

IN THE NATURE OF ABRIDGED PROSPECTUS – MEMORANDUM CONTAINING SALIENT FEATURES OF THE PROSPECTUS INVESTOR'S UNDERTAKING FOR APPLICATION FORM

(IN CASE OF A JOINT APPLICATION, THE CONFIRMATIONS, AUTHORIZATIONS, UNDERTAKINGS AND REPRESENTATIONS MADE BY THE FIRST APPLICANT WILL BE DEEMED TO HAVE BEEN MADE ON BEHALF OF ALL JOINT APPLICANTS. THE FIRST APPLICANT SHALL BE LIABLE FOR ALL THE OBLIGATIONS ARISING OUT OF THE OFFER OF EQUITY SHARES.)

On the basis of the Company's Prospectus registered with ROC and having studied the attached details as per the Abridged Prospectus. I/We hereby apply for allotment of the Equity Shares to me/us upto my/our application for maximum number of Equity Shares at the Issue Price out of the above Public Issue. I/We hereby confirm that I am / We are eligible person to invest in this Issue in accordance with applicable laws. The amount payable on application as shown below is remitted herewith. I/We hereby agree to accept the Equity Shares applied for, or such lesser number of Equity Shares as may be allotted to me/us, subject to the terms of the Prospectus, the Application Form and other applicable laws. I/We undertake that I/we will sign all such other documents and do all such acts, if any, necessary on my/our part to enable me/us to be registered as the holder(s) of the Equity Shares which may be allocated/allotted to me/us. I/We authorise you to place my/our name(s) on the Register of Members of the Company as holders of the Equity Shares that may be allocated/allotted and to register my/our address(es) as given below. I/We note that in case of QIB applicant, the (i) SCSB and (ii) the LM have the right to reject the application at the time of acceptance of application form provided that the reasons for rejecting the same shall be provided to applicant in writing, whereas it has the right to reject it from Non-Institutional applicant and retail individual applicant, the Company in consultation with the LM would have a right to reject the application only on technical grounds and/ or as specified in the Prospectus. In the event, the amount paid by me/us is not correct, I/we understand that this application will be rejected. It is clearly understood that the shares allotted to me/us would be *pari passu* in all respects including dividend.

Nationality and Residency (Tick whichever is applicable in the box and strike out whichever is not applicable in text).

I/We confirm that : (1) EITHER I am /we are Indian national(s), resident in India and I am/we are not applying for the said Equity Shares as nominees of any person resident outside India or foreign nationals OR I am/we are Indian national(s), resident in India and I am/we are applying for the said Equity Shares as power of attorney holder(s) of Non-Resident Indian(s) as mentioned on non-repatriation basis OR I am/we are Indian national(s) resident outside India and I am/we are applying for the said Equity Shares on my/our own behalf through NRO Account on non-repatriation basis; (2) I am/We are, or at the time the Equity Shares are purchased will be, the beneficial owner of such Equity Shares; (3) I am /We are not an affiliate of the Company or a person acting on behalf of such affiliate; I am / We are not prohibited from accessing capital market under any order / ruling / judgement etc. of any regulatory authority including SEBI. I/We confirm that my/our application is in compliance with the applicable Indian and Foreign laws. The Equity Shares have not been, and will not be, registered under the U.S. Securities Act 1933, as amended (the "Securities Act") or any state securities laws in the United States and may not be offered or sold within the United States except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the Securities Act. Accordingly, the Equity Shares will be offered and sold only outside the United States in compliance with Regulation S of Securities Act and the applicable laws of jurisdiction where those offers and sales occur. The Equity Shares have not been, and will not be, registered, listed or otherwise qualified in any other jurisdiction outside India and may not be offered or sold, and Applications may not be made by persons in any such jurisdiction, except in compliance with the applicable laws of such jurisdiction. I/We Confirm that the Equity Shares applied by me/ us do not exceed the relevant regulatory approvals/limits.

FOR QIB APPLICANTS: We confirm that the Maximum Equity Shares applied for by us do not exceed the relevant regulatory approvals/limits. I/We am/are not prohibited from accessing capital markets under any order/ruling/ judgment of any regulatory, judicial or any other authority, including SEBI or under the provisions of any law, regulation or statute.

