LLP*  
For **Walker Chandiok & Co LLP**  
(Formerly Walker, Chandiok & Co)  
Chartered Accountants  
Firm's Registration No.: 001076N/N500013

*Vijay V Singh*  
per **Vijay Vikram Singh**  
Partner  
Membership No.: 059139

Bangalore  
26 July 2016





Financial statements and Independent auditor's report

**BTI Payments Private Limited**

31 March 2016

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# BTI Payments Private Limited

Balance Sheet as at 31 March 2016

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|  | Notes | As at<br>31 March 2016<br>₹ | As at<br>31 March 2015<br>₹ |
|--|-------|-----------------------------|-----------------------------|
| <b>Equity and liabilities</b>  |       |                             |                             |
| <b>Shareholders' funds</b>   |       |                             |                             |
| Share capital  | 3     | 92,486,480                  | 67,832,760                  |
| Reserves and surplus   | 4     | 1,529,551,813               | 1,010,914,340               |
|  |       | <u>1,622,038,293</u>        | <u>1,078,747,100</u>        |
| <b>Non-current liabilities</b>   |       |                             |                             |
| Long-term borrowings   | 5     | 750,000,000                 | -                           |
| Other long-term liabilities  | 7     | 23,360,114                  | 7,681,559                   |
| Long-term provisions   | 8     | 57,475,866                  | 10,402,138                  |
|  |       | <u>830,835,980</u>          | <u>18,083,697</u>           |
| <b>Current liabilities</b>   |       |                             |                             |
| Short-term borrowings  | 5     | 2,264,207,950               | 794,961,310                 |
| Trade payables   | 9     | -                           | -                           |
| Total outstanding dues of micro enterprises and small enterprises                      |       | -                           | -                           |
| Total outstanding dues of creditors other than micro enterprises and small enterprises |       | 203,908,438                 | 110,537,727                 |
| Other current liabilities  | 10    | 232,210,322                 | 224,837,065                 |
| Short-term provisions  | 8     | 2,156,236                   | 1,243,726                   |
|  |       | <u>2,702,482,946</u>        | <u>1,131,579,828</u>        |
| <b>Total</b>   |       | <u><b>5,155,377,219</b></u> | <u><b>2,228,410,625</b></u> |
| <b>Assets</b>  |       |                             |                             |
| <b>Non-current assets</b>  |       |                             |                             |
| <b>Fixed assets</b>  |       |                             |                             |
| Tangible assets  | 11    | 1,609,927,406               | 685,738,050                 |
| Intangible assets  | 12    | 9,421,111                   | 4,436,606                   |
| Capital work-in-progress   |       | 2,821,217                   | 15,978,571                  |
| Non-current investments  | 13    | -                           | -                           |
| Deferred tax assets (net)  | 6     | 6,897,748                   | -                           |
| Long-term loans and advances   | 13    | 69,901,402                  | 62,699,956                  |
| Other non-current assets   | 14    | 252,709,561                 | 94,450,677                  |
|  |       | <u>1,951,678,445</u>        | <u>863,303,860</u>          |
| <b>Current assets</b>  |       |                             |                             |
| Current investments  | 15    | -                           | 11,304,826                  |
| Trade receivables  | 16    | 54,459,248                  | 41,753,251                  |
| Cash and bank balances   | 17    | 2,509,689,731               | 1,117,570,360               |
| Short-term loans and advances  | 13    | 86,619,358                  | 42,405,719                  |
| Other current assets   | 18    | 552,950,437                 | 152,072,609                 |
|  |       | <u>3,203,698,774</u>        | <u>1,365,106,765</u>        |
| <b>Total</b>   |       | <u><b>5,155,377,219</b></u> | <u><b>2,228,410,625</b></u> |

## Summary of significant accounting policies and other explanatory information

2-32

The accompanying notes form an integral part of the financial statements.

This is the Balance Sheet referred to in our report of even date.

*Walker Chandniok & Co LLP*

For **Walker Chandniok & Co LLP**  
(formerly Walker, Chandniok & Co)  
Chartered Accountants

*Vijay V Singh*

per **Vijay Vikram Singh**  
Partner

For and on behalf of the Board of Directors of BTI  
Payments Private Limited

*K Srinivas*  
K Srinivas  
Managing Director  
DIN: 03533535

*David Scott Glen*  
David Scott Glen  
Director  
DIN: 02073436

*Sanjay Bajaj*  
Sanjay Bajaj  
Company Secretary and Chief Commercial Officer

Bengaluru  
26 July 2016



Bengaluru  
26 July 2016

# BTI Payments Private Limited

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## Statement of Profit and Loss for the year ended 31 March 2016

|   | Notes | Year ended<br>31 March 2016<br>₹ | Year ended<br>31 March 2015<br>₹ |
|---|-------|----------------------------------|----------------------------------|
| <b>Revenue</b>  |       |                                  |                                  |
| Revenue from operations                                       | 19    | 874,819,351                      | 320,885,498                      |
| Other income  | 20    | 29,644,259                       | 118,302,661                      |
| <b>Total revenue</b>  |       | <b>904,463,610</b>               | <b>439,188,159</b>               |
| <b>Expenses</b>   |       |                                  |                                  |
| Cost of services  | 21    | 738,794,423                      | 318,459,146                      |
| Employee benefits expense                                     | 22    | 229,977,296                      | 108,729,146                      |
| Finance costs   | 23    | 188,775,515                      | 5,658,870                        |
| Depreciation and amortisation expense                         | 24    | 208,672,512                      | 56,746,961                       |
| Other expenses  | 25    | 226,491,166                      | 89,529,879                       |
| <b>Total expenses</b>   |       | <b>1,593,710,912</b>             | <b>579,124,002</b>               |
| <b>Loss before tax</b>  |       | <b>(689,247,302)</b>             | <b>(139,935,843)</b>             |
| <b>Tax expense</b>  |       |                                  |                                  |
| Current tax   |       | -                                | -                                |
| Deferred tax credit/ (charge)                                 |       | 6,897,748                        | (26,032,312)                     |
| <b>Loss for the year</b>                                      |       | <b>(682,349,554)</b>             | <b>(165,968,155)</b>             |
| <b>Loss per equity share (nominal value of ₹10 per share)</b> |       |                                  |                                  |
| - Basic   | 26    | (96.00)                          | (25.01)                          |

### Summary of significant accounting policies and other explanatory information

2-32

The accompanying notes form an integral part of the financial statements.

This is the Statement of Profit and Loss referred to in our report of even date.

