



## Mercator Limited

3rd Floor, Mittal Tower, B-Wing, Nariman Point, Mumbai 400021.

CIN:L63090MH1983PLC031418 Tel : +91 22 6637 3333 Fax : +91 22 6637 3344

Website: www.mercator.in E-mail: mercator@mercator.in

### Postal Ballot Notice

(Pursuant to Section 110 of the Companies Act, 2013 read with the Companies (Management and Administration) Rules, 2014).

Dear Member(s),

Notice is hereby given pursuant to Section 110 of the Companies Act, 2013 (the "Companies Act") read together with Rules 20 & 22 of the Companies (Management and Administration) Rules, 2014, including any statutory modification or re-enactment thereof for the time being in force and Regulation 44 of the SEBI (Listing Obligations and Disclosure Requirement) Regulations, 2015, and other applicable laws and regulations, that Mercator Limited (the "Company") is seeking consent of its Members through Postal Ballot / electronic voting (e-voting), for matter as considered in the Resolution appended below.

Accordingly, draft of the proposed Special and Ordinary Resolutions, together with the respective Statement pursuant to Section 102 of the Companies Act, 2013 read with Section 110 of the Companies Act, 2013 in respect of the special business of the Notice is being sent to you along with a Postal Ballot Form for your consideration and voting (either Assent or Dissent). The Board of Directors has appointed Mr. Hareesh Jani, Practicing Company Secretary as a Scrutinizer, for conducting the Postal Ballot / E-voting Process in a fair and transparent manner.

You are requested to carefully read the instructions herein and printed in the Postal Ballot Form, and return the Form duly completed in the attested self-addressed postage pre-paid envelope, so as to reach the Scrutinizer on or before the close of working hours i.e. 5.00 p.m. on Thursday, January 12, 2017 to be eligible for being considered. Please note that any Postal Ballot Form(s) received after the said date will be treated as not having been received.

Members desiring to opt for e-voting as per the facilities arranged by the Company are requested to read the instructions in the Notes under the section 'Procedure for Voting through electronic mode'. References to postal ballot(s) in this Postal Ballot Notice include votes received electronically.

The Scrutinizer will submit his Report to the Chairman after completion of the scrutiny of the Postal Ballots received and the votes casted by electronic mode. The Chairman or any other Director or Secretary of the Company will declare the Results of the Postal Ballot on or before Saturday, January 14, 2017, at 5.00 p.m. at the Company's Registered Office at 3rd Floor, Mittal Tower, B-Wing, Nariman Point, Mumbai – 400021. The Results will be displayed at the Registered Office of the Company, besides being communicated to the Stock Exchanges on which the Company's Equity Shares are listed, i.e. the Bombay Stock Exchange (BSE), and The National Stock Exchange of India Ltd. (NSE); and the same will be published in the Newspaper (English and Vernacular). The Results along with Scrutinizer's Report will also be posted on the website of the Company, viz. www.mercator.in and NSDL's E-voting Website <https://www.evoting.nsdl.com> for the information of the Member(s).

#### Special Business:

##### 1. Sale of Floating Production Unit of Mercator Offshore (P) Pte. Ltd., a step down subsidiary of the Company:

To consider and if thought fit, to pass the following resolution as a **Special Resolution**:

**"RESOLVED THAT** pursuant to the provisions of Section 180(1)(a) and other applicable provisions, if any, of the Companies Act, 2013, and the relevant Rules made thereunder (collectively the "Act"), Regulation 24 and other applicable provisions of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the Foreign Exchange Management Act, 1999 and Rules and Regulations made there under, including any statutory modifications, amendments or re-enactments of any of them for the time being in force, other applicable statutory provisions, the Memorandum and Articles of Association of the Company (collectively the "Statutory Provisions") to the extent applicable; and subject to requisite approvals, permissions and sanctions, including approval of the lenders and all concerned statutory and regulatory authorities and departments, person or persons, if and to the extent necessary consent of the Members of the Company be and is hereby accorded to the Board of Directors of the Company (hereinafter referred to as the "Board", which term shall include a duly authorized Committee of Directors) to transfer by way of sale or otherwise dispose off and deliver, Mobile Offshore Production Unit (MOPU) and Floating Storage & Offloading Unit (FSO) collectively called Floating Production Unit (FPU) together with attached charter held by Mercator Offshore (P) Pte. Ltd.(MOPPL), a step-down subsidiary of the Company to Oriental Energy Resources Ltd., Nigeria, an unrelated party, or to any other Purchaser(s) (not being related party) with whom MOPPL may finalise the agreement for the consideration of not less than USD 76,000,000 (US Dollars Seventy Six Million); on such other terms and conditions as may be approved by them.

