

# VALUATION REPORT

on

Fair Value of Equity Shares

**G. D. Trading & Agencies Ltd**

**CA Jay Shah**

Chartered Accountants, Registered Valuer – SFA

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## Valuation Analysis

We refer to our Engagement Letter dated 15<sup>th</sup> April, 2024 as independent valuers of **G. D. Trading & Agencies Ltd** (the “Company”). In the following paragraphs, we have summarized our valuation Analysis (the “Analysis”) of the business of the Company as informed by the management and detailed herein, together with the description of the methodologies used and limitation on our scope of work.

### 1 Context and Purpose

Based on discussion with the management, we understand that the Company’s promoters are evaluating the possibility of **Fair Value of Equity under the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018 (“SEBI ICDR, 2018”)**. In the context of these proposed transactions, the management requires our assistance in determining the **fair value of Equity** of the Company.

#### **Proposed Transaction:**

During the Financial Year 2024-25, Company is evaluating the possibility of issuing further securities to prospective investors. In this context, the management of **G. D. Trading & Agencies Ltd** (the “Management”) has requested us to estimate the fair value of the Equity Shares. - “Proposed Transaction”.

### 2 Conditions and major assumptions

#### **Conditions**

The historical financial information about the Company presented in this report is included solely for the purpose to arrive at value conclusion presented in this report and it should not be used by anyone to obtain credit or for any other unintended purpose. Because of the limited purpose as mentioned in the report, it may be incomplete and may contain departures from generally accepted accounting principles prevailing in the country. We have not audited, reviewed or compiled the financial statements and express no assurance on them.

Readers of this report should be aware that a business valuation is based on future earnings potential that may or may not be materialised. Any financial projection e.g. projected balance sheet, projected profit & loss account, projected cash flow statements as presented in

this report are included solely to assist in the development of the value conclusion. The actual results may vary from the projections given, and the variations may be material, which may change the overall value.

This report is only to be used in its entirety, and for the purpose stated in the report. No third parties should rely on the information or data contained in this report without the advice of their lawyer, attorney or accountant.

We acknowledge that we have no present or contemplated financial interest in the Company. Our fees for this valuation are based upon our normal billing rates, and not contingent upon the results or the value of the business or in any other manner. We have no responsibility to modify this report for events and circumstances occurring subsequent to the date of this report.

We have, however, used conceptually sound and generally accepted methods, principles and procedures of valuation in determining the value estimate included in this report. The valuation analyst, by reason of performing this valuation and preparing this report, is not to require to give expert testimony nor to be in attendance in court or at any government hearing with reference to the matters contained herein, unless prior arrangements have been made with the analyst regarding such additional engagement.

### **Assumptions**

The opinion of value given in this report is based on information provided by the management of the Company and other sources as listed in the report. This information is assumed to be accurate and complete.

We have relied upon the representations contained in the public and other documents in our possession and any other assets or liabilities except as specifically stated to the contrary in this report.

We have not attempted to confirm whether or not all assets of the business are free and clear of liens and encumbrances, or that the owner has good title to all the assets.

We have also assumed that the business will be operated prudently and that there are no unforeseen adverse changes in the economic conditions affecting the business, the market, or the industry. This report presumes that the management of the Company will maintain the character and integrity of the Company.

We have been informed by the management that there are no significant lawsuits or any other undisclosed contingent liabilities which may potentially affect the business, except as may be disclosed elsewhere in this report. We have assumed that no costs or expenses will be incurred in connection with such liabilities, except as explicitly stated in this report.

### 3 Background of the Company

**G. D. Trading & Agencies Ltd** incorporated in the Year 1980 and is engaged in business as agents, brokers, factors, commission agents, buying and selling agents, distributors, indenting agents, sub-agents, estate agents and to act as manufacturers' representatives. They, also buy, purchase, sell, lease, take on lease, exchange or otherwise acquire lands, buildings.

