

TRACK RECORD OF THE PUBLIC ISSUES MANAGED BY THE MERCHANT BANKER IN THE LAST 3 FINANCIAL YEARS

A. For Equity Issues

Name of the issue: East India Securities Limited

- | | | |
|---|---|----------------------|
| 1 | Type of issue (IPO/ FPO) | IPO (Offer for Sale) |
| 2 | Issue size (Rs crore) | 92.736 |
| 3 | Grade of issue alongwith name of the rating agency | NA |
| 4 | Subscription level (number of times). If the issue was undersubscribed, please clarify how the funds were arranged. | 1.4765 |
| 5 | QIB holding (as a % of total outstanding capital) as disclosed to stock exchanges (See Regulation 31 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015 (as amended)) | |
| | (i) allotment in the issue | Nil |
| | (ii) at the end of the 1st Quarter immediately after the listing of the issue | NA |
| | (iii) at the end of FY 2018 | NA |
| | (iv) at the end of FY 2019 | NA |
| | (v) at the end of FY 2020 | NA |

- 6 Financials of the issuer (as per the annual financial results submitted to stock exchanges under Regulation 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015 (as amended))

(Rs. in crores)

Parameters	FY 18*	FY 19*	FY 20*
Income from operations	44.86	NA	NA
Net Profit for the period	42.9	NA	NA
Paid-up equity share capital	3.66	NA	NA
Reserves excluding revaluation reserves	300.33	NA	NA

* As per Audited Financial Results filed with BSE for the FY ending 31.03.2018

- 7 Trading status in the scrip of the issuer (whether frequently traded (as defined under Regulation 2 (j) of SEBI (SAST) Regulations, 2011) or infrequently traded/delisted/ suspended by any stock exchange, etc.)
- | | |
|---------------------------|-----|
| (i) at the end of FY 18 | NA* |
| (ii) at the end of FY 19 | NA |
| (iii) at the end of FY 20 | NA |
- (* Since listed on 13th March, 2018, so 12 months average cannot be calculated)
- 8 Change, if any, in directors of issuer from the disclosures in the offer document (See Regulation 30 read with Schedule III Part A of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015 (as amended))
- | | |
|---------------------------|------------|
| (i) at the end of FY 18 | No Changes |
| (ii) at the end of FY 19 | NA |
| (iii) at the end of FY 20 | NA |

Note: Mr. Adrish Ray, Independent Director has resigned his office w.e.f 15th May, 2018

(Source: Corporate Announcements at BSE SME Website)

- 9 Status of implementation of project/ commencement of commercial production (as submitted to stock exchanges under Regulation 33(1)(e) read with Schedule IV Part A of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015 (as amended))
- | | |
|---|----|
| (i) as disclosed in the offer document | NA |
| (ii) Actual implementation | NA |
| (iii) Reasons for delay in implementation, if any | NA |
- 10 Status of utilization of issue proceeds (as submitted to stock exchanges under under Regulation 33(1)(e) read with Schedule IV Part A of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015 (as amended))
- | | |
|--|-----|
| (i) as disclosed in the offer document | NA* |
| (ii) Actual utilization | NA* |
| (iii) Reasons for deviation, if any | NA* |
- (To be submitted till the time the issue proceeds have been fully utilised)
 (* Not applicable since it is an offer for sale)
- 11 Comments of monitoring agency, if applicable (See Regulation 41 of SEBI (ICDR) Regulations, 2018 read with Regulation 32 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015 (as amended))
- (a) Comments on use of funds
 (b) Comments on deviation, if any, in the use of proceeds of the issue from the objects stated in the offer document
 (c) Any other reservations expressed by the monitoring agency about the end use of funds

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12 Price-related data

Issue price (Rs): 920
Listing Date: 3/13/2018

Price parameters	At close of listing day	At close of 30th calendar day from listing day	At close of 90th calendar day from listing day	As at the end of FY 2018			As at the end of FY 2019			As at the end of FY 2020		
				Closing price	High (during the FY)	Low (during the FY)	Closing price	High (during the FY)	Low (during the FY)	Closing price	High (during the FY)	Low (during the FY)
Market Price	930	939.5	938	930.5	942	921.9	NA	NA	NA	NA	NA	NA
Index (of the Designated Stock Exchange):	33856.78	34101.13	35692.52	32968.68	34077.32	32483.84	NA	NA	NA	NA	NA	NA
Sectoral Index (mention the index that has been considered and reasons for considering the same)	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA

Source: BSE SME website

13 Basis for Issue Price and Comparison with Peer Group & Industry Average (Source of accounting ratios of peer group and industry average may be indicated; source of the accounting ratios may generally be the same, however in case of different sources, reasons for the same may be indicated)

Accounting ratio	Name of company	As disclosed in the offer document (See Clause (2) (VII) (K) of Schedule VIII to SEBI (ICDR) Regulations, 2009)	At the end of FY 2018*	At the end of FY 2019	At the end of FY 2020
EPS	East India Securities Ltd	75.64	75.6	NA	NA
	Peer Group:				
	Geojit Financial Services Limited	1.9	1.9	NA	NA
	Abhinav Capital Services Ltd	1.1	4.98	NA	NA
	Aditya Birla Money Limited	1.1	1.79	NA	NA
P/E	East India Securities Ltd	12.16	-	NA	NA
	Peer Group:				
	Geojit Financial Services Limited	49.5	38.6	NA	NA
	Abhinav Capital Services Ltd	4.6	13.96	NA	NA
	Aditya Birla Money Limited	53.2	28.04	NA	NA
	Industry Avg	48.5	39.7	NA	NA
RoNW	East India Securities Ltd	10.62	11.3	NA	NA
	Peer Group:				
	Geojit Financial Services Limited	11.8	11.8	NA	NA
	Abhinav Capital Services Ltd	15.9	13.67	NA	NA
	Aditya Birla Money Limited	-	-	NA	NA
NAV per share based on balance sheet	East India Securities Ltd	712.06	711.5	NA	NA
	Peer Group:				
	Geojit Financial Services Limited	16.6	16.6	NA	NA
	Abhinav Capital Services Ltd	31.5	36.45	NA	NA
	Aditya Birla Money Limited	6	-	NA	NA

(1) RoNW has been computed as net profit / loss after tax divided by Share Capital + Reserves and Surplus at the end of the year

(2) NAV per Equity Share represents Net Worth divided by the number of equity shares outstanding as at the end of financial year

(3) EPS, RoNW & NAV - as on 31.03.2018

(4) P/E - based on basic EPS as resulted for FY 2017-18

Source: Prospectus and Capital Market; Vol. XXXII/25 Jan 29 - Feb 11, 2018; Capital

Market; Vol. XXXIII/03 Mar 26 - Apr 08, 2018 for FY ended 31.03.2018

Annual Report of Abhinav Capital Services Limited for FY ended 2017-18

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14 Any other material information

NA

Note: (i) Since the shares of the company were listed on 13-03-2018 we are considering March 31, 2018 as 1st Financial year.

DISCLAIMER

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