Further: (1) In accordance with ASBA process provided in the SEBI Regulations and as disclosed in the Prospectus, I/We authorize (a) the Lead Manager or the Collecting Agents or the Registered Brokers (at Broker Centers) or the SCSB or DP or the RTA as the case may be, to do all acts as are necessary to make the Application in the Issue, including uploading my/our Application, blocking or unblocking of funds in the bank account maintained with the SCSB as specified in the Application Form, transfer of funds to the Public Issue Account on receipt of instruction from Registrar to the Issue after finalization of Basis of Allotment. (2) In case the amount available in the specified bank account is insufficient, SCSB shall reject the Application. (3) I/We hereby authorize the Lead Manager or the Collecting Agents or the Registered Brokers (at Broker Centers) or the SCSB or DP or the RTA, as the case may be, to make relevant revisions as may be required to be done in the Application, in the event of a price revision.

INSTRUCTIONS FOR FILLING UP THE APPLICATION FORM

- The Applications should be submitted on the prescribed Application Form and in BLOCK LETTERS in ENGLISH only in accordance with the instructions contained herein and in the Prospectus. Applications not so made are liable to be rejected.
- Applicants should note that on the basis of name of the Applicants, PAN, Depository Participant's name, Depository Participant Identification number, Client ID and Beneficiary Account Number provided by them in the Application Form; the Registrar to the Issue will obtain from the Depository the demographic details registered with Depository Participant to be used for allotment, technical rejection or unblocking of ASBA Account. Hence, Applicants are advised to immediately update their details as appearing on the records of the depository participant. Please note that failure to do so could result in failure in allotment of Equity Shares, delays in unblocking of the ASBA Account of Applicants; at the Applicants sole risk and neither the LM nor the Registrar nor the SCSB nor the Company shall have any responsibility and the LM, the Registrar or Company will not undertake any liability for the same. Hence, Applicants should carefully fill in their Depository Account details in the Application Form. These Demographic Details would be used for all correspondence with the Applicants including mailing of the CANs / Allocation Advice. The Demographic Details given by Applicants in the Application Form would not be used for any other purpose by the Registrar to the Issue. By signing the Application Form, the Applicant would be deemed to have authorized the depositories to provide, upon request, to the Registrar to the Issue, the required Demographic Details as available on its records.
- TERMS OF PAYMENT / PAYMENT INSTRUCTIONS:** The entire Issue Price of ₹ 920/- per share is payable on application. In case of allotment of lesser number of Equity shares than the number applied, the Company shall unblock the excess amount paid on Application to the Applicants.
- Please tick category as applicable to ensure proper upload of Application in Stock Exchange System.
- Please tick investor status as applicable. Please ensure investor status is updated in your depository records.
- Cash/Stock invest/ money orders/ postal orders/ DD/ Cheque will not be accepted. All applicant on applying on a repatriation basis by using the Non- Resident Forms are required to authorise their SCSB to block their NRE/ FCNR ASBA Accounts and all NRI Applicants applying on a Non- Repatriation Basis by using Resident forms are required to authorise their SCSB to block their Non- Resident Ordinary (NRO) Accounts for the full application amount at the time of the submission of the Application Form, the NRI Applicants can obtain Application Form from the Company's Registered Office or from LM's Office. Applicants please ensure that your Bank has notified an SCSB Branch in the city where Application Form is being submitted.
- Name of Sole/ First Applicant should be exactly the same as it appears in the depository records. In case of Application jointly, only the name of the first Applicant (which should be the first name in which the beneficiary account is held) should be provided in the Application Form.
- The first applicant, should mention his/her PAN allotted under the Income Tax Act, and any Application Form without the PAN is liable to be rejected.
- Only the first Applicant is required to sign the application form/ revision form. Thumb impressions and signatures other than in the languages specified in the Eighth Schedule to the Constitution of India must be attested by a Magistrate or a Notary Public or a Special Executive Magistrate under official seal. Signature of bank account holder is mandatory.
- Other Instructions:** a. Application must be made only in the prescribed Application Form. b. All Applicants must participate in the Offer only through the ASBA process. c. Ensure that all applicable documents in support of Application are attached with the Application Form. d. Applicant should note that the Registered Brokers, Collecting Agent and / or SCSB's / DP/ RTA will not be liable for errors in data entry due to incomplete or illegible Application Form.
- Market Lot and Trading Lot:** The trading of the Equity Shares will happen in the minimum contract size of 160/- Equity Shares and the same may be modified by BSE from time to time by giving prior notice to investors at large. Allocation and allotment of Equity Shares through this Offer will be done in multiples of 160/- Equity Share subject to a minimum allotment of 160/- Equity Shares to the successful applicants. For further details please refer to the section titled "Terms of the Issue" in the Prospectus.
- Maximum and Minimum Application Size:** (a) **For Resident Retail Individual Applicants:** The Application must be for a minimum of 160 Equity Shares. As the Application Price payable by the Applicant cannot exceed Rs. 2,00,000, they can make Application for upto 160 Equity Shares. (b) **For Other Applicants (Non Institutional Applicants and QIBs):** The Application must be for a minimum of such number of Equity Shares that the Application Amount exceeds Rs. 2,00,000 and in multiples of 160 Equity Shares thereafter. An Application cannot be submitted for more than the Issue Size. However, the maximum Application by a QIB investor should not exceed the investment limits prescribed for them by applicable laws. Under existing SEBI Regulations, a QIB Applicant and Non- Institutional Applicant cannot withdraw its Application or lower the size of their application at any stage. Applicants are advised to ensure that any single Application from them does not exceed the investment limits or maximum number of Equity Shares that can be held by them under applicable law or regulation or as specified in the Prospectus.
- The applicants may note that in case the DPID, Client ID and PAN mentioned in the Application Form and entered into the electronic biddings systems of the Stock Exchange do not match with the DP ID, Client ID and PAN available in the Depository database, the Application Form is liable to be rejected.