**Further data of the company as on valuation report date is as under:**

<b>CIN</b>	<b>L51900MH1980PLC022672</b>
<b>Company / LLP Name</b>	<b>G. D. Trading &amp; Agencies Ltd</b>
<b>ROC Code</b>	<b>RoC-Mumbai</b>
<b>Registration Number</b>	<b>022672</b>
<b>Company Category</b>	<b>Company limited by Shares</b>
<b>Company Subcategory</b>	<b>Non-govt company</b>
<b>Class of Company</b>	<b>Public</b>
<b>Authorised Capital (Rs)</b>	<b>75,00,000</b>
<b>Paid up Capital (Rs)</b>	<b>60,00,000</b>
<b>Number of Members (Applicable in case of company without Share Capital)</b>	<b>0</b>
<b>Date of Incorporation</b>	<b>28/05/1980</b>
<b>Registered Address</b>	<b>129 – B, Ansa Industrial Estate, Saki Vihar Road, Saki Naka, Andheri (E), Mumbai – 400 072</b>
<b>Email Id</b>	<b>gdtal2000@gmail.com</b>
<b>Whether listed or not</b>	<b>Listed</b>
<b>Date of last AGM</b>	<b>30/09/2023</b>
<b>Date of Balance Sheet (Audited)</b>	<b>31/03/2023</b>
<b>Company Status (for e-filing)</b>	<b>Active</b>

#### Directors and Key Managerial Persons

<b>DIN/PAN</b>	<b>Name</b>	<b>Begin date</b>	<b>Designation</b>
<b>00206671</b>	<b>Ramesh Chandra Mishra</b>	<b>31/01/2024</b>	<b>Additional director</b>
<b>05336563</b>	<b>Avinash Ramshiromani Tiwari</b>	<b>31/01/2024</b>	<b>Additional director</b>
<b>03198502</b>	<b>Nitin Arvind Oza</b>	<b>31/01/2024</b>	<b>Additional director</b>
<b>08536750</b>	<b>Sanghamitra Sarangi</b>	<b>31/01/2024</b>	<b>Additional director</b>
<b>08544413</b>	<b>Sejal Dattaram Yerapale</b>	<b>03/09/2022</b>	<b>Director</b>
<b>CQGPP8228K</b>	<b>Asha Pal</b>	<b>20/02/2020</b>	<b>Company Secretary</b>

### 4 Valuation Premise

The premise of value for our analyses is going concern value as there is neither a planned or contemplated discontinuance of any line of business nor any liquidation of the Company.

## 5 Valuation Date

The Analysis of the Fair Value of Equity of the **G. D. Trading & Agencies Ltd** of the Company as on **31<sup>st</sup> December, 2023**.

## 6 Valuation Standards

The Report has been prepared in compliance with the internationally accepted valuation standards and valuation standard adopted by PVAI Registered Valuers Organisation.

## 7 Valuation Methodology and Approach

The standard of value used in the Analysis is "Fair Value", which is often defined as the price, in terms of cash or equivalent, that a buyer could reasonably be expected to pay, and a seller could reasonably be expected to accept, if the business were exposed for sale on the open market for a reasonable period of time, with both buyer and seller being in possession of the pertinent facts and neither being under any compulsion to act.

Valuation of a business is not an exact science and ultimately depends upon what it is worth to a serious investor or buyer who may be prepared to pay a substantial goodwill. This exercise may be carried out using various methodologies, the relative emphasis of each often varying with:

- whether the entity is listed on a stock exchange
- industry to which the Company belongs
- past track record of the business and the ease with which the growth rate in cash flows to perpetuity can be estimated
- Extent to which industry and comparable Company information is available.

The results of this exercise could vary significantly depending upon the basis used, the specific circumstances and professional judgment of the valuer. In respect of going concerns, certain valuation techniques have evolved over time and are commonly in vogue. These can be broadly categorised as follows:

### 1. Asset Approach

Net Asset Value Method ("NAV")

The value arrived at under this approach is based on the audited financial statements of the business and may be defined as Shareholders' Funds or Net Assets owned by the business. The balance sheet values are adjusted for any contingent liabilities that are likely to materialise.

The Net Asset Value is generally used as the minimum break-up value for the transaction since this methodology ignores the future return the assets can produce and is calculated using historical accounting data that does not reflect how much the business is worth to someone who may buy it as a going concern.

