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(Please scan this QR code to view the Red Herring Prospectus)



# JUSTO REALFINTECH LIMITED

(FORMERLY KNOWN AS JUSTO REALFINTECH PRIVATE LIMITED)

Corporate Identification Number: U67190MH2019PLC323318

Our Company was incorporated as "Justo Realfintech Private Limited" as a private limited company in Mumbai, Maharashtra under the provisions of the Companies Act, 2013, pursuant to a Certificate of Incorporation dated March 29, 2019, issued by the Registrar of Companies, Mumbai. Subsequently, our Company was converted into a public limited company pursuant to a special resolution passed by our Shareholders at the Extra Ordinary General Meeting held on October 15, 2024, and the name of our Company was changed to "Justo Realfintech Limited". A fresh Certificate of Incorporation consequent upon conversion from a Private Limited company to Public Limited company dated January 1, 2025, was issued by the Registrar of Companies, Central Processing Centre. The Corporate Identification Number of our Company is U67190MH2019PLC323318. For change in registered office and other details please see "History and Certain Corporate Matters" on page 210 of the Red Herring Prospectus.

Registered Office: 801/802, 8th Floor, EL Tara Building, Powai, Off. Orchard Avenue, Hiranandani Gardens, Mumbai - 400076, Maharashtra, India. Website: [www.justo.co.in](http://www.justo.co.in) E-Mail: [cs@justo.co.in](mailto:cs@justo.co.in) Telephone No: +91-22 3513 4314  
Company Secretary and Compliance Officer: Jyoti Bala Soni Chief Financial Officer: Dinesh Jivabhai Dolar

## PROMOTER OF OUR COMPANY: PUSPAMITRA DAS THE ISSUE

INITIAL PUBLIC ISSUE OF UPTO 49,61,000 EQUITY SHARES OF FACE VALUE OF ₹10/- EACH OF JUSTO REALFINTECH LIMITED (FORMERLY KNOWN AS JUSTO REALFINTECH PRIVATE LIMITED), ("JUSTO" OR THE "COMPANY" OR THE "ISSUER") FOR CASH AT A PRICE OF ₹[●]/- PER EQUITY SHARE INCLUDING A SHARE PREMIUM OF ₹[●]/- PER EQUITY SHARE (THE "ISSUE PRICE") AGGREGATING TO ₹[●] LAKHS ("THE ISSUE"), OF WHICH 2,51,000 EQUITY SHARES OF FACE VALUE OF ₹10/- EACH FOR CASH AT A PRICE OF ₹[●]/- PER EQUITY SHARE INCLUDING A SHARE PREMIUM OF ₹[●]/- PER EQUITY SHARE AGGREGATING TO ₹[●] LAKHS WILL BE RESERVED FOR SUBSCRIPTION BY MARKET MAKER TO THE ISSUE (THE "MARKET MAKER RESERVATION PORTION"). THE ISSUE LESS THE MARKET MAKER RESERVATION PORTION I.E. NET ISSUE OF 47,10,000 EQUITY SHARES OF FACE VALUE OF ₹10/- EACH AT A PRICE OF ₹[●]/- PER EQUITY SHARE INCLUDING A SHARE PREMIUM OF ₹[●]/- PER EQUITY SHARE AGGREGATING TO ₹[●] LAKHS IS HEREINAFTER REFERRED TO AS THE "NET ISSUE". THE ISSUE AND THE NET ISSUE WILL CONSTITUTE 26.39% AND 25.06% RESPECTIVELY, OF THE POST ISSUE PAID UP EQUITY SHARE CAPITAL OF OUR COMPANY.

DETAILS OF THE SELLING SHAREHOLDERS, OFFER FOR SALE AND WEIGHTED AVERAGE COST OF ACQUISITION - NOT APPLICABLE AS THE ENTIRE ISSUE CONSTITUTES FRESH ISSUE OF EQUITY SHARES.