**RESOLVED FURTHER THAT** for the purpose of implementation of this resolution, the Board be and is hereby authorized to do all such acts, deeds, matters and things, as it may deem fit and in the interest of the Company, including but not limited to deciding the time, mode, manner, purchaser(s) (not being related parties), if required and other terms and conditions, negotiating and finalising the terms, executing necessary agreement(s), deeds, documents, indemnities, contracts, declarations, undertakings, forms, letters and other papers as may be necessary, desirable and expedient to be agreed, signed and executed and to take all incidental and necessary steps for and on behalf of the Company or MOPPL, and to settle all questions or queries that may arise in the course of implementing this resolution including to seek registration of any such documents, deeds, filing intimations, applying for and on behalf of the Company and seeking necessary consents and approvals; AND to delegate any or all of its powers vested on it by this resolution to any of its Committee, or individual Director(s), or other officers or executives either of this Company, or MOPPL, or to such other persons like contractors, advisors, advocates, attorneys, lawyers, bankers, merchant bankers, investment bankers, or any other appropriate agency or persons, as the Board may deem necessary.

**RESOLVED FURTHER THAT** all acts, deeds, matters and things, either verbal or written or otherwise, already done by the Company and / or any of its Directors and / or officers and / or representatives for and in the name of the Company in this regard be and the same are hereby noted, ratified and approved."

## **2. Appointment of Mr. Prem Rajani as an Independent Director:**

To consider and if thought fit, the following resolution as an **Ordinary Resolution**:

**"RESOLVED THAT** pursuant to the provisions of Sections 149, 150, 152 read with Schedule IV and all other applicable provisions, if any, of the Companies Act, 2013 ("the Act") and the Companies (Appointment and Qualification of Directors) Rules, 2014, and Regulations of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, including any statutory modification(s) or re-enactment of any of them for the time being in force, Mr. Prem Rajani (DIN: 00062833), a Director of the Company, who was appointed as an Additional Director in capacity of an Independent Director of the Company by the Board of Directors with effect from December 01, 2016, and who has submitted the declaration that he meets the criteria for independence as provided in Section 149(6) of the Act; and in respect of whom the Company has received a notice in writing from a Member proposing his candidature for the office of Independent Director, be and is hereby appointed as an Independent Director of the Company, not liable to retire by rotation, and to hold the office for a term of 5 (Five) consecutive years commencing from December 1, 2016."

**By Order of the Board of Directors  
For Mercator Limited**

**Deepesh Joishar  
Company Secretary**

Dated: December 9, 2016  
Registered Office:  
3rd Floor, Mittal Tower, B-Wing,  
Nariman Point, Mumbai-400021.

