

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)	92.73
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.	1.48
5 QIB holding (as a % of total outstanding capital) as disclosed to stock exchanges (See Clause 35 of the listing agreement)	NA
(i) allotment in the issue	
(ii) at the end of the 1st Quarter immediately after the listing of the issue	
(iii) at the end of FY 2018*	NA
(iv) at the end of FY 2019*	NA
(v) at the end of FY 2020*	NA

Source: Shareholding pattern filed with the Stock exchanges and the Basis of Allotment

* Information not provided as the relevant Quarter/fiscal years have not completed

6 Financials of the issuer (as per the annual financial results submitted to stock exchanges under Clause 41 of the listing agreement)

Parameters	FY 18 (Rs. In Million)	FY 19*	FY 20*
Income from operations	448.6	NA	NA
Net Profit for the period	429.01	NA	NA
Paid-up equity share capital	36.67	NA	NA
Reserves excluding revaluation reserves	2574.37	NA	NA

* Information not provided as the relevant fiscal years have not completed

FY18: Source:BSE website

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.)

at the end of FY 2018*	Active
at the end of FY 2019*	NA
at the end of FY 2020*	NA

* Information not provided as the relevant fiscal years have not completed

8 Change, if any, in directors of issuer from the disclosures in the offer document (See Clause 30 of the listing agreement)

at the end of FY 2018*	No changes till 31st March 2018
at the end of FY 2019*	NA
at the end of FY 2020*	NA

* Information not provided as the relevant fiscal years have not completed

9 Status of implementation of project/ commencement of commercial production (as submitted to stock exchanges under Clause 41 (IV) (e) of the listing agreement)

(i) as disclosed in the offer document*	NA
(ii) Actual implementation*	NA
(iii) Reasons for delay in implementation, if any*	NA

* Information not provided as the relevant fiscal years have not completed

10 Status of utilization of issue proceeds (as submitted to stock exchanges under Clauses 41, 43 and 43A of the listing agreement)

(i) as disclosed in the offer document*	NA
(ii) Actual utilization*	NA
(iii) Reasons for deviation, if any*	NA

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11 **Comments of monitoring agency, if applicable (See Regulation 16 of SEBI (ICDR) Regulations, 2009 read with Clause 43A of the listing agreement)**

(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** NA

(c) **Any other reservations expressed by the monitoring agency about the end use of funds** NA

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12 **Price- related data**

Issue price (Rs): 920
Listing Date: 13/03/2018

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*	
				Closing price	High (during the FY)	Low (during the FY)	Closing price	High (during the FY)
Market Price	930	939.5	NA	930.5	942	921.9	NA	NA
Index (BSE SENSEX):	33856.78	34101.13	NA	32968.68	34077.32	32483.84	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

* Information is provided for the period 13-03-2018 to 31-03-2018

** There is no comparable sectoral index

Source: www.bseindia.com

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	At the end of FY 2018*	At the end of FY 2019*	At the end of 3rd FY 2020*
EPS	East India Securities Ltd	75.64	NA	NA	NA
	Peer Group:				
	Geojit Financial Services Limited	1.9	NA	NA	NA
	Abhinav Capital	1.1	NA	NA	NA
	Aditya Birla Money Limited	1.1	NA	NA	NA
P/E	East India Securities Ltd	12.16	NA	NA	NA
	Peer Group:				
	Geojit Financial Services Limited	49.5	NA	NA	NA
	Abhinav Capital	4.6	NA	NA	NA
	Aditya Birla Money Limited	53.2	NA	NA	NA
RoNW	East India Securities Ltd	10.62	NA	NA	NA
	Peer Group:				
	Geojit Financial Services Limited	11.8	NA	NA	NA
	Abhinav Capital	15.9	NA	NA	NA
	Aditya Birla Money Limited	-	NA	NA	NA
NAV per share based on balance sheet	East India Securities Ltd	712.06	NA	NA	NA
	Peer Group:				
	Geojit Financial Services Limited	16.6	NA	NA	NA
	Abhinav Capital	31.5	NA	NA	NA
	Aditya Birla Money Limited	6	NA	NA	NA

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14 **Any other material information**

NA

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2019*	As at the end of FY 2020*		
Low (during the FY)	Closing price	High (during the FY)	Low (during the FY)
NA	NA	NA	NA
NA	NA	NA	NA
NA	NA	NA	NA