## PRICE BAND: ₹ 120 TO ₹ 127 PER EQUITY SHARE OF FACE VALUE OF ₹ 10/- EACH

- QIB Portion: Not More than 50.00% of the Net Issue
- Individual Investors who applies for minimum application size: Not Less than 35.00% of the Net Issue
- Non-Institutional Bidders Portion: Not Less than 15.00% of the Net Issue
- Market Maker Portion: 2,51,000 Equity Shares or 5.06% of the Issue

THE FLOOR PRICE IS 12 TIMES THE FACE VALUE OF THE EQUITY SHARES AND THE CAP PRICE IS 12.70 TIMES THE FACE VALUE OF THE EQUITY SHARES. THE PRICE TO EARNING RATIO BASED ON DILUTED EPS FOR FY 2024-25 AT THE FLOOR PRICE IS 10.40 TIMES AND AT THE CAP PRICE IS 11.00 TIMES. BIDS CAN BE MADE FOR A MINIMUM OF 2,000 EQUITY SHARES AND IN MULTIPLES OF 1,000 EQUITY SHARES THEREAFTER.

| BID/ ISSUE PROGRAMME | ANCHOR INVESTOR BIDDING DATE     | TUESDAY, SEPTEMBER 23, 2025   |
|----------------------|----------------------------------|-------------------------------|
|                      | BID/ISSUE OPENS ON               | WEDNESDAY, SEPTEMBER 24, 2025 |
|                      | BID/ISSUE CLOSES ON <sup>#</sup> | FRIDAY, SEPTEMBER 26, 2025    |

<sup>\*</sup>Our Company may, in consultation with the Book Running Lead Manager, consider participation by Anchor Investors in accordance with the SEBI ICDR Regulations. The Anchor Investor Bid/Issue Period will open one Working Day prior to the Bid/ Issue Opening Date.

<sup>\*\*</sup>Our Company may, in consultation with the Book Running Lead Manager, consider closing the Bid/Issue Period for QIBs one Working Day prior to the Bid/Issue Closing Date in accordance with the SEBI ICDR Regulations.

<sup>†</sup>UPI mandate end time and date shall be at 5:00 p.m. on Bid/Issue Closing Day.

## CORRIGENDUM TO RED HERRING PROSPECTUS (RHP) DATED SEPTEMBER 15, 2025: NOTICE TO INVESTOR (THE "CORRIGENDUM")

This is with reference to the RHP filed with the Registrar of Companies, Maharashtra on September 15, 2025. The attention of investors is drawn to the following:

1. In the RHP, under the heading "Our Business - Overview" on page 191 of the RHP states "In addition to the customer journey, we have a strong channel partner network of over 3,400 channel partners as on March 31, 2025." The same shall be read as "In addition to the customer journey, we have a strong channel partner network of over 3,400 channel partners."
2. In the RHP, under the heading "General Information - Bid/Issue programme" on page 73 of the RHP states "Commencement of trading of the Equity Shares on the Stock Exchange as On or before Thursday, October 1, 2025" The same shall be read as On or before Wednesday, October 1, 2025

## BRIEF DESCRIPTION OF THE BUSINESS OF THE ISSUER COMPANY

We are a full services real estate mandate company based in Maharashtra, with operations in Pune, Mumbai Metropolitan Region ("MMR") and Nashik with additional presence in Aurangabad and Kolhapur. We provide solutions including decisions on pricing and sizing of the projects to real estate developers and enabling the delivery of the products to the end customers. We have established a considerable presence in Pune and is rapidly expanding its footprint in Mumbai. We distinguish ourselves through our tech-enabled platforms that streamline project onboarding, customer engagement and sales processes. Leveraging data-driven insights and digital tools, our Company ensures enhanced visibility and conversion for its real estate developer partners. With a wide-reaching channel partner ("CP") network and deep understanding of local market dynamics in which we operate, we offer end-to-end solutions across sales strategy, marketing, and execution.

THE ISSUE IS BEING MADE IN THROUGH BOOK BUILDING PROCESS IN ACCORDANCE WITH CHAPTER IX OF THE SEBI ICDR REGULATIONS (IPO OF SMALL AND MEDIUM ENTERPRISES) AND THE EQUITY SHARES ARE PROPOSED TO BE LISTED ON SME PLATFORM OF BSE LIMITED. THE DESIGNATED STOCK EXCHANGE WILL BE SME PLATFORM OF BSE LIMITED.

IN MAKING AN INVESTMENT DECISION, POTENTIAL INVESTORS MUST ONLY RELY ON THE INFORMATION INCLUDED IN THE RED HERRING PROSPECTUS AND THE TERMS OF THE ISSUE, INCLUDING THE RISKS INVOLVED AND NOT RELY ON ANY OTHER EXTERNAL SOURCES OF INFORMATION ABOUT THE OFFER AVAILABLE IN ANY MANNER.

In accordance with the recommendation of the Independent Directors of our Company, pursuant to their resolution dated September 05, 2025 the above provided price band is justified based on quantitative factors/KPIs disclosed in the "Basis for Issue Price" section on page 108 of the Red Herring Prospectus vis-à-vis the weighted average cost of acquisition ("WACA") of primary and secondary transaction(s), as applicable, disclosed in "Basis for Issue Price" section on page 108 of the Red Herring Prospectus and provided below in the Advertisement.