## 2. Market Approach

### **Comparable Company Market Multiple Method**

Under this methodology, market multiples of comparable listed companies are computed and applied to the business being valued in order to arrive at a multiple based valuation. The difficulty here in the selection of a comparable company since it is rare to find two or more companies with the same product portfolio, size, capital structure, business strategy, profitability and accounting practices.

Whereas no publicly traded company provides an identical match to the operations of a given company, important information can be drawn from the way comparable enterprises are valued by public markets. In case of early stage company and different business model the problem aggravates further.

### **Comparable Transactions Multiple Method**

This approach is somewhat similar to the market multiples approach except that the sales and EBITDA multiples of reported transactions in the same industry in the recent past are applied to the sales and EBITDA of the business being valued.

### 3. Income Approach

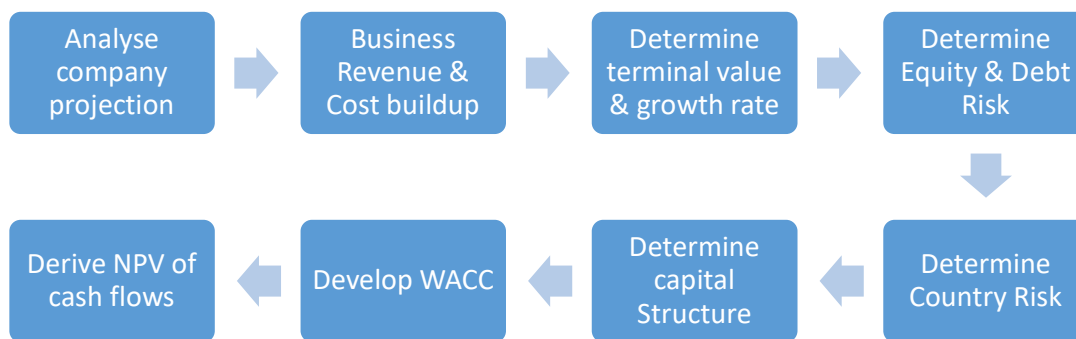
#### Discounted Cash Flows - "DCF"

DCF uses the future free cash flows of the company discounted by the firm's weighted average cost of capital (the average cost of all the capital used in the business, including debt and equity), plus a risk factor measured by beta, to arrive at the present value.

Beta is an adjustment that uses historic stock market data to measure the sensitivity of the Company's cash flow to market indices, for example, through business cycles.

The DCF method is a strong valuation tool, as it concentrates on cash generation potential of a business. This valuation method is based on the capability of a company to generate cash flows in the future. The free cash flows are projected for a certain number of years and then discounted at a discount rate that reflects a Company's cost of capital and the risk associated with the cash flows it generates. DCF analysis is based mainly on the following elements:

- Projection of financial statements (key value driving factors)
- The cost of capital to discount the projected cash flows



#### Valuation Methodology

The application of any particular method of valuation depends on the purpose for which the valuation is done. Although different values may exist for different purposes, it cannot be too strongly emphasized that a valuer can only arrive at one value for one purpose.

#### Provision of Regulation for requirement of Valuation:

#### SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2018, AS AMENDED

#### PART IV: PRICING

#### Pricing of infrequently traded shares

*Regulation 165: Where the shares of an issuer are not frequently traded, the price determined by the issuer shall take into account the valuation parameters including book value, comparable trading multiples, and such other parameters as are customary for valuation of shares of such companies: Provided that the issuer shall submit a certificate stating that the issuer is in compliance of this*



*regulation, obtained from an independent registered valuer to the stock exchange where the equity shares of the issuer are listed.*

In the instant case, the quoted equity shares of the Company are not frequently traded on Bombay Stock Exchange, pricing according to regulation 164 has not been determined.

Company does not have any peers listed on any of the exchanges which are commensurate with the size and nature of company, accordingly Comparable Company Multiple method is not considered for valuation. Further, there are no comparable transaction of any other Company which can be relied upon for determination of fair value of shares for the proposed transaction. However, the Company has issued shares under open offer in November 2023 at fair value of Rs. 12/- per share.

