

#### **4. MANAGEMENT DISCUSSIONS & ANALYSIS (MDA)**

##### **Financial Review**

The operating income during the financial year ended 31st March, 2019 stood at Rs. 85,72,895/- as against the total operating income of Rs. 1,06,17,072/- in the previous financial year ended 31st March, 2018. During the Year the Company has earned a net profit of 46,49,667/- as compared to the net profit of Rs. 72,12,633/- in the previous year.

##### **Industry Overview for the Company**

Agriculture is the most important sector of Indian Economy and continues to be one of biggest employers. The Gross Value Add (GVA) for agriculture sector was INR 17.67 trillion (USD 274 billion) in 2018, over a production base of 285 Million tons. The sector is likely to grow at an approximate rate of 2% on a year on year basis. Also India is among the 15 leading exporters of agricultural products in the world. Agricultural exports from India reached US\$ 38.21 billion in FY18 and US\$ 38.54 billion in FY19. India was the ninth largest exporter of agricultural products in 2017.

The Agriculture Export Policy, 2018 was approved by Government of India in December 2018. The new policy aims to increase India's agricultural exports to US\$ 60 billion by 2022. Also the Government of India has introduced several projects to assist the agriculture sector like Pradhanmantri Gram Sinchai Yojana, Paramparagat Krishi Vikas Yojana and many more.

##### **Opportunities and Outlook**

India has made impressive strides on the agricultural front during the last three decades. Much of the credit for this success should go to the several million small farming families that form the backbone of Indian agriculture and economy. India has high population pressure on land and other resources to meet its food and development needs. The agriculture sector recorded satisfactory growth due to improved technology, irrigation, inputs and pricing policies.

Vast uncommon opportunities to harness agricultural potential still remain, which can be tapped to achieve future targets. There are serious gaps both in yield potential and technology transfer as the national average yields of most of the commodities are low, which if addressed properly could be harnessed.

The public investment in agriculture has been declining and is one of the main reasons behind the declining productivity and low capital formation in the agriculture sector. With the burden on productivity - driven growth in the future, this worrisome trend must be reversed. Private investment in agriculture has also been slow and must be stimulated through appropriate policies.

The Company is ensuring a wide product portfolio, extensive geographical reach and improved internal processes and supply chains to leverage the growing opportunity landscape.

##### **Threat, Risks & Concern**

In recent years, indebtedness, crop failures, non-remunerative prices and poor returns have led to agrarian distress in many parts of the country. The government has come up with various mechanisms to address these issues: insurance, direct transfers and loan waivers, among them. However, these mechanisms are ad hoc, poorly implemented and hobbled by political dissension.



As for profitability of crops, 2018 saw a decline, while things have improved in the 2019 rabi season. But there have been concerns of late around consumption demand.

Pointing out that declining productivity, diminishing and degrading natural resources, rapidly growing demand for food, stagnating farm incomes, fragmented land holdings and unprecedented climate change were some of the major challenges confronting Indian agriculture, he said traditional farming would not be beneficial and the farmer needs to diversify into allied activities to ensure sustained income.

### **Adequacy of Internal Control**

The Company has a well laid out internal control system. The internal control system is so designed to ensure that there is adequate safeguard, maintenance and usage of assets of the Company.

### **Human Resources**

The Company currently has a strong team of more than 10 employees with experience in stock broking and finance and we would like to thank each and every member of the company for their role and continuous contribution towards the Company's performance.

#### **5. CHANGE IN REGISTERED OFFICE WITHIN STATE:**

During the year Registered Office of the Company be shifted from “**Lower Ground Floor, Plot No. 38, Okhla Phase 3, New Delhi-110020**” to “**A-33, G/F, F.I.E.E. Okhla Industrial Estate, Phase II New Delhi-110048**” with effect from 14.11.2018.

#### **6. DETAILS OF SUBSIDIARIES JOINT VENTURE OR ASSOCIATES**

The Company has no Subsidiaries, Joint Venture or Associates.

#### **7. DEPOSITS**

During the financial year 2018-19, your Company has not accepted any deposit within the meaning of Sections 73 and 74 the Companies Act, 2013 read together with the Companies (Acceptance of Deposits) Rules, 2014.

#### **8. AUDIT COMMITTEE:**

The Audit Committee comprises of Mr. Sachin Rastogi Director of the Company, Mr. Gopal Krishan Sharma & Mr. Prashant Rastogi Independent Directors of the Company. All the recommendations made by the Audit Committee were accepted by the Board. The Committee duly met five times during the year and was attended by all the Committee Members. The details of Audit Committee have been outlined in the Corporate Governance Report which forms part of this Report.

#### **9. NOMINATION & REMUNERATION POLICY AND PARTICULARS OF EMPLOYEES**

The Nomination and remuneration Committee comprises of, Mr. Sachin Rastogi Director of the Company, Mr. Gopal Krishan Sharma & Mr. Prashant Rastogi Independent Directors of the Company. The Committee duly met two times during the year and was attended by all the Committee Members. The salient features covered in the Remuneration Policy have been outlined in the Corporate Governance Report which forms part of this Report.