Note : Terms used but not defined herein shall have the meaning assigned to such terms in the Prospectus.

----- TEAR HERE -----

<ul style="list-style-type: none"> In case of queries related to allocation / credit of allocated equity shares, the Investors should contact Registrar to the Issue. In case of Application submitted to the SCSBs, the Investors should contact the relevant SCSB. In case of queries related to upload of Application submitted to the Registered Broker/DP/RTA/Collecting Agent the Investors should contact the relevant intermediaries. 	<p style="text-align: center;">COMPANY CONTACT DETAILS</p> <p>EAST INDIA SECURITIES LIMITED CIN: U67120WB1995PLC072026 Registered Office: 10/1D Lal Bazar Street, Mercantile Building, Kolkata- 700001, India. Tel. No.: +91 (033) 40205929; Fax No.: +91 (033) 23586631 Email: sme.ip@eiscec.com Website: http://www.eiscec.com Contact Person: Mr. Anupam Jain, Company Secretary and Compliance Officer</p>	<p style="text-align: center;">REGISTRAR CONTACT DETAILS</p> <p>CAMEO CORPORATE SERVICES LIMITED Registered Office: "Subramanian Building", #1, Club House Road, Chennai 600 002. Tel: +91-44-40020700, 28463090; Fax: +91-44-28460129 Email: investor@cameoindia.com; Website: www.cameoindia.com Contact Person: Mr. R. D. Ramasamy, Director SEBI Registration Number: INR0000003753</p>
--	---	---

IN THE NATURE OF ABRIDGED PROSPECTUS – MEMORANDUM CONTAINING SALIENT FEATURES OF THE PROSPECTUS APPLICANT'S UNDERTAKING FOR REVISION FORM

I/We (on behalf of joint applicants, if any) confirm that the Acknowledgement slip for my/our applications are enclosed for the revisions which are being requested. I/We agree to be bound by all the terms & conditions mentioned in the Bid cum Application Form submitted earlier by me/us.

I/We (on behalf of joint applicants, if any) authorise you to reject this Application Revision Form, in case any of the details of my existing Applications as appearing on the electronic system of the stock exchange do not tally with the details given in this Revision Form.