## RISK TO INVESTORS

### 1. Risk to investors summary description of key risk factors based on materiality:

1. There have been certain instances of non-compliance under Sections 42(4) and 42(6) of the Companies Act, 2013. In this regard, the Company has filed a compounding application with the ROC, Maharashtra at Mumbai and the final order in the matter is currently awaited.
2. Our inability to collect receivables, and defaults in payment from our clients, could result in a reduction in our profits and affect our cash flows .
3. We derive a significant portion of our revenues from a limited number of clients. The loss of any significant client may have an adverse effect on our business, financial condition, results of operations, and prospects.
4. Lack of consistency in customers due to the project-based nature of business may adversely affect our revenues, results of operations, and financial condition
5. We derive a significant portion of our revenues from repeat clients. Any loss of, or a significant reduction in the number of repeat clients could adversely affect our business, results of operations, financial conditions and cash flows
6. The number of ongoing projects we have executed in the past, our live mandates and the historical growth rate may not be indicative of the mandates we will execute in the future. Any delays in the execution of our mandates expose us to execution risk and variability in revenue, materiality and adverse impact our revenue from operations, cash flows, financial condition and cash flows.
7. Our historical mandates, live mandates, and past growth rates may not be reliable indicators of future performance. If the real estate market slows down, our sales pace could decrease. This could result in time overruns and increased costs, which would adversely affect our revenues, profitability, and cash flow.
8. There have been some instances of non-compliances and/or delay in compliance, with legal or regulatory requirements, including with respect to form filings and intimations under the Companies Act, and with the SEBI, RBI and the BSE and there have been irregularities in a certain regulatory filing made with the RoC under applicable law.
9. We have negative cash flows from operating activities in the past and may experience earnings declines or operating losses or negative cash flows from operating activities in the future.

10. Certain properties, including the Registered Office are not owned by us. We have entered into leave and license agreement for the respective properties. Our inability to renew the agreement or any adverse impact on the title or ownership rights in relation to these premises may impede our operations.
11. The Price/ Earnings ratio based on basic EPS and diluted EPS for Fiscal 2025 for the company at the Cap price is 10.85 and 11.00 times, respectively
12. Weighted Average Return on Net worth for the Fiscals 2025, 2024 and 2023 is 38.84%, 28.35% and 120.64%.
13. Weighted Average cost of acquisition, of specified securities transacted in three years, eighteen months, and one year immediately preceding the Red Herring Prospectus

| Period               | Weighted Average Cost Acquisition (in ₹) <sup>*</sup> | Upper end of the Price Band of Acquisition (₹ 127) is "X" times the weighted Average Cost of Acquisition | Range of acquisition price: Lowest Price – Highest (in ₹) <sup>#</sup> |
|----------------------|-------------------------------------------------------|----------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------|
| Last One year        | 101.47                                                | 1.25                                                                                                     | Nil-180.00                                                             |
| Last Eighteen Months | 58.17                                                 | 2.18                                                                                                     | Nil-180.00                                                             |
| Last Three Years     | 58.02                                                 | 2.19                                                                                                     | Nil-180.00                                                             |

<sup>\*</sup> As certified by M/s. SMMP and Company, Chartered Accountants, pursuant to their certificate dated September 16, 2025.

<sup>#</sup> adjusted for Bonus Equity Shares issued in the ratio of 85:1 on February 21, 2025

**TRACK RECORD OF THE BOOK RUNNING LEAD MANGER:** The BRLM associated with the Issue have handled 08 public issues in the current financial year and preceding two financial years, out of which 1 issues closed below the offer price on listing date.

| Name of the BRLM                         | Total Issue |     | Issue closed below IPO price on listing date |
|------------------------------------------|-------------|-----|----------------------------------------------|
|                                          | Mainboard   | SME |                                              |
| Vivro Financial Services Private Limited | -           | 8   | 1                                            |

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ADDITIONAL INFORMATION FOR INVESTORS

**Details of proposed /undertaken pre-issue placements from the DRHP filing date:** Our Company has not undertaken any Pre IPO Placements from the DRHP filing date.

