



**IN THE NATURE OF ABRIDGED PROSPECTUS - MEMORANDUM CONTAINING SALIENT FEATURES OF THE RED HERRING PROSPECTUS (“RHP”)****BIDDER’S UNDERTAKING FOR BID CUM APPLICATION FORM**

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

On the basis of the Red Herring Prospectus dated June 11, 2018 (“RHP”) 2018 (filed with the Registrar of Companies, Maharashtra at Mumbai (“ROC”)) (if I am/we are in India) and the preliminary international wrap dated June 11, 2018 (together with the RHP, the “Preliminary Offering Memorandum”) (if I am/we are outside India), the General Information Document for Investing in Public Issues (“GID”) and having studied the attached details as per the Abridged Prospectus, I/we hereby apply for Allotment to me/us of the Equity Shares in the Offer upto my/our Bids for maximum number of Equity Shares at or above the Offer Price, to be discovered through the Book Building Process. I/We hereby confirm that I am/We are eligible person(s) to invest in the Offer in accordance with applicable laws. The amount payable on bidding has been blocked with the relevant SCSB. I/We agree to accept the Equity Shares Bid for, or such lesser number as may be allotted to me/us subject to the terms of the RHP, Abridged Prospectus, the GID, the Bid cum Application Form and other applicable laws. The amount payable on bidding has been blocked with the relevant SCSB. 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 allotted and to register my/our address as given in the depository records and to place my/our name on the register of members of the Company. I/We note that in case of QIB Bidders, (i) the SCSBs (for Bids other than Bids by Anchor Investors) and (ii) the BRLMs and the Syndicate Member (only in the Specified Locations) have the right to reject Bids (including technical rejections) at the time of acceptance of Bid cum Application Form provided that the reasons for rejecting the same shall be provided to such Bidder in writing, where as it has a right to reject it from Non-Institutional Bidders and Retail Individual Bidders based only on technical grounds and/or as specified in the Abridged Prospectus, GID and the RHP. I/We authorise the Company to make the necessary changes in this Bid cum Application Form and the RHP for registering of the Prospectus with the ROC without intimation to me/us and use this Bid cum Application Form as the Application Form for the purpose of this Offer.

**I/WE CONFIRM THAT:** (a) I/ We and any customer I/We represent, am/are located outside the United States within the meaning of Regulation S under the U.S. Securities Act of 1933, as amended (the “Securities Act”), and are purchasing the Equity Shares in an “offshore transaction” in reliance on Regulation S under the Securities Act, (b) I am/ We are not an affiliate of the Company or a person acting on behalf of such affiliate, (c) I am / we are, or at the time the Equity Shares are purchased will be, the beneficial owner(s) of such Equity Shares, (d) I am/ We are Indian(s) of Indian origin residing abroad / FPIs / FVCI and that I/we have remitted funds for equity shares bid for here in through normal banking channels or out of the funds held in Non Resident External (NRE) Account / Foreign Currency Non Resident (FCNR) Account in India, (e) I/we also confirm that I/We are not bidding for Equity Shares as nominee(s) of any person(s) who are not Non Resident Indians., (f) I/ we understand that the Equity Shares have not been and will not be registered under the Securities Act or under the securities laws of any state of the United States and may not be offered or sold in the United States, except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the U.S. Securities Act and applicable state securities laws. Accordingly, the Equity Shares are being offered and sold only outside the United States in offshore transactions in reliance on Regulation S under the Securities Act and the applicable laws of the jurisdiction where those offers and sales occur, and (g) I/we have received a copy of the RHP (if I am/we are in India) or the Preliminary Offering Memorandum (if I am/we are outside India), as applicable, and that my/our investment decision is based solely on the RHP (if I am/we are in India) or the Preliminary Offering Memorandum (if I am/we are outside India), as applicable.