*Walker Chandiook & Co LLP*

For **Walker Chandiook & Co LLP**  
(formerly Walker, Chandiook & Co)  
Chartered Accountants

*Vijay V. Singh*

per **Vijay Vikram Singh**  
Partner

Bengaluru  
26 July 2016



For and on behalf of the Board of Directors of BTI  
Payments Private Limited

*K Srinivas*

**K Srinivas**  
Managing Director  
DIN: 03533535

*David Scott Glen*

**David Scott Glen**  
Director  
DIN: 02873436

*Sanjay Bajaj*

**Sanjay Bajaj**  
Company Secretary and Chief Commercial Officer

Bengaluru  
26 July 2016



**BTI Payments Private Limited**  
Cash Flow Statement for the year ended 31 March 2016

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|   | Year ended<br>31 March 2016<br>₹ | Year ended<br>31 March 2015<br>₹ |
|---|----------------------------------|----------------------------------|
| <b>A. Cash flow from operating activities</b>                       |                                  |                                  |
| Net Loss before tax   | (689,247,302)                    | (139,935,843)                    |
| Adjustments for:  |                                  |                                  |
| Depreciation and amortisation                                       | 209,672,512                      | 56,746,961                       |
| Interest income   | (21,362,178)                     | (2,921,762)                      |
| Interest expense  | 188,775,515                      | 5,658,870                        |
| Provision for doubtful receivables                                  | 8,696,374                        | 797,293                          |
| Advances written off  | -                                | 3,012,629                        |
| Provision for retirement of fixed assets                            | 3,986,429                        | 1,501,727                        |
| Net gain on sale of current investment                              | (8,185,038)                      | (115,379,899)                    |
| Fixed asset written off   | 7,872,664                        | 1,239,646                        |
|   | <b>389,456,278</b>               | <b>(49,344,535)</b>              |
| Operating loss before working capital changes                       | (299,791,024)                    | (189,280,378)                    |
| Adjustments for working capital changes                             |                                  |                                  |
| (Increase) in trade receivables                                     | (21,402,371)                     | (116,116)                        |
| (Increase) in long-term and short-term loans and advances           | (65,519,840)                     | (50,219,101)                     |
| (Increase) in non current assets                                    | (158,258,884)                    | (72,875,677)                     |
| (Increase) in other current assets                                  | (393,213,543)                    | (149,869,370)                    |
| Increase trade payables   | 93,370,711                       | 61,114,525                       |
| Increase in other current and non-current liabilities               | 113,998,796                      | 36,851,115                       |
| Increase in long-term and short-term provisions                     | 47,986,238                       | 5,127,803                        |
|   | <b>(383,038,893)</b>             | <b>(169,986,820)</b>             |
| Cash used in operations   | (682,829,917)                    | (359,267,198)                    |
| Net income tax refund/(paid)  | 14,104,754                       | (7,685,920)                      |
| <b>Net cash used in operating activities (A)</b>                    | <b>(668,725,163)</b>             | <b>(366,953,118)</b>             |
| <b>B. Cash flow from investing activities</b>                       |                                  |                                  |
| Payments for purchase of fixed assets                               | (1,228,475,095)                  | (489,291,205)                    |
| Proceeds on sale of current investments                             | 11,304,826                       | 837,140,291                      |
| Proceeds from sale of current investments                           | 8,185,038                        | 115,379,899                      |
| Purchase of current investments                                     | -                                | (11,304,826)                     |
| Interest received   | 13,697,893                       | 718,522                          |
| <b>Net cash generated/ (used) from/ in investing activities (B)</b> | <b>(1,195,287,338)</b>           | <b>452,642,681</b>               |
| <b>C. Cash flow from financing activities</b>                       |                                  |                                  |
| Proceeds from issue of equity shares (including premium)            | 1,225,640,747                    | 229,999,664                      |
| Proceeds from borrowings, net                                       | 2,219,248,640                    | 794,961,310                      |
| Interest paid   | (188,775,515)                    | (5,658,870)                      |
| <b>Net cash flow from financing activities (C)</b>                  | <b>3,256,111,872</b>             | <b>1,019,302,104</b>             |
| <b>Net increase in Cash and cash equivalents (A+B+C)</b>            | <b>1,392,099,371</b>             | <b>1,104,991,667</b>             |
| Cash and cash equivalents at the beginning of the year              | 1,117,570,360                    | 12,578,693                       |
| <b>Cash and cash equivalents at the end of the year</b>             | <b>2,509,669,731</b>             | <b>1,117,670,360</b>             |
| <b>Components of cash and cash equivalents</b>                      |                                  |                                  |
| Cash and bank balances (Refer note 17)                              | 2,509,669,731                    | 1,117,670,360                    |
|   | <b>2,509,669,731</b>             | <b>1,117,670,360</b>             |

**Summary of significant accounting policies and other explanatory information**

The accompanying notes form an integral part of the financial statements.

This is the Cash Flow Statement referred to in our report of even date.

*Walker Chandiook & Co LLP*

For **Walker Chandiook & Co LLP**

(formerly Walker, Chandiook & Co)

Chartered Accountants

*Vijay V Singh*

per **Vijay Vikram Singh**

Partner

For and on behalf of the Board of Directors of BTI  
Payments Private Limited

*K Srinivas*  
K Srinivas  
Managing Director  
DIN: 03533535

*David Scott Glen*  
David Scott Glen  
Director  
DIN: 02073436

*Sanjay Bajaj*  
Sanjay Bajaj

Company Secretary and Chief Commercial Officer

Bengaluru  
26 July 2016



Bengaluru  
26 July 2016

# BTI Payments Private Limited

## Summary of significant accounting policies and other explanatory information

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### 1. Corporate information

BTI Payments Private Limited (formerly known as Banktech India Private Limited, "the Company") incorporated in India on Thirtieth day of June Two Thousand Six under the Companies Act, 1956 is a Company owned by Banktech Group PTY Limited, Australia as Promoter and IDBI Trusteeship Services Ltd as Investor. The Registered office of the Company is situated at Corporate Tower B 8th floor, Daimond District, 150, Old Airport Road, Domkur, Bangalore – 560008.

The Company is Reserve Bank of India (RBI) authorised leading White label ATM (Automated Teller Machine) Operator in India. The Company also acts as a managed service provider for ATMs owned by banks and is technical services provider for banks in Point of Sale (POS) payment solution.

### 2. Significant accounting policies

#### a. Basis of preparation

The financial statements have been prepared in accordance with the generally accepted accounting principles in India ("Indian GAAP") to comply, in all material respects with the Accounting Standards specified under Section 133 of the Companies Act 2013, read with Rule 7 of the Companies (Accounts) Rules, 2014 (as amended). The financial statements have been prepared under the historical cost convention on accrual basis. The accounting policies have been consistently applied by the Company and are consistent with those used in the previous year.

The financial statements are presented in ₹ and all amounts are rounded to the nearest rupee except as stated otherwise.

The Company is a Small and Medium Sized Company ("SMC") as defined in the General Instructions in respect of Accounting Standards notified under the Companies Act. Accordingly, the Company has complied with the Accounting Standards to the extent applicable to SMC. Pursuant to the exemptions/relaxations applicable to a SMC, Accounting Standards (AS) 17 - Segment reporting is not applicable to the Company for the current period. Further, certain disclosure requirements in terms of Accounting Standard (AS) 15 - Employee benefits, Accounting Standard (AS) 19 - Leases, Accounting Standard (AS) 20 - Earnings per share and Accounting Standard (AS) 29 - Provisions, Contingent liabilities and Contingent assets are also not applicable to the Company for the current year.

#### b. Use of estimates

The preparation of the financial statements in conformity with Indian GAAP requires management to make judgement, estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent liabilities at the date of the financial statements and the results of operations during the reporting year. Although these estimates are based upon management's best knowledge of current events and actions, uncertainty about these assumptions and estimates could result in the outcomes requiring a material adjustment to the carrying amounts of assets and liabilities in future periods.

Significant estimates used by management in the preparation of these financial statements include the estimates of the economic useful lives of the fixed assets, provision for doubtful debts and provision for employee benefits. Any revision to accounting estimates is recognised prospectively in the current and future periods.

#### c. Revenue recognition

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the Company and the revenue can be reliably measured. Revenue is measured at the consideration received/receivable, excluding discounts, rebates, and Service tax or duty. The Company assesses its revenue arrangements against specific criteria, i.e., whether it has exposure to the significant risks and rewards associated with the rendering of services, in order to determine if it is acting as a principal or as an agent.

(i) Service Revenues - Service revenues include amounts invoiced for a) Interchange fee for use of White Label ATM, b) Technical service fee for POS solution and c) Managed service fee towards management of ATMs on behalf of banks. Service revenues are recognised as the services are rendered and are stated net of discounts, waivers and taxes.