**Transaction of shares aggregating up to 1% or more of the paid-up equity share capital of the company by promoter(s) and promoter group(s) from the DRHP filing date:**

There have been no transactions in the equity shares of the Company by the Promoters or members of the Promoter Group aggregating to 1% or more of the paid-up equity share capital of the Company from the date of filing of the Draft Red Herring Prospectus till the date of this Pre-Issue and Price Band Advertisement.

| S. No.                            | Pre-Issue shareholding as at the date of DRHP  |                                        |                                    | Post-Issue shareholding as at Allotment <sup>(2)</sup> |                                     |                                           |                                     |
|-----------------------------------|------------------------------------------------|----------------------------------------|------------------------------------|--------------------------------------------------------|-------------------------------------|-------------------------------------------|-------------------------------------|
|                                   | Shareholders                                   | Number of Equity Shares <sup>(1)</sup> | Share holding (in%) <sup>(1)</sup> | At the lower end of the price band (₹120)              |                                     | At the upper end of the price band (₹127) |                                     |
|                                   |                                                |                                        |                                    | Number of Equity Shares <sup>(1)</sup>                 | Share holding (in %) <sup>(1)</sup> | Number of Equity Shares <sup>(1)</sup>    | Share holding (in %) <sup>(1)</sup> |
| A. Promoter                       |                                                |                                        |                                    |                                                        |                                     |                                           |                                     |
| 1.                                | Puspamitra Das                                 | 71,77,216                              | 51.87                              | 71,77,216                                              | 38.18                               | 71,77,216                                 | 38.18                               |
| B. Promoter Group                 |                                                |                                        |                                    |                                                        |                                     |                                           |                                     |
| 1.                                | Suryakanta Das                                 | Nil                                    | Nil                                | Nil                                                    | Nil                                 | Nil                                       | Nil                                 |
| 2.                                | Minati Das                                     | Nil                                    | Nil                                | Nil                                                    | Nil                                 | Nil                                       | Nil                                 |
| 3.                                | Vanita Das                                     | Nil                                    | Nil                                | Nil                                                    | Nil                                 | Nil                                       | Nil                                 |
| 4.                                | Baishalini Das                                 | Nil                                    | Nil                                | Nil                                                    | Nil                                 | Nil                                       | Nil                                 |
| 5.                                | Manija Das                                     | Nil                                    | Nil                                | Nil                                                    | Nil                                 | Nil                                       | Nil                                 |
| 6.                                | Mrigank Das                                    | Nil                                    | Nil                                | Nil                                                    | Nil                                 | Nil                                       | Nil                                 |
| 7.                                | Komleeswaren Petraja Bushanam Anandraj         | Nil                                    | Nil                                | Nil                                                    | Nil                                 | Nil                                       | Nil                                 |
| 8.                                | Lalitha Anandaraj Rajagopal                    | Nil                                    | Nil                                | Nil                                                    | Nil                                 | Nil                                       | Nil                                 |
| 9.                                | Navin Kumar Anandraj                           | Nil                                    | Nil                                | Nil                                                    | Nil                                 | Nil                                       | Nil                                 |
| 10.                               | PMD Venture Private Limited                    | Nil                                    | Nil                                | Nil                                                    | Nil                                 | Nil                                       | Nil                                 |
| 11.                               | VPP Universal LLP                              | Nil                                    | Nil                                | Nil                                                    | Nil                                 | Nil                                       | Nil                                 |
| C. Additional Top 10 Shareholders |                                                |                                        |                                    |                                                        |                                     |                                           |                                     |
| 1.                                | Shisan Consulting LLP                          | 27,88,982                              | 20.16                              | 27,88,982                                              | 14.84                               | 27,88,982                                 | 14.84                               |
| 2.                                | Purvesh Mukeshkumar Shah                       | 5,50,400                               | 3.98                               | 5,50,400                                               | 2.93                                | 5,50,400                                  | 2.93                                |
| 3.                                | Mahavir Lalchand Mehta(HUF)                    | 4,61,218                               | 3.33                               | 4,61,218                                               | 2.45                                | 4,61,218                                  | 2.45                                |
| 4.                                | Ashmavir Financial Consultants Private Limited | 4,45,052                               | 3.22                               | 4,45,052                                               | 2.37                                | 4,45,052                                  | 2.37                                |
| 5.                                | Nitin Vijay Pardeshi                           | 2,52,840                               | 1.83                               | 2,52,840                                               | 1.35                                | 2,52,840                                  | 1.35                                |
| 6.                                | Vishal Vasantrao Kokadwar                      | 2,33,060                               | 1.68                               | 2,33,060                                               | 1.24                                | 2,33,060                                  | 1.24                                |
| 7.                                | Harsha Sanjay Siroya                           | 2,23,600                               | 1.62                               | 2,23,600                                               | 1.19                                | 2,23,600                                  | 1.19                                |
| 8.                                | Tradelink Exim India Private Limited           | 1,93,500                               | 1.40                               | 1,93,500                                               | 1.03                                | 1,93,500                                  | 1.03                                |
| 9.                                | Invicta Continuum Fund I                       | 1,46,500                               | 1.06                               | 1,46,500                                               | 0.78                                | 1,46,500                                  | 0.78                                |
| 10.                               | Shreya Nishil Marfatia                         | 1,07,500                               | 0.78                               | 1,07,500                                               | 0.57                                | 1,07,500                                  | 0.57                                |