### **Notes:**

- a. The Statement pursuant to Section 102 read with Section 110 and other applicable provisions, if any, of the Companies Act, 2013, setting out the material facts is annexed hereto.
- b. All documents referred to in this notice and the explanatory statement pursuant to Section 102 of the Companies Act, 2013 shall be open for inspection by the members at the Registered Office of the Company on all working days between 11:00 a.m. to 1:00 p.m., upto the date of declaration of results of the Postal Ballot.
- c. Resolution passed by the members through Postal Ballot is deemed to have been passed at a General Meeting of the members of the Company held on the date of declaration of the results of the Postal Ballot.
- d. Members whose names appear on the Register of Members / List of Beneficial Owners as on December 2, 2016 will be considered for the purpose of voting. Voting rights shall be reckoned on the paid up value of shares registered in the name of the Members as on the said date. A person who is not a member as on December 2, 2016 should treat this notice for information purposes only. The Postal Ballot Notice is being sent to Members who have registered their email IDs for receipt of documents in electronic form to their email addresses registered with their Depository Participants / the Company's Registrar and Transfer Agent. For Members whose email IDs are not registered, physical copies of the Postal Ballot Notice along with Postal Ballot Form are being sent by permitted mode along with postage prepaid self-addressed Business Reply Envelope.
- e. In terms of Section 108, 110 of the Companies Act, 2013 read with the Companies (Management and Administration) Rules, 2014 and Regulation 44 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the Company is providing facility to shareholders to cast their votes on the items of business given in the notice through electronic voting system, through the e-voting platform provided by National Depository Services Limited (NSDL). The members may cast their votes on electronic voting system. The e-voting period will commence at 9.00 a.m. on Wednesday, December 14, 2016 and will end at 5.00 p.m. on Thursday, January 12, 2017. The e-voting will not be allowed beyond the aforesaid date and time and the e-voting module shall be disabled upon expiry of aforesaid period. The Company has appointed Mr. Haresh Jani of Haresh Jani & Associates, Practicing Company Secretaries (Membership No. FCS 4570), to act as the Scrutinizer, for conducting the Postal Ballot Process in a fair and transparent manner. The Members desiring to vote through electronic mode may refer to the detailed procedure on e-voting given hereinafter.
- f. Kindly note that the Shareholders can opt only one mode of voting, i.e. either by Physical Postal Ballot or e-voting. If you are opting for e-voting, then do not vote by Physical Postal Ballot also and vice versa. However, in case the Shareholders cast their vote by Physical Postal Ballot and e-voting, then voting done by e-voting shall prevail and voting done through valid Physical Ballot will be treated as invalid.
- g. Shareholders desiring to exercise vote by Physical Postal Ballot are requested to carefully read the instructions printed in the Postal Ballot Form and return the Form duly completed and signed in the enclosed self-addressed Business Reply Envelope to the Scrutinizer. The postage cost will be borne by the Company. However, envelopes containing Postal Ballots, if sent by courier or registered / speed post at the expense of the Shareholders will also be accepted.
- h. For any grievances / queries connected with the voting by postal ballot including voting by electronic means, shareholders may contact the undersigned at investors@mercator.in or write to him at the registered office of the Company or may contact Mrs. Pallavi Mhatre, Ass. Manager, NSDL, email id. pallavid@nsdl.co.in, contact no. 02224994545.
- i. The Scrutinizer will submit his report to the Chairman after the completion of scrutiny of the Postal Ballot Forms received in physical mode and the votes casted through electronic mode. The Scrutinizer's decision on the validity of the Postal Ballot shall be final.
- j. The results of the Postal Ballot will be published in the Newspaper (English and Vernacular) immediately after declaration of the results and will be placed at the website of the Company at www.mercator.in for information of Members besides being communicated to all the Stock Exchanges on which the shares of the Company are listed.

**Procedure for voting through electronic mode:**

- k. The Company has entered into an arrangement with National Securities Depository Limited (NSDL) for facilitating e-voting to enable the Shareholders to cast their votes electronically instead of physical mode. The instructions for e-voting are as under:
- a) In case a Member receives an e-mail from NSDL:
    - i. Open the e-mail and also open PDF file namely "Mercator e-voting.pdf" with your Client ID or Folio No. as password. The said PDF file contains your user ID and password for e-voting. Please note that the password is an initial password.
    - ii. Launch Internet browsing by typing the following URL <https://www.evoting.nsdl.com>.
    - iii. Click on Shareholder — Login.
    - iv. Put User ID and password as initial password noted in step (a) above. Click login.
    - v. Password Change Menu appears. Change the password with new password of your choice with minimum 8 digits / characters or a combination thereof. Note new password. It is strongly recommended not to share your password with any other person and take utmost care to keep your password confidential.
    - vi. Home page of 'e-voting' opens. Click on 'e-voting'- Active Voting Cycles.
    - vii. Select "EVEN" of Mercator Limited.
    - viii. Now you are ready for e-voting as "Cast Vote" page opens.
    - ix. Cast your vote by selecting appropriate option and click on "Submit" and also "Confirm" when, prompted.
    - x. Upon confirmation the message "Vote cast successfully" will be displayed.
    - xi. Vote once cast cannot be modified.
    - xii. Institutional shareholders (i.e. other than individuals, HUF, NRI, etc.) are required to send scanned copy (PDF / JPG format) of the relevant Board Resolution / Authority letter etc., together with attested specimen signature of the duly authorised signatory(ies) who are authorised to vote, to the Scrutinizer through e-mail to [hmjani@gmail.com](mailto:hmjani@gmail.com), with a copy marked to [evoting@nsdl.co.in](mailto:evoting@nsdl.co.in).
  - b) In case of shareholders' receiving Postal Ballot Form by post/courier initial password is provided at the bottom of the separate form attached. Please follow all steps from Sl. No. a(ii) to Sl. No. a(xii) above, to cast vote.
    - I. Once the vote on a resolution is cast by a member, the member shall not be allowed to change it subsequently or cast the vote again.
    - II. In case of any queries, you may refer the Frequently Asked Questions (FAQs) for shareholders and e-voting user manual for shareholders available at the "downloads" section of [www.evoting.nsdl.com](http://www.evoting.nsdl.com) or call 1800-222-990.
    - III. Members who have acquired shares after the dispatch of the Notice may obtain the user ID and Password by sending a request at [evoting@nsdl.co.in](mailto:evoting@nsdl.co.in) or [mercator@mercator.in](mailto:mercator@mercator.in). However, if you are already registered with NSDL for e-voting, then you can use your existing user ID and password for casting your vote. If you have forgotten your password, you can reset your password by using "Forgot User Details / Password" option available on [www.evoting.nsdl.com](http://www.evoting.nsdl.com) or contact NSDL at the following toll free no. 1800-222-990.