DCF method is dependant upon past/expected normalised cash free flows to the Company and/or equity (FCFF/FCFE). Under various methods, the projected cashflows are used with statistical techniques. Discount factors reflect the time value of money, risk involved etc. But as there is no major flow in the Target Company and hence the profit generated is only sufficient to cater the needs of operational expense and not to support the Company in expansion and growth in the near future. Accordingly, this method has not been considered.

Considering this, we have determined the Fair Value of Equity Shares as per Net Asset Value Method (NAV) considering this method to be the most appropriate method in the present case and assigned 100% weightage to NAV method.

Our choice of methodology and valuation has been arrived using usual and conventional methodologies adopted for purposes of a similar nature and our reasonable judgment, in an independent and bona fide manner based on our previous experience of assignments of similar nature.

Refer **Annexure 1** for working

## 8 Source of Information

The Analysis is based on a review of the business plan of the Company provided by the Management and information relating to sector as available in the public domain. Specifically, the sources of information include:

- Discussions with the Management / representative of the Company;
- All Company specific information were sourced from the management of the Company, either in the written hard copy or digital form;
- Other information / data available in public domain.

In addition to the above, we have also obtained such other information and explanations from the Company as were considered relevant for the purpose of the valuation. It may be

mentioned that the Management has been provided the opportunity to review our draft report as part of our standard practice to make sure that factual inaccuracies are avoided in our final report.

## 9 Caveats

Provision of valuation recommendations and considerations of the issues described herein are areas of our regular corporate advisory practice. The services do not represent accounting, assurance, financial due diligence review, consulting, transfer pricing or domestic/international tax-related services that may otherwise be provided by us.

Our review of the affairs of the Company and their books and account does not constitute an audit in accordance with Auditing Standards. We have relied on explanations and information provided by the Management of the Company and accepted the information provided to us as accurate and complete in all respects. Although, we have reviewed such data for consistency and reasonableness, we have not independently investigated or otherwise verified the data provided. Nothing has come to our attention to indicate that the information provided had material mis-statements or would not afford reasonable grounds upon which to base the Report.

The report is based on the financial projections provided to us by the Management of the company and thus the responsibility for forecasts and the assumptions on which they are based is solely that of the Management of the Company and we do not provide any confirmation or assurance on the achievability of these projections. It must be emphasized that profit forecasts necessarily depend upon subjective judgement. Similarly, we have relied on data from external sources. These sources are considered to be reliable and therefore, we assume no liability for the accuracy of the data. We have assumed that the business continues normally without any disruptions due to statutory or other external/internal occurrences.

The valuation worksheets prepared for the exercise are proprietary to the Valuer and cannot be shared. Any clarifications on the workings will be provided on request, prior to finalizing the Report, as per the terms of our engagement.

The scope of our work has been limited both in terms of the areas of the business and operations which we have reviewed and the extent to which we have reviewed them.

The Valuation Analysis contained herein represents the value only on the date that is specifically Stated in this Report. This Report is issued on the understanding that the Management of the Company has drawn our attention to all matters of which they are aware, which have an impact on our Report up to the date of signature. We have no

responsibility to update this Report for events and circumstances occurring after the date of this Report.

We have no present or planned future interest in the Company and the fee for this Report is not contingent upon the values reported herein.

Our Valuation analysis should not be construed as investment advice; specifically, we do not express any opinion on the suitability or otherwise of entering into any transaction with the Company.

A draft of the report was shared with the Company, prior to finalisation of report, for confirmation of facts, key assumptions and other Company representations.

Our Report is not, nor should it be construed as our opining or certifying the compliance with the provisions of any law / standards including company, foreign exchange regulatory, accounting and taxation (including transfer pricing) laws / standards or as regards any legal, accounting or taxation implications or issues.

Our Report and the opinion / valuation analysis contained herein is not, nor should it be construed as advice relating to investing in, purchasing, selling or otherwise dealing in securities. This report does not in any manner address, opine on or recommend the prices at which the securities of the Company could or should transact.

## 10 Distribution of Report

The Analysis is confidential and has been prepared exclusively **G. D. Trading & Agencies Ltd.** It should not be used, reproduced or circulated to any other person or for any purpose other than as mentioned above, in whole or in part, without the prior written consent of the valuer. Such consent will only be given after full consideration of the circumstances at the time. However, we do understand that the report will be shared with the investor / buyers of the Company / submission to government authorities and regulators towards statutory compliances.