<sup>(1)</sup> Includes all options that have been exercised until date of Prospectus and any transfers of Equity Shares by existing shareholders after the date of the pre-issue and price band advertisement until date of Prospectus.

<sup>(2)</sup> Based on the Issue price of ₹[●] and subject to finalization of the basis of allotment.

BASIS FOR ISSUE PRICE



The “**Basis for Issue Price**” on page 108 of the Issue Document has been updated with the above price band. Please refer to the website of the BRLM i.e. [www.vivro.net](http://www.vivro.net) or scan the given QR code for the “**Basis for Issue Price**” updated with the above price band.

(Please scan this QR code to view Basis for Issue Price)

The Price Band and Issue Price will be determined by our Company in consultation with the Book running Lead Manager on the basis of assessment of market demand for the Equity Shares issued through the Book Building Process and on the basis of quantitative and qualitative factors as described below. The face value of the Equity Shares is ₹10 each, Floor Price is 12.00 times the face value and the Cap Price is 12.70 times the face value. Investors should read the following basis with the sections titled “Risk Factors”, “Restated Financial Information” and the chapter titled “Our Business” on page 31, 238 and 190, respectively, of the Red Herring Prospectus to get a more informed view before making any investment decisions. The trading price of the Equity Shares of our Company could decline due to these risk factors and you may lose all or part of your investments.

Qualitative Factors

Some of the qualitative factors and our strengths which form the basis for the Issue Price are:

1. Strong presence in fast growing real estate market of Pune and MMR;
2. Live mandates with significant saleable inventory;
3. Custom-built integrated technology platform driving operational excellence;
4. Marketing and sales expertise supported by operational efficiency;
5. Experienced and qualified leadership team with strong execution capabilities.

For more details on qualitative factors, refer to chapter “Our Business” on page 190 of the Red Herring Prospectus.

Quantitative Factors

The information presented in this section is derived from our Restated Consolidated Financial Statements. For more details on financial information, please see “Restated Financial Information” on page 238 of the Red Herring Prospectus. Investors should evaluate our Company taking into consideration its earnings and based on its growth strategy. Some of the quantitative factors which may form the basis for computing the price are as follows:

1. Basic and Diluted Earnings per Equity Share (“EPS”), adjusted for changes in capital:

| Financial period | Basic EPS (in ₹) | Diluted EPS (in ₹) | Weight |
|------------------|------------------|--------------------|--------|
| Fiscal 2025      | 11.71            | 11.54              | 3      |
| Fiscal 2024      | 5.99             | 5.48               | 2      |
| Fiscal 2023      | 13.70            | 12.53              | 1      |
| Weighted Average | 10.14            | 9.69               | -      |

Note: EPS has been calculated in accordance with Accounting Standard 20 – “Earnings per share”. The EPS has been adjusted for issuance of bonus shares in the ratio of 85:1.

As certified by M/s. SMMP & Company, Chartered Accountants, pursuant to their certificate dated September 16, 2025

- Notes:
1. Earnings per Share are in accordance with Accounting Standard 20 – Earnings per Share, as amended
  2. Basic Earnings per Equity Share (₹): Profit for the year, as restated, divided by Weighted average number of equity shares outstanding during the period/year
  3. Diluted Earnings per Equity Share (₹): Profit for the year, as restated, divided by Weighted average number of diluted equity shares outstanding during the period/year
  4. Weighted Average = Aggregate of year-wise weighted EPS divided by the aggregate of weights i.e. (EPS x Weight) for each year/Total of weights.
  5. The figures disclosed above are based on the Restated Consolidated Financial Statements.