INSTRUCTIONS FOR FILLING UP THE APPLICATION REVISION FORM

- Name of Sole/ First Applicant should be exactly the same as it appears in the depository records.
- Total Amount payable must be calculated for the Equity Shares applied for at Issue Price. Total amount to be paid must be calculated net of total amount paid at the time of submission of Application Form. Applicants, please ensure that your Bank has notified an SCSB Branch in the city where Application Form is being submitted.
- Only the first applicant is required to sign the Application Form /Revision Form. Thumb impressions and signatures other than in the languages specified in the Eighth Schedule to the Constitution of India must be attested by a Magistrate or a Notary Public or a Special Executive Magistrate under official seal. If the first applicant is not the account holder, ensure that the Application Form is signed by the account holder.
- Other Instructions: a. Revision to application must be made only in the prescribed Revision Form, as applicable. b. Applications must be completed in full, in BLOCK LETTERS in ENGLISH. Applicants should note that the Syndicate Members/ SCSBs/Collecting Agents/Registered Brokers/RTA/CDP will not be liable for errors in data entry due to incomplete or illegible Revision Forms. c. Ensure that Acknowledgement slip for your Application and any other applicable documents in support of the revision are attached with the Revision Form; and d. Applicant shall only be required to pay the amount in excess of their original application Amount (if any) upon an upward revision of their Application.

ISSUE STRUCTURE

Particulars	Net Issue to Public	Market Maker Reservation Portion
Number of Equity Shares*	9,57,600 Equity Shares	50,400 Equity Shares
Percentage of Issue Size available for allocation	95% of the Issue Size; 26.11 % of the Post Issue Paid-up Capital	5% of the Issue Size; 1.37% of the Post Issue Paid-up Capital
Basis of Allotment/Allocation if respective category is oversubscribed	Proportionate subject to minimum allotment of 160 Equity shares and Further Allotment in multiples of 160 Equity Shares each. For Further details please refer to the section titled "Offer Structure" on Page 206 of the Prospectus	Firm Allotment
Mode of Application	All the Applicants shall make the Application (online or physical) through ASBA Process only	Through ASBA mode only
Minimum Application Size	For Other than Retail Individual Investors: Such number of Equity Shares in multiples of 160 Equity Shares such that the Application Value exceeds ₹ 2,00,000. For Retail Individuals: 160 Equity Shares at offer price of ₹920 each.	50,400 Equity shares at offer price of ₹920 each
Maximum Bid	For Other than Retail Individual Investors: The maximum application size is the Net Offer to public subject to limits the investor has to adhere under the relevant laws and regulations applicable. For Retail Individuals: Such number of Equity Shares in multiples of 160 Equity Shares such that the application value does not exceed ₹2,00,000.	
Mode of Allotment	Compulsorily in dematerialised mode	Compulsorily in dematerialised mode
Trading Lot	160 Equity Shares	160 Equity shares. However the Market Maker may accept odd lots if any in the market as required under the SEBI (ICDR) Regulation 2009
Terms of Payment	Entire Application amount shall be payable at the time of submission of Application Form	

*50% of the shares offered in the Net issue to Public portion are reserved for applications whose value is below ₹200,000 and the balance 50% of the shares are available for applications whose value is above ₹200,000

COMMON APPLICATION REVISION FORM

EAST INDIA SECURITIES LIMITED - PUBLIC ISSUE- REVISION - R

Registered Office: 10/1D Lal Bazar Street, Mercantile Building, Kolkata- 700001, India.
Tel. No.: +91 (033) 40205929; Facsimile: +91 (033) 23586631
CIN: U67120WB1995PLC072026; Email: sme.ipo@eisc.com; Website: http://www.eisc.com