**FOR QIB BIDDERS:** We confirm that the Bid Size/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 SEBI ICDR Regulations and as disclosed in the RHP, I/We authorize (a) the members of the Syndicate (in Specified Locations only) or the Registered Brokers (at Broker Centers) or the SCSBs or the RTAs or the CDPs to do all acts as are necessary to make the Application in the Offer, including uploading my/our Bid, blocking or unblocking of funds in the bank account maintained with the SCSB as specified in the Bid Cum Application Form, transfer of funds to the Public Offer Account on receipt of instruction from Registrar to the Offer, after finalization of Basis of Allotment; and (b) the Registrar to the Offer to issue instruction to the SCSBs to unblock the funds in the specified bank account upon finalization of the basis of Allotment. 2) In case the amount available in the specified bank account is insufficient as per the highest Bid option, the SCSB shall reject the Application. 3) I/We hereby authorize the members of the Syndicate (in Specified Locations only) or the Registered Brokers (at Broker Centres) or the SCSBs or CDPs or the RTAs, as the case may be, to make relevant revisions as may be required to be done in the Bid, in the event of a revision of the Price Band.

**INSTRUCTIONS FOR FILLING UP THE BID CUM APPLICATION FORM**

1. Name of sole/ First Bidder should be exactly the same as it appears in the Depository records. In case of joint Bids, only the name of the First Bidder (which should also be the first name in which the depository account is held) should be provided in the Bid cum Application Form.
2. The First Bidder, should mention his/ her PAN allotted under the Income Tax Act, except for Bids by or on behalf of the Central or State Government and the officials appointed by the Courts and by investors residing in the state of Sikkim, the Bidders, or in the case of Bid in joint names, the First Bidder (the first name under which the depository account is held), should mention his/ her PAN allotted under the Income Tax Act. Any Bid cum Application Form without the PAN is liable to be rejected.
3. Based on the PAN, DP ID and Client ID provided by the Bidders, the Registrar will obtain Demographic Details registered with Depository Participants to be used, among other things for Allotment or technical rejections or unblocking of ASBA Account. Hence, Bidders are advised to immediately update any change in 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, delay in unblocking of ASBA Account, at the Bidder’s sole risk and neither the Syndicate or the Registered Brokers or the Registrar or RTAs/CDPs or the SCSBs nor the Company shall have any responsibility and undertake any liability for the same.
4. **Price Band and Bid Lot:** The Price Band and the minimum Bid Lot for the Offer will be decided by our Company and the Selling Shareholder in consultation with the BRLMs and will be advertised in all editions of The Financial Express, all editions of Jansatta, and Mumbai edition of Navshakti (which are widely circulated English, Hindi and Marathi newspapers respectively, Marathi being the regional language of Maharashtra, where our registered office is located) each with wide circulation, at least five Working Days prior to the Bid/ Offer Opening Date and shall be made available to the Stock Exchanges for the purpose of uploading on their websites. In case of revision of the Price Band, the Bid/ Offer Period will be extended for at least three additional Working Days after revision of Price Band subject to the Bid/ Offer Period not exceeding 10 Working Days. Any revision in the Price Band and the revised Bid/ Offer Period, if applicable, will be widely disseminated by notification to the Stock Exchanges, by issuing a press release and also by indicating the changes on the websites of the Managers and on the terminals of the Syndicate Members and by intimation to SCSBs, Registered Brokers, CDPs and RTAs.  
**Maximum and Minimum Bid Size:** In case of resident Retail Individual Bidders, bids must be such number of Equity Shares such that the Bid Amount does not exceed ₹ 200,000. Bids at the Cut-Off Price indicate their agreement to purchase the Equity Shares at the Offer Price, as determined at the completion of the Book Building Process. In case of Non-Institutional Bidders and QIB Bidders, the minimum Bid size shall be such number of Equity Shares such that Bid Amount exceeds ₹ 200,000. The maximum Bid by any investor should not exceed the investment limits prescribed for them by applicable laws.
5. Please tick category as applicable to ensure proper upload of Bid in Stock Exchange system.
6. Please tick investor status as applicable. Please ensure investor status is updated in your Depository records.
7. Total Bid Amount payable must be calculated for the highest of three options, at Bid Price, at the time of the submission of the Bid cum Application Form. **Cheques/Demand Draft/Cash/stock invest/money orders/postal orders will not be accepted.** All NRI Bidders bidding on repatriation basis by using the Non-Resident forms are required to authorise their SCSB to block their NRE/ FCNR/ ASBA Accounts, and all NRI Bidders bidding 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 Bid Amount, at the time of the submission of the Bid cum Application Form. The NRI Bidders can obtain the Bid cum Application Form from the Company’s Registered Office or from any of the members of the Syndicate or CDPs or RTAs or Registered Brokers from their offices. Bidders to please ensure that your Bank has notified an SCSB Branch in the city where Bid cum Application Form is being submitted.
8. Only the First Bidder is required to sign the Bid cum 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 ASBA Account holder is mandatory. If the First Bidder is not the account holder, ensure that the Bid cum Application Form is signed by the account holder (necessary revisions in the Bidders undertaking and instructions will be required depending upon the jurisdiction in which the sale of shares in proposed).
9. **Other Instructions:** a. Bids must be made only in the prescribed Bid cum Application Form. b. Bids must be completed in full, in BLOCK LETTERS in ENGLISH. Bidders should note that the members of the Syndicate, Registered Broker, CDPs, RTAs, and/or SCSBs will not be liable for errors in data entry due to incomplete or illegible Bid cum Application Forms. c. Ensure that all applicable documents in support of the Bid are attached with the Application Form.
10. The Bidders may note that in case the DP ID, Client ID and PAN mentioned in the Bid cum Application Form and entered into the electronic bidding systems of the Stock Exchanges do not match with the DP ID, Client ID and PAN available in the Depository database, the Bid Cum Application Form is liable to be rejected.
11. You will be sent either the RHP or the Prospectus if you are in India and Preliminary Offering Memorandum and the Final Offering Memorandum if you are outside India, in each case either in physical form or electronic form, or both. You may not distribute or forward these documents and these documents are subject to the disclaimers and restrictions contained in or accompanying them. This Common Bid Cum Application Form is being issued to you on the basis that you (i) confirm that the representations, warranties, agreements and acknowledgements set out in (1) “Other Regulatory and Statutory Disclosures” and “Offer Procedure” sections of the RHP if you are in India or (2) with respect to investors outside of India, the Preliminary Offering Memorandum, in each case are true and correct and (ii) agree to abide by (1) this Common Bid Cum Application Form and (2) the RHP if you are in India or with respect to investors outside of India, the Preliminary Offering Memorandum; in each case together with the terms and conditions contained therein.