## 11 Opinion on Fair Value of Equity

Based on our valuation exercise Fair Value of the Equity Shares is as under:

(in INR Lakhs, except number of shares and fair value per share)

Method	Value	Weight	Product
NAV Method (refer annexure 1)	(784.48)	100%	(784.48)
No. of shares			1,00,000
Value Per Equity Share (in INR)			(784.48)
Fair Value Per Equity Share (in INR rounded off)			(784)

We have carried out the valuation of the shares as per regulation 165 and 166A of Chapter V of the SEBI ICDR, 2018. As per the NAV Method, the value per equity share of face value of Rs.10/- each is coming at Rs. (784)/- and hence fair value per share can be said to be Rs. Nil.

However, we noticed that recently a transaction of a comparable nature (Open Offer by existing promoter) has taken place involving the shares of G. D. Trading & Agencies Ltd at an acquisition price of Rs. 12/- per share of face value of Rs. 10/- each through a private party arrangement and on a mutual agreement between both the parties. Given the negative NAV of the Company and pricing of aforesaid transaction, we understand that the said price factors in control premium as required under regulation 166A of Chapter V of the SEBI ICDR, 2018 (refer annexure 2).

We trust the above meets your requirements. Please feel free to contact us in case you require any additional information or clarifications.

Yours faithfully



CA Jay Shah  
Chartered Accountants  
Membership No: 175050  
Registered Valuer - Securities or Financial Assets  
(Reg No: IBBI/RV/07/2022/14720)

Date: 23<sup>rd</sup> April, 2024

Place: Mumbai

UDIN: 24175050BKEEFI7384

## 12 Annexures

### Annexure 1 - Net Asset Method

(in INR lacs, except No. of shares and value per share)

Particulars	As on 31st December, 2023	
		Book Value / Fair Value
<b>ASSETS</b>		
<b>Non-Current Assets</b>		
Investments		-
<b>Current Assets</b>		
Short-terms loans & advances		0.85
Trade receivables		-
Cash and cash equivalents		0.02
Other Current Assets		-
<b>Total Assets</b>	<b>A</b>	<b>0.87</b>
<b>LIABILITIES</b>		
<b>Non-Current Liabilities</b>		
Long-term borrowings		785.05
<b>Current liabilities</b>		
Trade payables		0.31
<b>Total Liabilities</b>	<b>B</b>	<b>785.36</b>
<b>Net Assets (In INR lacs)</b>	<b>(A-B)</b>	<b>(784.48)</b>
<b>No. of Shares</b>	<b>C</b>	<b>1,00,000</b>
<b>Value per Share (In INR)</b>	<b>(A-B)/C</b>	<b>(784.48)</b>

## Annexure 2 – Regulation 166A of Chapter V of the SEBI ICDR, 2018

### Regulation 166A (1): Other conditions for pricing

*Any preferential issue, which may result in a change in control or allotment of more than five per cent of the post issue fully diluted share capital of the issuer, to an allottee or to allottees acting in concert, shall require a valuation report from an independent registered valuer and consider the same for determining the price:*

*Provided that the floor price, in such cases, shall be higher of the floor price determined under sub-regulation (1), (2) or (4) of regulation 164, as the case may be, or the price determined under the valuation report from the independent registered valuer or the price determined in accordance with the provisions of the Articles of Association of the issuer, if applicable.*

*Provided further that if any proposed preferential issue is likely to result in a change in control of the issuer, the valuation report from the registered valuer shall also cover guidance on control premium, which shall be computed over and above the price determined in terms of the first proviso.*

As represented to us, there will be one allottee who proposed to subscribe/ allot equity shares more than 5 % of the proposed enhanced capital details as mentioned herein below: -

Sr. No.	Identity of Proposed allottee	CIN / PAN/ Passport in case of NRI OR Foreign national of ultimate beneficial owner	Category	Pre-Issue holding (%)	No of equity shares to be allotted through preferential issue	Post Issue holding	Post-issue holding %
1	Rajendra Kamalakant Chodankar	AAFPC2966E	Non-Promoter	0%	1,01,50,000	1,01,50,000	74.50%

Considering above, the fair value of equity shares of the Company as determined considering first proviso of regulation 166A of Chapter V of the SEBI ICDR, 2018 factors for the control premium as required.