2. Price Earning (P/E) Ratio in relation to Price Band of ₹ 120 to ₹ 127 per Equity Share:

| Particulars                              | P/E at the Floor Price of ₹ 120 (number of times) | P/E at the Cap Price ₹ 127 (number of times) |
|------------------------------------------|---------------------------------------------------|----------------------------------------------|
| Based on the basic EPS for fiscal 2025   | 10.25                                             | 10.85                                        |
| Based on the diluted EPS for fiscal 2025 | 10.40                                             | 11.00                                        |

3. Industry Peer Group P/E Ratio

There are no listed companies whose business operations are similar to those of the Company or are of a comparable size to that of the Company. Accordingly, it is not possible to provide an industry comparison in relation to the Company.

4. Return on Net Worth (“RoNW”):

| Financial period | RoNW (%) | Weight |
|------------------|----------|--------|
| Fiscal 2025      | 38.84    | 3      |
| Fiscal 2024      | 28.35    | 2      |
| Fiscal 2023      | 120.64   | 1      |
| Weighted Average | 48.98    | -      |

- Note:
- (1) Return on Net Worth (%) = Restated profit for the year/period divided by average net worth, where average net worth is calculated by dividing sum of closing net worth of the current year/period and closing net worth of the previous year/period by 2.
  - (2) Weighted average = Aggregate of year-wise weighted Return on Net Worth divided by the aggregate of weights i.e. (Return on Net Worth x Weight) for each year/Total of weights.
  - (3) Net worth = the aggregate value of the paid-up share capital and all reserves created out of the profits and securities premium account and debt or credit balance of profit and loss account, after deducting the aggregate value of the accumulated losses, deferred tax assets, deferred expenditure and miscellaneous expenditure not written off, but does not include reserves created out of revaluation of assets, write-back of depreciation and amalgamation.

5. Net Asset Value per Equity Share :

| Net Asset Value per Equity Share | NAV per Equity Share (₹)* |
|----------------------------------|---------------------------|
| Fiscal 2025                      | 37.15                     |
| After the Issue                  |                           |
| -At Floor Price                  | 59.01                     |
| -At Floor Price                  | 60.86                     |
| Issue Price*                     | [●]                       |

\*To be included upon the finalization of issue price on the basis of allotment

\*The NAV has been adjusted for the issuance of bonus shares in the ratio of 85:1

- Note:
- (1) Net Asset Value per Equity Share = Net worth derived from Restated Consolidated Financial Statements as at the end of the year divided by number of equity shares outstanding as at the end of the year as per Restated Consolidated Financial Statements.
  - (2) The “Net worth” defined above is in accordance with 2(i)(ii)(h) of the SEBI/ICDR Regulations. i.e. “net worth” means the aggregate value of the paid-up share capital and all reserves created out of the profits and securities premium account and debt or credit balance of profit and loss account, after deducting the aggregate value of the accumulated losses, deferred expenditure, debenture redemption reserves and miscellaneous expenditure not written off, as per the audited balance sheet, but does not include reserves created out of revaluation of assets, write-back of depreciation and amalgamation.

6. Comparison of accounting ratios with Industry Peers

There are no listed companies whose business operations are similar to that of our Company or are of a comparable size to that of our Company. Accordingly, it is not possible to provide an industry comparison in relation to our Company.

7. Key Financial and Operational Performance Indicators

The table below sets forth the details of the key financial and operational performance indicators (“KPIs”) that our Company considers have a bearing for arriving at the basis for Issue Price. These KPIs have been used historically by our Company to understand and analyse business performance, which in result, help us in analysing the growth of various vertical segments. The Bidders can refer to the below-mentioned KPIs to make an assessment of our Company’s performance in various business verticals and make an informed decision.

The KPIs disclosed below have been approved by a resolution of our Audit Committee dated September 05, 2025 and the Audit Committee has confirmed that the KPIs pertaining to our Company that have been disclosed to investors at any point of time during the three years period prior to the date of the Red Herring Prospectus have been disclosed in this section and have been subject to verification and certification by M/s SMMP & Company, Chartered Accountants, bearing firm registration number 120438W, pursuant to certificate dated September 16, 2025, which has been included as part of the “Material Contracts and Documents for Inspection” on page 434 of the Red Herring Prospectus.

Our Company confirms that it shall continue to disclose all the KPIs included in this section on a periodic basis, at least once in a year (or any lesser period as determined by the Board of our Company), for a duration of one year after the date of listing of the Equity Shares on the Stock Exchange or till the complete utilization of the proceeds of the Fresh Issue as per the disclosure made in the Objects of the Issue Section, whichever is later or for such other duration as may be required under the SEBI/ICDR Regulations, 2018.