(ii) Interest income - Interest income is recognised on a time proportion basis taking into account the amount outstanding and the rate applicable. Interest income is included under the head 'Other income' in the Statement of Profit and Loss.

(iii) Unbilled Revenue - Unbilled revenue represent revenue recognised in respect of services provided but bills not generated to the end of the reporting period. These are billed in subsequent periods as per the terms of the contractual arrangements.

#### d. Tangible assets

Tangible Assets are stated at cost, net of accumulated depreciation and accumulated impairment losses, if any. The cost comprises of purchase price and directly attributable costs of bringing the asset to its working condition for its intended use, net of refundable taxes. Any trade discounts and rebates are deducted in arriving at the purchase price. When significant parts of tangible assets are required to be replaced in intervals, the Company recognises such parts as separate component of assets with specific useful lives and provides depreciation over their useful life. Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Company and the cost of the item can be measured reliably. The carrying amount of the replaced part is derecognised and charged to Statement of Profit and Loss. All other repair and maintenance costs are recognised in the Statement of Profit and Loss, as incurred. The cost incurred towards tangible fixed assets, but not ready for their intended use before each Balance Sheet date is disclosed as capital work-in-progress, if any.

Where assets are installed on the premises of merchants, such assets continue to be treated as tangible assets as the associated risks and rewards remain with the Company and management is confident of exercising control over them.

Gains and losses arising from retirement or disposal of the tangible assets are determined as the difference between the net disposal proceeds and the carrying amount of the asset and are recognised in Statement of Profit and Loss on the date of retirement or disposal.

Advances paid towards the acquisition of fixed assets outstanding at each Balance Sheet date are disclosed as other non-current assets and the cost of fixed assets not ready for their intended use before such date are disclosed as capital work-in-progress.



# BTI Payments Private Limited

## Summary of significant accounting policies and other explanatory information

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### e. Depreciation and amortisation

Depreciation on tangible assets is provided on the straight line method, using the rates arrived at based on useful lives of respective assets as estimated by the management or as prescribed under Schedule II of the Companies Act 2013, whichever is higher. The assets' residual values and useful lives are reviewed at each financial year end or whenever there are indicators for review, and adjusted prospectively. Depreciation for assets purchased or sold during a period is proportionately charged to Statement of Profit and Loss.

Useful lives/ depreciation/ amortisation rates:

Till the year ended 31 March, 2015, depreciation rates prescribed under Schedule XIV to the erst while Companies Act, 1956 were treated as minimum rates and the Company was not allowed to charge depreciation at lower rates even if such lower rates were justified by the estimated useful life of the asset. Schedule II to the Companies Act 2013, prescribes useful lives for fixed assets which, in many cases, are different from lives prescribed under the erstwhile Schedule XIV. However, Schedule II allows companies to use higher/ lower useful lives and residual values if such useful lives and residual values can be technically supported and justification for difference is disclosed in the financial statements.

Estimated useful lives (in years) of the assets are as follows:

|                                 | Years  |
|---------------------------------|--|
| Automated Teller Machine (ATM)* | 10   |
| POS terminals *                 | 8  |
| Plant and equipment *           | 5  |
| Electrical equipment            | 10   |
| Motor vehicles                  | 8  |
| Computer hardware               | 3 to 6   |
| Furniture & fixtures            | 10   |
| Leasehold improvements          | Period of lease or 10 years, whichever is less |
| Office equipment                | 5  |
| Computer software               | 3 to 6   |
| Copyrights                      | 10   |

\* For these classes of assets, based on internal assessment and technical evaluation carried out, the management believes that the useful lives as given above best represent the period over which the management expects to use these assets. Hence, the useful lives for these assets is different from the useful lives as prescribed under Part C of Schedule II of the Companies Act, 2013.

### f. Intangible assets

Identifiable intangible assets are recognised when the Company controls the asset, it is probable that future economic benefits attributed to the asset will flow to the Company and the cost of the asset can be reliably measured.

Intangible assets acquired separately are measured on initial recognition, at cost. Following initial recognition, the intangible assets are carried at cost less any accumulated amortisation and accumulated impairment losses, if any.

### g. Impairment of assets

The carrying amounts of assets are reviewed for impairment, whenever events or changes in circumstances indicate that the carrying amount may not be recoverable or when annual impairment testing for an asset is required. An impairment loss is recognised whenever the carrying amount of an asset or its cash-generating unit exceeds its recoverable amount. The recoverable amount of an asset is the greater of its fair value less costs to sell and value in use. To calculate value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market rates and the risks specific to the asset. For an asset that does not generate largely independent cash inflows, the recoverable amount is determined for the cash generating unit to which the asset belongs. Fair value less costs to sell is the best estimate of the amount obtainable from the sale of an asset in an arm's length transaction between knowledgeable, willing parties, less the costs of disposal. The reduction is treated as an impairment loss and is charged to the Statement of Profit and Loss. An impairment loss is only reversed to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined if no impairment loss had previously been recognised.

### h. Lease

#### Finance lease:

Finance leases, where substantially all the risks and benefits incidental to ownership of the leased item, are transferred to the Company, are capitalised at the lower of the fair value and present value of the minimum lease payments at the inception of the lease term and disclosed as leased assets. Lease payments are apportioned between finance charges and reduction of the lease liability based on the implicit rate of return. Finance charges are charged to income. Lease management fees, legal charges and other initial direct costs are capitalised.

If there is no reasonable certainty that the Company will obtain the ownership by the end of the lease term, capitalised leased assets are depreciated over the shorter of the estimated useful life of the asset or the lease term.

#### Operating lease:

Leases where the lessor effectively retains substantially all the risks and benefits of ownership of the leased term, are classified as operating leases. Operating lease payments are recognised as an expense in the Statement of Profit and Loss on a straight-line basis over the lease term.



# BTI Payments Private Limited

## Summary of significant accounting policies and other explanatory information

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### **i. Investment**

Investment, which are readily realisable and intended to be held for not more than one year from the date on which such investments are made, are classified as current investments. All other investments are classified as non-current investments. On initial recognition, all investments are measured at cost. The cost comprises purchase price and directly attributable acquisition charges such as brokerage, fees and duties. Current investments are carried in the financial statements at lower of cost and fair value determined on an individual investment basis.

Non-current investments are valued at cost. Provision is made for diminution in value to recognise a decline, if any, other than that of temporary nature.

On disposal of investment, the difference between its carrying amount and net disposal proceeds is charged or credited to the Statement of Profit and Loss.

### **j. Cash and cash equivalents**

Cash and cash equivalents comprises of cash at bank, cash at ATMs, cash on hand and cheques on hand and other short term highly liquid investments with an original maturity of three months or less that are readily convertible to a known amount of cash and are subject to an insignificant risk of changes in value.

### **k. Employee benefits**

#### **i) Short-term employee benefits**

All employee benefits falling due wholly within twelve months of rendering the services are classified as short-term employee benefits, which include benefits such as performance incentives etc. and are recognised as expenses in the period in which the employee renders the related service.

#### **ii) Gratuity**

Gratuity is a post-employment benefit and is a defined benefit plan. The liability recognised in the Balance Sheet represents the present value of the defined benefit obligation at the Balance Sheet date less the fair value of plan assets (if any), together with adjustments for unrecognised post service cost. Independent actuaries using the projected unit credit method calculate the defined benefit obligation annually.