# JAY ASHOK SHAH

REGISTERED VALUER – RV NO. IBBI/RV/07/2022/14720  
ASSET CLASS - SECURITIES OR FINANCIAL ASSETS (SFA)

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Date: 15<sup>th</sup> May 2024

To,  
Bombay Stock Exchange  
Mumbai

Dear Sir,

**Subject: Clarification on Market approach and Income approach of valuation method for determination of fair value of equity share of G.D. Trading and Agencies Limited**

The Company does not have substantial stream of income from existing assets (without considering proposed infusion of funds). Hence, the management is of the opinion that DCF method would not be suitable for valuation requirements. Based on the assumptions taken, discussion with existing management and evaluation of circumstances, we believe that income approach does not justify fair value of equity shares of the Company unless proposed infusion of funds is considered.

Further, market approach provides Comparable Company Market Multiple Method and Comparable Transactions Multiple Method for determination of fair value of equity shares. We attempted to work out fair value of the Company based on Comparable Company Market Multiple method and our calculation is summarized in annexure 1 below.

Further, as provided in our original valuation report dated 23<sup>rd</sup> April 2024, we quote again the following:

*Company does not have any peers listed on any of the exchanges which are commensurate with the size and nature of company, accordingly Comparable Company Multiple method is not considered for valuation. Further, there are no comparable transaction of any other Company which can be relied upon for determination of fair value of shares for the proposed transaction. However, the Company has issued shares under open offer in November 2023 at fair value of Rs. 12/- per share.*

*DCF method is dependent upon past/expected normalized cash free flows to the Company and/or equity (FCFF/FCFE). Under various methods, the projected cashflows are used with statistical techniques. Discount factors reflect the time value of money, risk involved etc. But as there is no major flow in the Target Company and hence the profit generated is only sufficient to cater the needs of operational expense and not to support the Company in expansion and growth in the near future. Accordingly, this method has not been considered.*

*Considering this, we have determined the Fair Value of Equity Shares as per Net Asset Value Method (NAV) considering this method to be the most appropriate method in the present case and assigned 100% weightage to NAV method.*

# JAY ASHOK SHAH

REGISTERED VALUER – RV NO. IBBI/RV/07/2022/14720  
ASSET CLASS - SECURITIES OR FINANCIAL ASSETS (SFA)

Yours truly,

JAY ASHOK  
SHAH

Digitally signed by  
JAY ASHOK SHAH  
Date: 2024.05.15  
15:29:45 +05'30'

**Jay Ashok Shah**

(Reg No: IBBI/RV/07/2022/14720)

UDIN: 24175050BKKEEFK8986

## Annexure A – Value per equity share under Comparable Company Market Multiple Method

Particulars	Mcap (Lacs)	P/B	PE
Cropster Agro	1,08,250	44.55	202.34
Welspun Ent	61,582	0.12	26.89
Shraddha Prime	27,574	5.94	37.40
Stellant Securities (India) Ltd	118	1.87	3.82
<b>Average of above</b>	<b>49,381</b>	<b>13.12</b>	<b>67.61</b>
Discount for non-comparable size of organisation (based on MCap of Company compared with average of MCap of Peer companies)	-	99.96%	99.96%
<b>G D Trading and Agencies Ltd (Adjusted ratio)</b>	<b>20</b>	<b>0.01</b>	<b>0.03</b>
Book value (refer remark 1 below)		Negative	
Earnings (refer remark 2 below)			Negative
Number of shares		1,00,000	1,00,000
<b>Value per share</b>		<b>0</b>	<b>0</b>
<b>Remarks:</b>			
1) Since book value of the Company is negative, multiple to be applied is zero, and fair value as per this method comes to be 0			
2) Since earnings of the Company is negative, multiple to be applied is zero, and fair value as per this method comes to be 0			