**STATEMENT PURSUANT TO SECTION 102 OF THE COMPANIES ACT, 2013**

**Item No. 1:**

Mercator Offshore (P) Pte. Ltd., Singapore (MOPPL) is a step-down subsidiary of the Company. The Company holds directly/ indirectly 76.25% shareholding in MOPPL. MOPPL was awarded a 9-year charter contract (including extension) in the year 2010 by Afren Resources Ltd. (ARL), a subsidiary of Afren Plc, an erstwhile London Stock Exchange listed company to deploy a Floating Production Unit (FPU) at EBOK field in offshore Nigeria. MOPPL had built the FPU on Engineering; Procurement; Construction; Installation and Commissioning (EPCIC) basis and deployed the same under the contract in May 2011. Since then FPU has been performing satisfactorily.

EBOK field in Nigeria is licensed to Oriental Energy Resources Limited (Oriental) who in-turn had a contract with ARL to jointly operate the field for a share of participating interest. The fall in global oil prices affected the production revenues and impacted ARL's immediate liquidity resulting in ARL being put into Administration after failing to secure support for a refinancing and restructuring plan. Consequently, Oriental, as a co-venturer and production sharing partner had taken charge of the operation of the MOPU. Subsequently, all commercial liabilities of the contract were being discharged by Oriental thereafter including monthly charter payments. However lower commodity prices and particularly extended period of low oil prices; have had adverse impacts on oil companies' financials. Oriental as a part of their cost optimization drive; requested for renegotiations of certain commercial terms which were not acceptable to MOPPL. Due to this, Oriental offered MOPPL to buy out FPU. MOPPL and its holding companies have also begun debt reduction plan and this would enable the Company to lower its debt at group level and also help in reducing business risk and exposure in certain country/ geography. Oriental has offered to buy out MOPPL's contract and FPU for consideration of USD76 million and to also relieve MOPPL of all Operational & Management vendor & tax liabilities.

MOPPL will utilize the sale proceeds of FPU to repay the loans of FPU and other high cost loan of its parent company. This would reduce loan of about USD 72 million at consolidated level of the Company.

In view of the above; MOPPL proposes to sell its FPU to Oriental and/ or any other purchaser(s) at a price of not less than USD 76 million and on such terms and conditions as mutually agreed. As incidental to the proposed transaction, it is also proposed to sell Ivorene Oil Services Nigeria Ltd., in non material subsidiary of the company to any third unrelated party

The proposed transaction is not/ will not be a related party transaction, or related to any Director/Key Managerial Personnel/Promoters, or any of their relatives, or otherwise connected with them directly or indirectly; nor is Substantial Shareholder of MOPPL or its immediate holding company or of our Company.

Provisions of Section 180(1)(a) of the Companies Act, 2013, and Regulation 24 (6) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulation, 2015 restricts a company from selling, leasing, or otherwise disposing off the whole or substantially the whole of its undertaking without obtaining prior approval of the members by way of a special resolution. Since the Company's investment in MOPPL directly and indirectly through its subsidiary exceeds 20% of its consolidated net worth and since MOPPL also generated 20% of the total EBITDA of the Company on a consolidated basis during the previous financial year, the approval of the Shareholders in terms of the aforesaid statutory provisions is sought.