**Note :** Terms used but not defined herein shall have the meaning assigned to such terms in the RHP. For detailed instructions for filling the various fields of this Bid cum Application Form, please refer to the GID, which is available on the websites of the BRLMs and Stock Exchanges.

TEAR HERE

	COMPANY CONTACT DETAILS	REGISTRAR CONTACT DETAILS
<ul style="list-style-type: none"><li>• In case of queries related to Allotment/ credit of Allotted Equity Shares, the Bidders should contact Registrar to the Offer</li><li>• In case of Bids submitted to the SCSBs, the Bidders should contact the relevant SCSB</li><li>• In case of queries related to upload of Bids submitted to the Syndicate Members/RTAs/Registered Brokers/CDPs, as applicable the Bidders should contact the relevant Designated Intermediary.</li></ul>	<b>FINE ORGANIC INDUSTRIES LIMITED</b> <b>Registered and corporate office:</b> Fine House, Anandji Lane, Ghatkopar (East), Mumbai 400 077 <b>Contact Person:</b> Pooja Gaonkar, Company Secretary and Compliance Officer; <b>Tel:</b> (91 22) 2102 5000; <b>Fax:</b> (91 22) 2102 8899 <b>E-mail:</b> investors@fineorganics.com; <b>Website:</b> www.fineorganics.com <b>Corporate Identity Number:</b> U24119MH2002PLC136003	<b>Karvy Computershare Private Limited</b> Karvy Selenium, Tower B, Plot number 31 & 32 Gachibowli, Financial District , Nanakramguda Hyderabad 500 032 <b>Tel:</b> (91 40) 6716 2222, <b>Fax:</b> (91 40) 2343 1551 <b>E-mail:</b> einward.ris@karvy.com <b>Investor grievance e-mail:</b> foil ipo@karvy.com <b>Website:</b> https://karisma.karvy.com <b>Contact Person:</b> M Murali Krishna <b>SEBI registration no.:</b> INR000000221