#### **(iii) Compensated absences**

Liability in respect of leave becoming due or expected to be availed within one year from the Balance Sheet date is recognised on the basis of estimated amount required to be paid or estimated value of benefit expected to be availed by the employees. Liability in respect of earned leave becoming due or expected to be availed more than one year after the Balance Sheet date is estimated on the basis of actuarial valuation by an independent actuary using the projected unit credit method.

The Company presents the leave as a current liability in the balance sheet, to the extent it does not have an unconditional right to defer its settlement for 12 months after the reporting date. Where company has the unconditional legal and contractual right to defer the settlement for a period beyond 12 months, the same is presented as non-current liability.

### **l. Performance based unit incentive**

The Company has developed the Performance and Retention Incentive Scheme (PRI Scheme) for select employees. Performance Retention Units (PRUs) are granted at a notional value (called the Start Value) determined by committee of the Company's board of directors from time to time. The PRUs that have been granted will then vest over time as long as the concerned employee remains employed with the Company. On a specific trigger event occurrence, the Company will pay the employee a bonus equal to the increase in value of the employee's vested PRUs. At the end of the each reporting period, until the liability is settled, and at the date of settlement, increase, if any, in the notional value as determined by the committee, pertaining to the vested period is recognised immediately in Statement of Profit or Loss. For such recognition, the future vesting unit's liability is also recognised on a straight line basis.

### **m. Taxes**

Tax expense comprises of current and deferred tax. Current income tax is measured at the amount expected to be paid to the tax authorities in accordance with the Indian Income Tax Act, 1961. The tax rates and tax laws used to compute the amount are those that are enacted or substantively enacted, at reporting date. Deferred income taxes reflects the impact of current year timing differences between taxable income and accounting income for the year and reversal of timing differences of earlier years.

Deferred tax is measured based on the tax rates or the tax laws enacted or substantively enacted at the Balance Sheet date. Deferred tax assets are recognised only to the extent that there is reasonable certainty that sufficient future taxable income will be available against which such deferred tax assets can be realised. In situations where the Company has unabsorbed depreciation or carry forward tax losses, all deferred tax assets are recognised only if there is virtual certainty supported by convincing evidence that they can be realised against future taxable profits.

At each Balance Sheet date the Company re-assesses unrecognised deferred tax assets. It recognises unrecognised deferred tax assets to the extent that it has become reasonably certain or virtually certain, as the case may be that sufficient future taxable income will be available against which such deferred tax assets can be realised.

The carrying amount of deferred tax assets are reviewed at each Balance Sheet date. The Company writes-down the carrying amount of a deferred tax asset to the extent that it is no longer reasonably certain or virtually certain, as the case may be, that sufficient future taxable income will be available against which deferred tax asset can be realised. Any such write-down is reversed to the extent that it becomes reasonably certain or virtually certain, as the case may be, that sufficient future taxable income will be available.

Deferred tax assets and deferred tax liability are offset, if a legally enforceable right exists to set off current tax assets against current tax liabilities and the deferred tax assets and deferred tax liabilities relate to the same taxable entity and the same taxation authority

Minimum alternate tax ("MAT") paid in accordance with tax laws, which gives rise to future economic benefits in the form of adjustment of future income tax liability is considered as an asset if there is evidence that the Company will pay normal tax within the eligible period.





# BTI Payments Private Limited

## Summary of significant accounting policies and other explanatory information

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### n. Borrowings

Borrowing costs that are attributable to the acquisition and/or construction of qualifying assets are capitalized as part of the cost of such assets, in accordance with Accounting Standard 16 – "Borrowing Costs". A qualifying asset is one that necessarily takes a substantial period of time to get ready for its intended use. All other borrowing costs are charged to the Statement of Profit and Loss as incurred.

### o. Earnings / (loss) per share ('EPS')

The basic earnings per share is computed by dividing the net profit / loss attributable to equity shareholders for the period by the weighted average number of equity shares outstanding during the period.

The weighted average number of equity shares outstanding during the period is adjusted for events such as bonus issue, bonus element in a rights issue, share split, and reverse share split (consolidation of shares) that have changed the number of equity shares outstanding, without a corresponding change in resources.

### p. Contingent liabilities and provisions

A contingent liability is a possible obligation that arises from past events whose existence will be confirmed by the occurrence or non-occurrence of one or more uncertain future events beyond the control of the Company or a present obligation that is not recognised because it is not probable that an outflow of resources will be required to settle the obligation. A contingent liability also arises in extremely rare cases where there is a liability that cannot be recognised because it cannot be measured reliably. The Company does not recognise a contingent liability but discloses its existence in the financial statements.

Provisions for onerous contracts, i.e. contracts where the expected unavoidable costs of meeting the obligations under the contract exceed the economic benefits expected to be received under it, are recognised when it is probable that an outflow of resources embodying economic benefits will be required to settle a present obligation as a result of an obligating event, based on a reliable estimate of such obligation.



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# BTI Payments Private Limited

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## Summary of significant accounting policies and other explanatory information (Cont'd)

|   | As at<br>31 March 2016 |                     | As at<br>31 March 2015               |                                      |
|---|------------------------|---------------------|--------------------------------------|--------------------------------------|
|   | Number                 | Amount<br>₹         | Number                               | Amount<br>₹                          |
| <b>3 Share capital</b>  |                        |                     |                                      |                                      |
| <b>Authorised share capital</b>   |                        |                     |                                      |                                      |
| Equity shares of ₹ 10 each  | 10,000,000             | 100,000,000         | 7,500,000                            | 75,000,000                           |
|   | <u>10,000,000</u>      | <u>100,000,000</u>  | <u>7,500,000</u>                     | <u>75,000,000</u>                    |
| <b>Issued, subscribed and fully paid-up</b>   |                        |                     |                                      |                                      |
| Equity shares of ₹ 10 each  | 9,248,648              | 92,486,480          | 6,783,276                            | 67,832,760                           |
|   | <u>9,248,648</u>       | <u>92,486,480</u>   | <u>6,783,276</u>                     | <u>67,832,760</u>                    |
|   | <u>9,248,648</u>       | <u>92,486,480</u>   | <u>6,783,276</u>                     | <u>67,832,760</u>                    |
| <b>a) Reconciliation of share capital</b>   | <b>Number</b>          | <b>Amount<br/>₹</b> | <b>Number</b>                        | <b>Amount<br/>₹</b>                  |
| Balance at the beginning of the year  | 6,783,276              | 67,832,760          | 5,692,196                            | 56,921,960                           |
| Add : Issued during the year  | 2,465,372              | 24,653,720          | 1,091,080                            | 10,910,800                           |
| <b>Balance at the end of the year</b>   | <u>9,248,648</u>       | <u>92,486,480</u>   | <u>6,783,276</u>                     | <u>67,832,760</u>                    |
| <b>b) Shares held by Holding Company</b>  | <b>Number</b>          | <b>Amount<br/>₹</b> | <b>Number</b>                        | <b>Amount<br/>₹</b>                  |
| Equity shares of ₹ 10 each  |                        |                     |                                      |                                      |
| Banktech Group PTY Limited  | 3,462,596              | 34,625,960          | 3,462,596                            | 34,625,960                           |
| BTI PAYMENTS SINGAPORE PTE LTD<br>(100% subsidiary : Banktech Group PTY Limited)  | 1,258,480              | 12,584,800          | -                                    | -                                    |
|   | <u>4,721,076</u>       | <u>47,210,760</u>   | <u>3,462,596</u>                     | <u>34,625,960</u>                    |
| <b>c) Shareholders holding more than 5% of the shares</b>   | <b>Number</b>          | <b>Percentage</b>   | <b>Number</b>                        | <b>Percentage</b>                    |
| Equity shares of ₹ 10 each  |                        |                     |                                      |                                      |
| Banktech Group PTY Limited  | 3,462,596              | 37%                 | 3,462,596                            | 51%                                  |
| IDBI Trusteeship Services Limited   | 4,527,572              | 49%                 | 3,320,680                            | 49%                                  |
| BTI PAYMENTS SINGAPORE PTE LTD<br>(100% subsidiary : Banktech Group PTY Limited)  | 1,258,480              | 14%                 | -                                    | -                                    |
|   | <u>9,248,648</u>       | <u>100%</u>         | <u>6,783,276</u>                     | <u>100%</u>                          |
| <b>d) Aggregate number of bonus share issued and shares issued for consideration other than cash during the period of five years immediately preceding the reporting date:</b>  |                        |                     |                                      |                                      |
| There has been no issuance of bonus shares or issuance of shares for consideration other than cash or buy back of shares during the period from the date of incorporation upto 31 March 2016.   |                        |                     |                                      |                                      |
| <b>e) Rights, preferences and restrictions:</b>   |                        |                     |                                      |                                      |
| The Company has one class of equity shares having a face value of ₹ 10 per share. Each holder of the equity shares is entitled to one vote per share. The Company declares and pays dividend in Indian rupee. The dividend proposed by the Board of Directors is subject to the approval of the shareholders in the ensuing Annual General Meeting except for interim dividend. In the event of liquidation, the equity shareholders are eligible to receive the remaining assets of the Company after distribution of all preferential amounts, in proportion to their holdings. |                        |                     |                                      |                                      |
| <b>4 Reserves and surplus</b>   |                        |                     | <b>As at<br/>31 March 2016<br/>₹</b> | <b>As at<br/>31 March 2015<br/>₹</b> |
| <b>Securities premium account</b>   |                        |                     |                                      |                                      |
| Balance at the beginning of the year  |                        |                     | 1,243,147,604                        | 1,024,058,740                        |
| Add : Additions made during the year  |                        |                     | 1,200,987,027                        | 219,088,864                          |
| <b>Balance at the end of the year</b>   |                        |                     | <u>2,444,134,631</u>                 | <u>1,243,147,604</u>                 |
| <b>Deficit in the Statement of Profit and Loss</b>  |                        |                     |                                      |                                      |
| Accumulated deficit at the beginning of the year  |                        |                     | (232,233,264)                        | (66,265,109)                         |
| Add : Loss for the year   |                        |                     | (682,349,554)                        | (165,988,155)                        |
| <b>Accumulated deficit at the end of the year</b>   |                        |                     | <u>(914,582,818)</u>                 | <u>(232,233,264)</u>                 |
|   |                        |                     | <u>1,529,551,813</u>                 | <u>1,010,914,340</u>                 |