For details of our key operating, financial and other operating metrics disclosed elsewhere in the Red Herring Prospectus, see “Our Business” on page 190 and “Management’s Discussion and Analysis of Financial Condition and Result of Operations” on page 272 of the Red Herring Prospectus.

Set forth below are KPIs which have been used historically by our Company to understand and analyse the business performance, which in result, help us in analyzing the growth of various verticals of the Company that have a bearing for arriving at the Basis for the Issue Price:

| (₹ in lakhs except percentages and ratios) |                                                                                                   |             |             |             |
|--------------------------------------------|---------------------------------------------------------------------------------------------------|-------------|-------------|-------------|
| Sr. No.                                    | Particulars                                                                                       | Fiscal 2025 | Fiscal 2024 | Fiscal 2023 |
| 1                                          | Revenue from Operations (₹ in lakhs)                                                              | 8,135.19    | 5,938.28    | 7,044.08    |
| 2                                          | Earnings before Interest, Tax, Depreciation and Amortisation (EBITDA) (₹ in lakhs) <sup>(a)</sup> | 2,149.30    | 946.81      | 2199.87     |
| 3                                          | EBITDA Margins (%) <sup>(b)</sup>                                                                 | 26.33%      | 15.93%      | 31.18%      |
| 4                                          | Profit after Tax (PAT) (₹ in lakhs)                                                               | 1,521.13    | 669.44      | 1,529.77    |
| 5                                          | PAT Margins (%) <sup>(c)</sup>                                                                    | 18.63%      | 11.26%      | 21.68%      |
| 6                                          | Cash Profit after Tax (₹ in lakhs) <sup>(d)</sup>                                                 | 1,559.78    | 710.72      | 1,562.75    |
| 7                                          | Current Ratio <sup>(e)</sup>                                                                      | 3.30        | 2.85        | 3.10        |
| 8                                          | Debt-Equity Ratio <sup>(f)</sup>                                                                  | 0.32        | 0.09        | 0.18        |
| 9                                          | Return on Equity (%) <sup>(g)</sup>                                                               | 38.84%      | 28.35%      | 120.64%     |
| 10                                         | Return on Capital Employed (%) <sup>(h)</sup>                                                     | 44.18%      | 34.31%      | 136.48%     |
| 11                                         | Gross value of inventory sold (₹ in lakhs) <sup>(i)</sup>                                         | 2,33,808.38 | 1,98,653.51 | 2,13,336.00 |

As certified by statutory auditors M/s. SMMP & Company, Chartered Accountants, vide their certificate dated September 16, 2025

- Notes:
- a. EBITDA has been calculated as a sum of profit before tax, finance costs and depreciation and amortization.
  - b. EBITDA Margins is calculated as EBITDA divided by total income.
  - c. PAT Margins (%) is calculated as Profit After Tax earned to the balance sheet divided by Total Income.
  - d. Cash Profit After Tax is calculated as a sum of Profit After Tax to the balance sheet and Depreciation and Amortization as per Restated Consolidated Financial Statements.
  - e. Current Ratio is calculated as Total Current Assets divided by Total Current Liabilities.
  - f. Debt-Equity Ratio is calculated as Total Debt divided by Adjusted Net-Worth as per Restated Consolidated Financial Statements. Total Debt is calculated as a sum of Long-Term Borrowings and Short-Term Borrowings (including current maturity of long-term borrowings).
  - g. Return on Equity is calculated as Restated profit after tax carried to the balance sheet for the year divided by average net worth, where average net worth is calculated by dividing sum of closing adjusted net worth of the current fiscal year and closing adjusted net worth of the previous fiscal year by 2. The adjusted net worth of FY 2022 is taken from restated consolidated financial statements.
  - h. Return on Capital Employed is calculated as Earnings Before Interest and Tax divided by Average Capital Employed. Average Capital Employed is calculated by dividing the sum of closing capital employed of the current fiscal year and closing capital employed of the previous fiscal year by 2. Capital employed is calculated as the sum of adjusted net worth and Long-Term and Short-Term Borrowings. Capital Employed of FY 2022 is taken from restated consolidated financial statements.
  - i. Gross Value of Inventory Sold represents the aggregate value of inventory sold by the company during the respective financial years, net of cancellation, if any.

8. Description on the historic use of the KPIs by our Company to analyse, track or monitor the operational and/or financial performance of our Company

The KPIs disclosed below have been used historically by the Company to understand and analyze the business performance, which in result, help it in analyzing the growth of various verticals, and other relevant and material KPIs of the business of the Company that have a bearing for arriving at the Basis for Issue Price have been disclosed below. The KPIs set forth above have been approved by the Audit Committee pursuant to its resolution dated September 5, 2025.