In view of the aforesaid, your Directors recommend the said special resolution for your approval, as they feel the same to be in the interest of the Company.

None of the Directors, Key Managerial Personnel of the Company, or their relatives are in any way concerned or interested, financially or otherwise in this resolution, except as members to the extent of their shareholding in the Company.

**Item No. 2:**

Pursuant to the provisions of Section 161(1) of the Companies Act (the Act), Regulations of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, and the Articles of association of the Company, the Board of Directors of the Company had appointed Mr. Prem Rajani, as an Additional Director of the Company w.e.f December 1, 2016 and Independent Director for a period of 5 years.

In terms of Section 149 and other applicable provisions of the Act, Mr. Prem Rajani being eligible, is proposed to be appointed as an Independent Director, not liable to retire by rotation. The Company has received notice in writing, from Members along with the deposit of Rs. 100,000/- proposing the candidature of Mr. Prem Rajani for the office of Independent Directors, to be appointed as such under the provisions of Section 149 of the Act.

Mr. Prem Rajani has submitted (i) consent in writing to act as Director in Form DIR-2 pursuant to Rule 8 of Companies (Appointment & Qualification of Directors) Rules, 2014; (ii) intimation in Form DIR-8 in terms of Companies (Appointment & Qualification of Directors) Rules, 2014, to the effect that he is not disqualified under sub-section (2) of Section 164 of the Act; and (iii) a declaration to the effect that he meets the criteria of independence as provided in sub-section (6) of Section 149 of the Act.

The resolutions seeks approval of Members for the appointment of the Mr. Prem Rajani as Independent Directors of the Company; as indicated therein; pursuant to Section 149 and other applicable provisions of the Act and the Rules made thereunder.

In the opinion of the Board of Directors, Mr. Prem Rajani fulfill the conditions for his appointment as Independent Director, specified in the Act, Rules made thereunder and is independent of the Management.

The brief profile of Mr. Prem Rajani as per requirements of the Act, SEBI (LODR) Regulations, 2015 and the Secretarial Standards are given below.

Date of Birth	January 30, 1967	Qualification & Experience in specific functional area	Mr. Rajani a founding partner of Rajani Associates; is leading Lawyer (Govt. Law College, Mumbai) and Solicitor (Law Society London) with a valued experience of more than 25 years. He has diverse experience in FEMA; FDI; Conveyance & Litigations and Mergers & Acquisitions.
Director Identification Number (DIN)	00062833		
Date of appointment	December 1, 2016		
Relationship with other Directors inter-se	NA	Directorships held in other companies	<ul style="list-style-type: none"> <li>● Focus Point Consulting Private Limited</li> <li>● AMW Auto component Limited</li> <li>● AMW Motors Limited</li> <li>● Holm-KK Extrusion Pvt Ltd</li> <li>● DTL Ancillaries Limited</li> </ul>
Memberships/ Chairmanships of Committee in other Public Limited companies (includes only Audit & Stake Holders' Relationship Committee	Member of Audit Committee of AMW Auto component Ltd.	Shareholding, if any, in the Company	NIL
		Terms and conditions of appointment along with details of remuneration sought to be paid	As stated in Resolution and Explanatory Statement
Remuneration last drawn	Not applicable		

The Board of Directors are of the opinion that the appointment of Mr. Rajani will strengthen the Board with appropriate balance of skills, experience and knowledge. The Company will be immensely benefited with his guidance.

In view of the above, your Directors recommend the said Ordinary resolution for your approval, as they feel the same to be in the interest of the Company.

Mr. Prem Rajani and his relatives are interested in the proposed resolution to the extent of the fees, remuneration and benefits which he may get as Director of the Company. Except them, no other Directors / Key Managerial Personnel of the Company and their relatives are in any way, concerned or interested, financially or otherwise, in the resolution except to the extent of their shareholding, if any, in the Company.

**By order of the Board of Directors  
For Mercator Limited**

**Deepesh Joishar  
Company Secretary**

Dated: December 9, 2016  
Registered Office:  
3rd Floor, Mittal Tower, B-Wing,  
Nariman Point, Mumbai-400021.