# BTI Payments Private Limited

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## Summary of significant accounting policies and other explanatory information (Cont'd)

|   | As at 31 March 2016 |                      | As at 31 March 2015 |                    |
|---|---------------------|----------------------|---------------------|--------------------|
|   | Long-term<br>₹      | Short-term<br>₹      | Long-term<br>₹      | Short-term<br>₹    |
| <b>5 Borrowings</b>                         |                     |                      |                     |                    |
| (Secured)                                   |                     |                      |                     |                    |
| Loan from banks                             |                     |                      |                     |                    |
| Term loan (refer note 5a)                   | 750,000,000         | -                    | -                   | -                  |
| Working capital loan (refer note 5b and 5c) | -                   | 2,264,207,950        | -                   | 794,961,310        |
|   | <u>750,000,000</u>  | <u>2,264,207,950</u> | <u>-</u>            | <u>794,961,310</u> |

### Details of security for each type of borrowings

(a) Term loan from bank is for a tenure of two years wherein, the lender has the right to extend the initial moratorium period of two years basis a review to be conducted by the lender at yearly intervals of 31 March 2017 and 31 March 2018 respectively or demand repayment after the expiry of the initial moratorium period. Term loan is secured by an unconditional and irrevocable corporate guarantee from the Banktech Group Pty Ltd (Corporate Guarantor). Interest rates as per annum ranges between 11.75% to 12.25%. (31 March 2015: Nil).

(b) Working capital loans from banks (Overdraft Facilities) are secured by pari-passu charge on current assets consisting of "Cash lying in ATM" and "Cash dispensed recoverable" from National Payments Corporation of India (NPCI) pertaining to White Label ATMs.

(c) The interest on the working capital facility from banks are linked to the respective bank base rates which are floating in nature. As on the balance sheet date, the interest rates per annum ranges between 10% to 11.90% (31 March 2015: 10.78% to 11.05%).

|   | As at<br>31 March 2016<br>₹ | As at<br>31 March 2015<br>₹ |
|---|-----------------------------|-----------------------------|
| <b>6 Deferred taxes</b>                                 |                             |                             |
| <b>Deferred tax liabilities</b>                         |                             |                             |
| Deferred tax liability on depreciation and amortisation | 10,625,052                  | 7,390,414                   |
|   | <u>10,625,052</u>           | <u>7,390,414</u>            |
| <b>Deferred tax assets</b>                              |                             |                             |
| Provision for bad and doubtful debts                    | 3,280,911                   | 593,732                     |
| Provision for employee benefits                         | 7,017,434                   | 5,233,473                   |
| Lease equalisation reserve                              | 7,224,455                   | 1,563,209                   |
|   | <u>17,522,800</u>           | <u>7,390,414</u>            |
| <b>Deferred tax asset/(liability)</b>                   | <u>6,897,749</u>            | <u>-</u>                    |
| <b>7 Other long term liabilities</b>                    |                             |                             |
| Lease equalisation reserve                              | 23,380,114                  | 7,681,559                   |
|   | <u>23,380,114</u>           | <u>7,681,559</u>            |

In the absence of virtual certainty that sufficient future taxable income will be available, the Company has not recognised deferred tax asset on unabsorbed depreciation and carry forward business losses as required by the explanation in Accounting Standard 22 'Accounting for taxes on income'. Deferred tax asset on unabsorbed depreciation and carry forward business losses will be recognised once the virtual certainty on future taxable income is established.

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**Summary of significant accounting policies and other explanatory information (Cont'd)**

|                              | As at 31 March 2016 |                  | As at 31 March 2015 |                  |
|------------------------------|---------------------|------------------|---------------------|------------------|
|                              | Long-term<br>₹      | Short-term<br>₹  | Long-term<br>₹      | Short-term<br>₹  |
| <b>8 Provisions</b>          |                     |                  |                     |                  |
| Employee benefits            |                     |                  |                     |                  |
| Gratuity                     | 2,941,242           | 85,109           | 2,139,878           | 48,988           |
| Compensated absences         | -                   | 2,071,127        | -                   | 1,194,738        |
| Performance incentive scheme | 44,257,822          | -                | 1,971,887           | -                |
| Retirement of fixed assets   | 10,276,802          | -                | 6,290,373           | -                |
|                              | <u>57,475,866</u>   | <u>2,156,236</u> | <u>10,402,138</u>   | <u>1,243,726</u> |

**Employee benefits**

The Company has recorded provision for gratuity and compensated absences (defined benefit plan) as per actuarial valuation carried out by an independent actuary on the Balance Sheet date. The assumptions used in the above valuation is as under:

|                                    | As at<br>31 March 2016 | As at<br>31 March 2015 |
|------------------------------------|------------------------|------------------------|
| i) Discount rate                   | 8.00%                  | 7.75%                  |
| ii) Future salary increase         | 10.00%                 | 10.00%                 |
| iii) Rate of return on plan assets | -                      | -                      |
| iv) Retirement age (years)         | 58                     | 58                     |
| v) Mortality table                 | IALM (2006-08)         | IALM (2006-08)         |
| vi) Attrition rate                 | withdrawal rate (%)    |                        |
| Upto to 30 years                   | 14.90%                 | 21.40%                 |
| From 31 to 44 years                | 17.70%                 | 7.10%                  |
| Above 44 years                     | 14.30%                 | -                      |

The Company assesses these assumptions with the projected long-term plans of growth and prevalent industry standards.