FOR RESIDENT INDIANS, INCLUDING RESIDENT QIBs AND ELIGIBLE NRIs APPLYING ON A NON-REPATRIATION BASIS



To,
The Board of Directors
EAST INDIA SECURITIES LIMITED

FIXED PRICE SME ISSUE
ISIN - INE482Z01019

Application Form No. _____ Date: _____

BROKER'S / SCSB / DP / RTA STAMP & CODE	SUB-BROKER'S / SUB-AGENT'S STAMP & CODE	1. NAME & CONTACT DETAILS OF SOLE/FIRST APPLICANT Mr. / Ms. _____ Address _____ _____ Tel. No (with STD code) / Mobile _____
SCSB / BANK BRANCH STAMP & CODE	SCSB / BANK BRANCH SERIAL NO.	
		2. PAN OF SOLE/FIRST APPLICANT _____
		3. INVESTOR'S DEPOSITORY ACCOUNT DETAILS NSDL <input type="checkbox"/> CDSL <input type="checkbox"/> _____ For NSDL enter 8 digit DP ID followed by 8 digit Client ID / For CDSL enter 16 digit Client ID

PLEASE CHANGE MY APPLICATION **PHYSICAL**

4. FROM (as per last Application or Revision)

Options	No. of Equity Shares applied (Application must be in multiples of 160 equity shares)								Price per Equity Share (₹) 920/- (In Figures)												
	(In Figures)								Issue Price				Discount, if any				Net Price				
	7	6	5	4	3	2	1		4	3	2	1	4	3	2	1	4	3	2	1	
Option 1																					
(OR) Option 2				NOT APPLICABLE										NOT APPLICABLE							
(OR) Option 3				NOT APPLICABLE										NOT APPLICABLE							

5. TO (Revised Application)

Options	No. of Equity Shares applied (Application must be in multiples of 160 equity shares)								Price per Equity Share (₹) 920/- (In Figures)												
	(In Figures)								Issue Price				Discount, if any				Net Price				
	7	6	5	4	3	2	1		4	3	2	1	4	3	2	1	4	3	2	1	
Option 1																					
(OR) Option 2				NOT APPLICABLE										NOT APPLICABLE							
(OR) Option 3				NOT APPLICABLE										NOT APPLICABLE							

6. PAYMENT DETAILS PAYMENT OPTION : Full Payment

Amount Blocked (₹ in Figures) _____ (₹ in words) _____

ASBA Bank A/c No. _____

Bank Name & Branch _____

I/WE (ON BEHALF OF JOINT APPLICANTS, IF ANY), HEREBY CONFIRM THAT I/WE HAVE READ AND UNDERSTOOD THE TERMS AND CONDITIONS OF THIS APPLICATION FORM AND THE ATTACHED ABRIDGED PROSPECTUS AND THE GENERAL INFORMATION DOCUMENT FOR INVESTING IN THE PUBLIC ISSUE ("GID") AND HEREBY AGREE AND CONFIRM THE "INVESTOR UNDERTAKING" AS GIVEN OVERLEAF. I/WE (ON BEHALF OF JOINT APPLICANTS, IF ANY) HEREBY CONFIRM THAT I/WE HAVE READ THE INSTRUCTIONS FOR FILLING UP THE APPLICATION FORM GIVEN OVERLEAF.

7A. SIGNATURE OF SOLE / FIRST APPLICANT Date: _____, 2018	7B. SIGNATURE OF ASBA BANK ACCOUNT HOLDER(S) (AS PER BANK RECORDS) I/We authorize the SCSB to do all acts as are necessary to make the Application in the issue	BROKER / SCSB / DP / RTA STAMP (Acknowledging upload of Application in Stock Exchange System)
	1) _____	
	2) _____	
	3) _____	

TEAR HERE

	EAST INDIA SECURITIES LIMITED - INITIAL PUBLIC ISSUE - REVISION - R	Acknowledgement Slip for Broker/SCSB/ DP/RTA	Application Form No. _____
DPID / CLID		PAN	

Additional Amount Blocked (₹ in figures)	Bank & Branch	SCSB Branch Stamp & Signature
ASBA Bank A/c No.		
Received from Mr./Ms.		
Telephone / Mobile	Email	

TEAR HERE

EAST INDIA SECURITIES LIMITED - INITIAL PUBLIC ISSUE - REVISION - R	Option 1	Option 2	Option 3	Stamp & Signature of SCSB/Broker/ DP/RTA	Name of Sole / First Applicant
	No. of Equity Shares				
	Issue Price				
	Additional Amount Blocked (₹)				
ASBA Bank A/c No.: _____					Acknowledgment Slip for Applicant Application Form No. _____
Bank & Branch: _____					