The list of the KPIs along with brief explanation of the relevance of the KPIs for the business operations of the Company are set forth below:

| Sr. No. | KPIs                                                                  | Explanation                                                                                                                                                                                            |
|---------|-----------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1.      | Revenue from Operations                                               | Revenue from operation provides information regarding growth of our business operations over the period                                                                                                |
| 2.      | Earnings before Interest, Tax, Depreciation and Amortisation (EBITDA) | EBITDA provides information regarding operational profitability and the financial performance of the business.                                                                                         |
| 3.      | EBITDA Margins (%) performance of our business.                       | EBITDA margin provides the financial benchmarking against peers as well as to compare against the historical                                                                                           |
| 4.      | Profit after Tax (PAT)                                                | PAT provides information regarding the overall Profitability of our business.                                                                                                                          |
| 5.      | PAT Margins (%)                                                       | PAT margin is an indicator of the overall profitability of our business and provides the financial benchmarking against peer as well as to compare against the historical performance of our business. |
| 6.      | Cash Profit after Tax                                                 | Cash Profit after Tax is an indicator which denotes profit generated from our business operations during the period before adjusting the non-cash items.                                               |
| 7.      | Current Ratio                                                         | Current ratio is an indicator of short-term solvency i.e., company’s ability to pay short-term obligations or those due within one year.                                                               |
| 8.      | Debt-Equity Ratio                                                     | Debt Equity Ratio is an indicator of overall leverage of our Company                                                                                                                                   |
| 9.      | Return on Equity (%)                                                  | RoE provides how efficiently the Company generates profits from average shareholders’ funds.                                                                                                           |
| 10.     | Return on Capital Employed (%)                                        | RoCE provides how efficiently our Company generates earnings from the capital employed in our business.                                                                                                |
| 11.     | Gross Value of Inventory Sold                                         | To measure their overall sales effectiveness and business performance                                                                                                                                  |

9. Comparison of KPIs with listed industry peers

There are no listed companies whose business operations are similar to that of our Company or are of a comparable size to that of our Company. Accordingly, it is not possible to provide an industry comparison in relation to our Company.

10. Comparison of Key Performance Indicators over time shall be explained based on additions or dispositions to our business

Our Company has not made any additions or dispositions to its business during the eleven months period ended Fiscals 2025, 2024 and 2023. For further details see “History and Certain Corporate Matters” on page 210 the Red Herring Prospectus.

11. Weighted Average Cost of Acquisition, Floor Price and Cap Price

- a. Price per share of the Company (as adjusted for corporate actions, including split, bonus issuances) based on primary issuances of Equity Shares or convertible securities (excluding Equity Shares issued under Employee Stock Option Scheme and issuance of Equity Shares pursuant to a bonus issue) during the 18 months preceding the date of the Red Herring Prospectus, where such issuance is equal to or more than 5% of the fully diluted paid-up share capital of the Company in a single transaction or multiple transactions combined together over a span of rolling 30 days (“Primary Issuances”)

The details of the Equity Shares or convertible securities, excluding issuance of bonus shares, during the 18 months preceding the date of the Red Herring Prospectus, where such issuance is equal to or more than 5% of the fully diluted paid-up share capital of the Company (calculated based on the pre-Issue capital before such transaction(s)), in a single transaction or multiple transactions combined together over a span of rolling

| Date of allotment                    | No. of shares transacted | Face Value (in ₹) | Issue price per share | Nature of allotment     | Nature of consideration | Total consideration (in ₹ lakhs) |
|--------------------------------------|--------------------------|-------------------|-----------------------|-------------------------|-------------------------|----------------------------------|
| 4-Jun-24                             | 12,096                   | 10                | 1,500                 | Conversion of debenture | Other than Cash         | 181.44                           |
| 27-Aug-24                            | 18,929                   | 10                | 5,283                 | Private Placement       | Cash                    | 1,000.02                         |
| Total                                | 31,025                   |                   |                       |                         |                         | 1,181.46                         |
| Weighted Average cost of acquisition |                          |                   |                       |                         |                         | ₹ 44.28*                         |

\*Adjusted for bonus issue of 85:1

Except as stated above, it is confirmed that there are no primary/new issue of shares, equal to or more than 5% of the fully diluted paid-up share capital of the Company (calculated on the pre-issue capital on the date of allotment) in the 18 months prior to the date of the Red Herring Prospectus.

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