**Performance based unit incentive:**

The Company has introduced Performance and Retention Units (PRU) Scheme for selected employees. It is a mechanism to determine bonus payments for select employees. The Company grants employees with specific number of unvested and notional performance and retention units (PRUs). The PRUs will have a notional value on the start date as determined by Compensation Committee. The value of units is determined by compensation committee from time to time and the same will be final and binding on the employees. The units will vest over the period of four years from the date of grant. Total number of such units outstanding as at 31 March 2016 is 448,228 and straight-lined cost for the year accounted in the books amounts to ₹44,257,820.

| Particulars                              | As at<br>31 March 2016 | As at<br>31 March 2015 |
|--|------------------------|------------------------|
| Outstanding at the beginning of the year | 192,385                | -                      |
| Granted during the year                  | 293,825                | 192,385                |
| Forfeited during the year                | 37,982                 | -                      |
| Exercised during the year                | -                      | -                      |
| Outstanding at the end of the year       | <u>448,228</u>         | <u>192,385</u>         |
| Exercisable at the end of the year       | -                      | -                      |



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# BTI Payments Private Limited

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## Summary of significant accounting policies and other explanatory information (Cont'd)

|   | As at<br>31 March 2016<br>₹ | As at<br>31 March 2015<br>₹ |
|---|-----------------------------|-----------------------------|
| <b>9 Trade payables</b>   |                             |                             |
| Dues to micro and small enterprises (Also, refer note (a) below)  | -                           | -                           |
| Dues to others  | 15,189,615                  | 18,652,445                  |
| Accrued expenses  | 188,718,823                 | 91,885,282                  |
|   | <u>203,908,438</u>          | <u>110,537,727</u>          |
| <b>a)</b> The Company has requested its suppliers to confirm the status as to whether they are covered under the Micro, Small and Medium Enterprises Development Act, 2006. In the absence of confirmations from the suppliers, disclosures, if any, relating to unpaid amounts as at the year end together with interest paid/ payable as required under the said Act have not been given. |                             |                             |
|   | As at<br>31 March 2016<br>₹ | As at<br>31 March 2015<br>₹ |
| <b>10 Other current liabilities</b>   |                             |                             |
| Share application money received for allotment of shares and due for refund   | -                           | 1,902,017                   |
| Book overdrafts   | 81,028,231                  | 15,222,986                  |
| Security deposit from vendors   | 8,830,000                   | 4,094,026                   |
| Dues to employees   | 17,695,746                  | 11,581,314                  |
| Unclaimed overages  | 9,722,500                   | -                           |
| Accrued expenses  | 8,614,457                   | 3,058,786                   |
| Retention money   | 4,707,165                   | -                           |
| Accrued capital creditors   | 90,063,126                  | 180,980,111                 |
| Statutory dues payable  | 11,428,101                  | 7,987,825                   |
| Unearned revenue  | 120,996                     | -                           |
|   | <u>232,210,322</u>          | <u>224,837,065</u>          |



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# BTI Payments Private Limited

## Summary of significant accounting policies and other explanatory information (Cont'd)

### 11 Tangible assets

| Gross block                     | Automated Teller Machine (ATM) | POS terminals | Plant and equipment | Electrical equipment | Motor vehicles | Computer hardware | Furniture and fixtures | Leasehold improvements* | Office equipment | Total         |
|---------------------------------|--------------------------------|---------------|---------------------|----------------------|----------------|-------------------|------------------------|-------------------------|------------------|---------------|
|                                 | ₹                              | ₹             | ₹                   | ₹                    | ₹              | ₹                 | ₹                      | ₹                       | ₹                | ₹             |
| Balance as at 01 April 2014     | 13,993,201                     | 67,394,510    | 4,524,229           | 2,269,926            | 2,345,358      | 6,851,824         | 216,455                | 14,139,496              | 1,459,004        | 113,294,013   |
| Additions                       | 331,691,560                    | 40,846,723    | 132,903,580         | -                    | -              | 2,496,205         | -                      | 151,356,910             | 24,000           | 699,318,878   |
| Disposals                       | -                              | -             | -                   | -                    | -              | -                 | -                      | (1,427,212)             | -                | (1,427,212)   |
| Balance as at 31 March 2015     | 345,684,761                    | 108,241,233   | 137,527,809         | 2,269,926            | 2,345,358      | 9,348,029         | 216,455                | 164,069,194             | 1,483,004        | 771,185,779   |
| Additions                       | 535,543,811                    | 8,104,919     | 294,194,414         | -                    | -              | 3,198,197         | 182,430                | 298,267,806             | 874,776          | 1,140,366,353 |
| Disposals                       | (1,470,754)                    | (335,018)     | (132,692)           | (1,281,134)          | (214,001)      | (2,160)           | -                      | (8,360,715)             | (24,000)         | (11,820,474)  |
| Balance as at 31 March 2016     | 879,757,818                    | 115,011,134   | 431,589,531         | 988,792              | 2,131,357      | 12,544,066        | 398,895                | 453,976,285             | 2,333,780        | 1,899,731,658 |
| <b>Accumulated depreciation</b> |                                |               |                     |                      |                |                   |                        |                         |                  |               |
| Balance as at 01 April 2014     | 2,841,609                      | 22,066,465    | 813,910             | 101,442              | 1,265,763      | 1,646,460         | 62,323                 | 1,279,795               | 179,639          | 30,247,406    |
| Depreciation charge             | 12,712,597                     | 14,404,647    | 9,555,436           | 234,629              | 425,272        | 2,053,363         | 26,378                 | 15,324,899              | 650,668          | 55,387,899    |
| Reversal on disposal of assets  | -                              | -             | -                   | -                    | -              | -                 | -                      | (187,966)               | -                | (187,966)     |
| Balance as at 31 March 2015     | 15,554,206                     | 36,471,112    | 10,369,346          | 336,071              | 1,681,035      | 3,699,823         | 88,701                 | 16,417,128              | 830,307          | 85,447,729    |
| Depreciation charge             | 61,229,977                     | 16,880,179    | 56,605,572          | 233,163              | 422,708        | 2,399,437         | 46,822                 | 69,367,391              | 338,661          | 207,504,010   |
| Reversal on disposal of assets  | (91,924)                       | (188,731)     | (48,521)            | (272,688)            | (196,745)      | (2,052)           | -                      | (2,363,824)             | (5,002)          | (3,147,467)   |
| Balance as at 31 March 2016     | 75,692,259                     | 53,164,560    | 65,926,397          | 296,546              | 1,905,998      | 6,097,208         | 135,623                | 83,420,695              | 1,163,966        | 289,004,262   |
| <b>Net block</b>                |                                |               |                     |                      |                |                   |                        |                         |                  |               |
| Balance as at 31 March 2015     | 330,130,555                    | 71,770,121    | 127,158,463         | 1,933,855            | 664,323        | 5,648,206         | 127,764                | 147,652,066             | 652,697          | 685,738,050   |
| Balance as at 31 March 2016     | 803,065,559                    | 62,846,574    | 364,663,134         | 692,246              | 224,359        | 6,446,858         | 263,272                | 370,555,590             | 1,169,814        | 1,609,927,466 |

\* Includes provision for retirement of fixed assets (refer note B) ₹ 10,276,802 (31 March 2015: ₹ 6,290,373).