This is an abridged prospectus containing salient features of the Red Herring Prospectus dated June 11, 2018 (the “RHP”).

You are encouraged to read greater details available in the RHP.

**THIS ABRIDGED PROSPECTUS CONTAINS EIGHT PAGES. PLEASE ENSURE THAT YOU HAVE RECEIVED ALL THE PAGES.**

Please ensure that you have read the RHP, this abridged prospectus and the General Information Document for investing in public issues (“GID”) for investing in public offers undertaken through the Book Building Process before applying in the Offer (as defined below). The investors are advised to retain a copy of RHP/Abridged Prospectus for their future reference. You may obtain a physical copy of the Bid-cum-Application Form and the RHP from Stock Exchanges (as defined below), members of the Syndicate, Registered Brokers, Collecting Depository Participants (“CDPs”), Registrar and Share Transfer Agents (“RTAs”), Registrar to the Offer, Underwriters, Bankers to the Offer and Self Certified Syndicate Banks (“SCSBs”). You may also download the RHP from the websites of the Securities and Exchange Board of India (“SEBI”), National Stock Exchange of India Limited (“NSE”) and BSE Limited (“BSE” or the “Designated Stock Exchange”) (together “Stock Exchanges”) where the Equity Shares are proposed to be listed and the Book Running Lead Managers (“BRLMs”), i.e. [www.sebi.gov.in](http://www.sebi.gov.in), [www.nseindia.com](http://www.nseindia.com), [www.bseindia.com](http://www.bseindia.com), [www.jmfl.com](http://www.jmfl.com) and [www.edelweissfin.com](http://www.edelweissfin.com), respectively. All capitalized terms used herein and not specifically defined shall have the same meaning as ascribed to them in the RHP.



## FINE ORGANIC INDUSTRIES LIMITED

Registered and corporate office: Fine House, Anandji Lane, Ghatkopar (East), Mumbai 400 077

Contact Person: Pooja Gaonkar, Company Secretary and Compliance Officer; Tel: (91 22) 2102 5000; Fax: (91 22) 2102 8899

E-mail: [investors@fineorganics.com](mailto:investors@fineorganics.com); Website: [www.fineorganics.com](http://www.fineorganics.com)

Corporate Identity Number: U24119MH2002PLC136003

**PROMOTERS OF OUR COMPANY: PRAKASH DAMODAR KAMAT, MUKESH MAGANLAL SHAH, JYOTSNA RAMESH SHAH, JAYEN RAMESH SHAH, TUSHAR RAMESH SHAH AND BIMAL MUKESH SHAH**

INITIAL PUBLIC OFFERING OF UP TO 7,664,994 EQUITY SHARES OF FACE VALUE OF ₹ 5 EACH (“EQUITY SHARES”) OF OUR COMPANY FOR CASH AT A PRICE OF ₹ [●] PER EQUITY SHARE, INCLUDING A SHARE PREMIUM OF ₹ [●] PER EQUITY SHARE, THROUGH AN OFFER FOR SALE BY THE SELLING SHAREHOLDERS AS DEFINED HEREINAFTER (SUCH EQUITY SHARES OFFERED BY THE SELLING SHAREHOLDERS COLLECTIVELY REFERRED TO AS THE “OFFERED SHARES”), AGGREGATING UP TO ₹ [●] MILLION (“OFFER”). THE OFFER SHALL CONSTITUTE 25.00% OF OUR POST-OFFER PAID-UP EQUITY SHARE CAPITAL.