# BTI Payments Private Limited

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## Summary of significant accounting policies and other explanatory information (Cont'd)

### 12 Intangible assets

| Gross block                        | Computer software | Copyrights    | Total             |
|------------------------------------|-------------------|---------------|-------------------|
|                                    | ₹                 | ₹             | ₹                 |
| Balance as at 01 April 2014        | 7,673,798         | -             | 7,673,798         |
| Additions                          | 660,425           | 17,500        | 677,925           |
| Disposals                          | -                 | -             | -                 |
| <b>Balance as at 31 March 2015</b> | <b>8,334,223</b>  | <b>17,500</b> | <b>8,351,723</b>  |
| Additions                          | 7,153,007         | -             | 7,153,007         |
| Disposals                          | -                 | -             | -                 |
| <b>Balance as at 31 March 2016</b> | <b>15,487,230</b> | <b>17,500</b> | <b>15,504,730</b> |
| <b>Accumulated amortisation</b>    |                   |               |                   |
| Balance as at 01 April 2014        | 2,556,045         | -             | 2,556,045         |
| Amortisation charge                | 1,357,322         | 1,750         | 1,359,072         |
| <b>Balance as at 31 March 2015</b> | <b>3,913,367</b>  | <b>1,750</b>  | <b>3,915,117</b>  |
| Amortisation charge                | 2,166,752         | 1,750         | 2,168,502         |
| <b>Balance as at 31 March 2016</b> | <b>6,080,119</b>  | <b>3,500</b>  | <b>6,083,619</b>  |
| <b>Net block</b>                   |                   |               |                   |
| Balance as at 31 March 2015        | 4,420,856         | 15,750        | 4,436,606         |
| <b>Balance as at 31 March 2016</b> | <b>9,407,111</b>  | <b>14,000</b> | <b>9,421,111</b>  |

### 13 Loans and advances

(Unsecured, considered good)

|                              | As at 31 March 2016 |                   | As at 31 March 2015 |                   |
|------------------------------|---------------------|-------------------|---------------------|-------------------|
|                              | Long-term<br>₹      | Short-term<br>₹   | Long-term<br>₹      | Short-term<br>₹   |
| Security deposits            | 39,329,362          | -                 | 17,031,785          | -                 |
| Capital advances             | 2,021,253           | -                 | 3,012,630           | -                 |
| Advance income tax           | 28,550,787          | -                 | 42,655,541          | -                 |
| Advance to suppliers         | -                   | 10,205,017        | -                   | -                 |
| Employee advances            | -                   | 1,093,481         | -                   | 633,001           |
| Prepaid expenses             | -                   | 8,043,655         | -                   | 6,906,927         |
| Duties and taxes recoverable | -                   | 66,777,205        | -                   | 34,385,791        |
| Other advances               | -                   | 500,000           | -                   | 500,000           |
|                              | <b>69,901,402</b>   | <b>85,619,358</b> | <b>62,699,956</b>   | <b>42,405,719</b> |



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## Summary of significant accounting policies and other explanatory information (Cont'd)

|  | As at<br>31 March 2016<br>₹ | As at<br>31 March 2015<br>₹ |
|--|-----------------------------|-----------------------------|
| <b>14 Other non-current assets</b>   |                             |                             |
| Margin money deposits (refer note 17)  | 252,709,561                 | 94,450,677                  |
|  | <u>252,709,561</u>          | <u>94,450,677</u>           |
| *Deposits are held as lien with the banks, in order to obtain working capital loans.   |                             |                             |
| <b>15 Current investments</b>  |                             |                             |
| Investments in mutual funds - Quoted   |                             |                             |
| JP Morgan Mutual Fund  | -                           | 11,304,826                  |
|  | <u>-</u>                    | <u>11,304,826</u>           |
| Aggregate amount of<br>Market value of quoted investments  | -                           | 12,072,945                  |
| <b>16 Trade receivables</b><br>(Unsecured)   |                             |                             |
| Outstanding for a period exceeding six months from the date they are due for payment   |                             |                             |
| Unsecured considered good  | -                           | -                           |
| Considered doubtful  | 10,617,838                  | 1,921,464                   |
|  | <u>10,617,838</u>           | <u>1,921,464</u>            |
| Less : Provision for doubtful receivables  | (10,617,838)                | (1,921,464)                 |
|  | <u>-</u>                    | <u>-</u>                    |
| (Unsecured)<br>Other debts   |                             |                             |
| Considered good  | 54,459,248                  | 41,753,251                  |
|  | <u>54,459,248</u>           | <u>41,753,251</u>           |
|  | <u>54,459,248</u>           | <u>41,753,251</u>           |
| <b>17 Cash and bank balances</b>   |                             |                             |
| Cash and cash equivalents  |                             |                             |
| Balances with banks  |                             |                             |
| - in current accounts  | 12,649,431                  | 8,702,270                   |
| - in margin money deposit account (with original maturity upto 3 months)   | 112,333,884                 | 17,250,000                  |
| Cash at ATM (Refer note below)   | 2,497,020,300               | 1,110,868,090               |
|  | <u>2,622,003,615</u>        | <u>1,134,820,360</u>        |
| Other bank balances  |                             |                             |
| In Margin money deposit accounts (maturity more than 3 months but less than 12 months)   | 119,975,677                 | 46,500,000                  |
| Margin money deposits with original maturity for more than 12 months   | 20,400,000                  | 30,700,677                  |
|  | <u>140,375,677</u>          | <u>77,200,677</u>           |
| -Less: Margin money deposits disclosed under non-current assets (refer note 14)  | (252,709,561)               | (94,450,677)                |
|  | <u>-</u>                    | <u>-</u>                    |
|  | <u>2,509,669,731</u>        | <u>1,117,570,360</u>        |
| Note:  |                             |                             |
| a) Cash at ATM is hypothecated against the working capital loan availed from banks to the extent of working capital loans drawn (Also refer note 5(b)) |                             |                             |
| <b>18 Other current assets</b>   |                             |                             |
| Interest accrued but not due on bank deposits  | 9,867,524                   | 2,203,239                   |
| Cash dispensed recoverable   | 530,383,415                 | 149,303,087                 |
| Insurance Claim Receivable   | 8,997,375                   | -                           |
| Unbilled Revenue   | 3,702,123                   | 566,303                     |
|  | <u>552,950,437</u>          | <u>162,072,609</u>          |





**BTI Payments Private Limited**

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**Summary of significant accounting policies and other explanatory information (Cont'd)**

|   | Year ended<br>31 March 2016<br>₹ | Year ended<br>31 March 2015<br>₹ |
|---|----------------------------------|----------------------------------|
| <b>19 Revenue from operations</b>                 |                                  |                                  |
| Sale of services                                  |                                  |                                  |
| ATM managed services                              | 190,652,072                      | 170,620,405                      |
| POS - Technical services                          | 66,333,910                       | 52,521,931                       |
| White Label ATM                                   | 617,833,369                      | 97,743,163                       |
|   | <u>874,819,351</u>               | <u>320,885,498</u>               |
| <b>20 Other income</b>                            |                                  |                                  |
| Interest income                                   | 21,362,178                       | 2,921,762                        |
| Net gain on sale of current investments           | 8,185,038                        | 115,379,899                      |
| Miscellaneous income                              | 97,043                           | 1,000                            |
|   | <u>29,644,259</u>                | <u>118,302,661</u>               |
| <b>21 Cost of services</b>                        |                                  |                                  |
| ATM running cost                                  | 84,673,634                       | 29,623,194                       |
| Security and housekeeping expenses                | 81,849,614                       | 71,448,776                       |
| Switching and connectivity expenses               | 45,178,820                       | 47,151,361                       |
| Cash delivery and loading expenses                | 314,330,198                      | 89,845,048                       |
| Sponsor bank charges                              | 18,647,868                       | 15,213,562                       |
| Power and fuel                                    | 57,988,137                       | 21,172,246                       |
| Rent  | 136,126,152                      | 44,004,959                       |
|   | <u>738,794,423</u>               | <u>318,459,144</u>               |
| <b>22 Employee benefits expense</b>               |                                  |                                  |
| Salaries, wages and bonus                         | 213,309,651                      | 97,517,281                       |
| Gratuity expenses                                 | 1,258,805                        | 652,833                          |
| Contribution to provident and other funds         | 7,059,650                        | 4,047,836                        |
| Staff welfare expenses                            | 8,349,190                        | 6,511,216                        |
|   | <u>229,977,296</u>               | <u>108,729,146</u>               |
| <b>23 Finance costs</b>                           |                                  |                                  |
| Interest expense                                  | 188,775,515                      | 5,658,870                        |
|   | <u>188,775,515</u>               | <u>5,658,870</u>                 |
| <b>24 Depreciation and amortisation expense</b>   |                                  |                                  |
| Depreciation of tangible assets (refer note 11)   | 207,504,010                      | 55,387,889                       |
| Amortisation of intangible assets (refer note 12) | 2,168,502                        | 1,359,072                        |
|   | <u>209,672,512</u>               | <u>56,746,961</u>                |



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# BTI Payments Private Limited

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## Summary of significant accounting policies and other explanatory information (Cont'd)

|  | Year ended<br>31 March 2016<br>₹ | Year ended<br>31 March 2015<br>₹ |
|--|----------------------------------|----------------------------------|
| <b>25 Other expenses</b>                               |                                  |                                  |
| Repairs and maintenance                                |                                  |                                  |
| - Plant and equipment                                  | 45,101,904                       | 8,233,214                        |
| - Others   | 1,114,260                        | 1,223,079                        |
| Insurance  | 3,991,325                        | 1,386,331                        |
| Rent   | 7,782,892                        | 4,765,638                        |
| Rates and taxes  | 5,352,690                        | 1,410,346                        |
| Payments to auditors (Also, refer note 29)             | 1,500,000                        | 600,000                          |
| Travelling and conveyance                              | 25,236,513                       | 14,460,712                       |
| Advertisement and marketing expenses                   | 76,949,957                       | 24,151,973                       |
| Legal and professional                                 | 12,790,038                       | 16,822,090                       |
| Fixed assets written off                               | 7,872,664                        | 1,239,646                        |
| Provision for doubtful receivables                     | 8,696,374                        | 797,293                          |
| Advances written off                                   | -                                | 3,012,629                        |
| Telephone expense                                      | 4,567,947                        | 2,156,915                        |
| Computer software maintenance                          | 2,658,123                        | 1,551,439                        |
| Newspapers, magazines & periodicals                    | 3,677                            | 295,172                          |
| Printing and stationary                                | 800,996                          | 592,475                          |
| Subscriptions and membership expenses                  | 70,198                           | 653,540                          |
| Courier expenses                                       | 2,274,140                        | 1,133,293                        |
| Provision for retirement of fixed assets               | 3,986,429                        | 1,501,727                        |
| Bank charges   | 6,058,005                        | 2,199,999                        |
| Penalties  | 10,000                           | -                                |
| Relocation & deployment expense                        | 9,428,483                        | -                                |
| Miscellaneous expenses                                 | 244,551                          | 1,342,368                        |
|  | <b>226,491,166</b>               | <b>89,529,879</b>                |
| <b>26 Loss per equity share</b>                        |                                  |                                  |
| Loss after tax attributable to the equity shareholders | (682,349,554)                    | (165,968,155)                    |
| Weighted average number of equity shares               | 7,107,977                        | 6,636,802                        |
| Loss per share:  |                                  |                                  |
| - Basic  | (96.00)                          | (25.01)                          |
| Nominal value per share (In ₹)                         | 10                               | 10                               |

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**Summary of significant accounting policies and other explanatory information (Cont'd)**

**27 Related parties**

**Names of related parties**

**i) Controlling entity**

**Name of the party**

Banktech Group PTY Limited

**Nature of relationship**

Holding Company

**ii) Other related parties**

**Name of the party**

BTI PAYMENTS SINGAPORE PTE LTD

Eftex Pty Ltd

IDBI Trusteeship Services Limited

**Nature of relationship**

Fellow subsidiary

Fellow subsidiary

Shareholder

**ii) Other related parties**

**Name of the party**

K Srinivas

**Nature of relationship**

Chief Executive Officer and Managing Director

**Year ended  
31 March 2016**

**Year ended  
31 March 2015**

₹

₹

**a) Transactions with related parties**

**Refund of share application money received**

Banktech Group PTY Limited

1,902,017

6,288,225

**Fees for technical services**

Eftex Pty Ltd

15,713,250

27,475,550

**Corporate guarantee commission**

Banktech Group PTY Limited

2,224,725

-

**Remuneration to KMP**

K Srinivas

18,407,205

15,500,000

**b) Balances with related parties**

**Share application money received for allotment of shares and due for refund**

Banktech Group PTY Limited

-

1,902,017

**Accrued expenses**

Eftex Pty Ltd

833,100

27,475,550

Banktech Group Pty Limited

2,224,725

-

**Remuneration to KMP**

K Srinivas

1,840,721

1,537,500



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**BTI Payments Private Limited**

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**Summary of significant accounting policies and other explanatory information (Cont'd)**

|                                  | Year ended<br>31 March 2016<br>₹ | Year ended<br>31 March 2015<br>₹ |
|----------------------------------|----------------------------------|----------------------------------|
| <b>28 Payments to auditors *</b> |                                  |                                  |
| Statutory audit                  | 1,500,000                        | 600,000                          |
|                                  | <u>1,500,000</u>                 | <u>600,000</u>                   |

\* Excluding service tax

**29 Other commitments**

|                 |            |            |
|-----------------|------------|------------|
| Bank guarantees | 22,400,677 | 22,100,677 |
|-----------------|------------|------------|

**30 Operating lease**

The Company has executed operating lease agreements with cancellable term for its office premises and ATM locations. The cancellable leases are generally for a period ranging from 1 to 5 years and may be extended on mutual agreement. The leases carry an escalation clause ranging from 5% to 15% increase in annual rents.

The lease expense for cancellable operating leases during the year ended 31 March 2016 was ₹ 143,909,044 (31 March 2015: ₹ 48,770,598).

**31 Additional disclosures**

Additional information as required under Schedule III to the Act to the extent either "nil" or "not applicable" has not been furnished.

**32 Prior period comparatives**

Prior year amounts have been regrouped / reclassified wherever necessary, to conform to the presentation in the current year.

*Walker Chandlok & Co LLP*

For **Walker Chandlok & Co LLP**  
(formerly Walker, Chandlok & Co)  
Chartered Accountants

*Vijay V Singh*

per **Vijay Vikram Singh**  
Partner

Bengaluru  
26 July 2016



For and on behalf of the Board of Directors of BTI  
Payments Private Limited

*K Srinivas*

**K Srinivas**  
Managing Director  
DIN: 03533535

*David Scott Glen*

**David Scott Glen**  
Director  
DIN: 02073456

*Sanjay Bajaj*

**Sanjay Bajaj**  
Company Secretary and Chief Commercial Officer

Bengaluru  
26 July 2016