THESE EQUITY SHARES ARE PROPOSED TO BE LISTED ON NSE AND BSE. THE PRICE BAND AND THE MINIMUM BID LOT WILL BE DECIDED BY OUR COMPANY AND THE SELLING SHAREHOLDERS IN CONSULTATION WITH THE BOOK RUNNING LEAD MANAGERS AND WILL BE ADVERTISED IN ALL EDITIONS OF THE FINANCIAL EXPRESS, ALL EDITIONS OF JANSATTA, AND MUMBAI EDITION OF NAVSHAKTI (WHICH ARE WIDELY CIRCULATED ENGLISH, HINDI AND MARATHI NEWSPAPERS RESPECTIVELY, MARATHI BEING THE REGIONAL LANGUAGE OF MAHARASHTRA, WHERE OUR REGISTERED OFFICE IS LOCATED) AT LEAST FIVE WORKING DAYS PRIOR TO THE BID / OFFER OPENING DATE AND SHALL BE MADE AVAILABLE TO FOR THE PURPOSE OF UPLOADING ON THEIR WEBSITES. DETAILS ABOUT THE BASIS FOR THE OFFER PRICE WILL BE AVAILABLE ON THE WEBSITES OF NSE AND BSE.

### PROCEDURE:

If you wish to know about processes and procedures applicable to public issues, you may request for a copy of the GID from the BRLMs or download it from the websites of the NSE and BSE at [www.nseindia.com](http://www.nseindia.com) and [www.bseindia.com](http://www.bseindia.com), respectively and the BRLMs i.e. [www.jmfl.com](http://www.jmfl.com) and [www.edelweissfin.com](http://www.edelweissfin.com).

### ELIGIBILITY FOR THE OFFER – REGULATION 26(1) OF SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2009 (“SEBI ICDR REGULATIONS”)

Whether the Company is compulsorily required to allot at least 75% of the net Offer to Qualified Institutional Buyers – No

### INDICATIVE TIMELINE

Bid/Offer Opens Date <sup>(1)</sup>	June 20, 2018	Initiation of refunds (if any, for Anchor Investors)/unblocking of funds from ASBA Account	On or about June 28, 2018
Bid/Offer Closes Date	June 22, 2018	Credit of Offered Shares to demat accounts of Allottees	On or about June 28, 2018
Finalisation of Basis of Allotment with the Designated Stock Exchange	On or about June 27, 2018	Commencement of trading of the Equity Shares on the Stock Exchanges	On or about July 2, 2018

<sup>(1)</sup> Our Company and the Promoter Group Selling Shareholders may, in consultation with the BRLMs, consider participation by Anchor Investors in accordance with the SEBI ICDR Regulations. The Anchor Investor Bid / Offer Period shall be one Working Day prior to the Bid / Offer Opening Date.

### GENERAL RISKS

Investments in equity and equity-related securities involve a degree of risk and investors should not invest any funds in the Offer unless they can afford to take the risk of losing their entire investment. Investors are advised to read the risk factors carefully before taking an investment decision in the Offer. For taking an investment decision, investors must rely on their own examination of our Company and the Offer, including the risks involved. The Equity Shares have not been recommended or approved by SEBI, nor does SEBI guarantee the accuracy or adequacy of the contents of the RHP. Specific attention of the investors is invited to “Risk Factors” on page 15 of the RHP and on page 7 of this Abridged Prospectus.

**PRICE INFORMATION OF PAST ISSUES HANDLED BY THE BRLMs** <sup>(1)(2)(3)(4)(5)</sup>

Issue Name	Name of the Merchant Banker	+/- % change in closing price[+/- % change in closing benchmark] - 30 <sup>th</sup> calendar day from listing	+/- % change in closing price [ +/- % change in closing benchmark] - 90 <sup>th</sup> calendar day from listing	+/- % change in closing price [+/- % change in closing benchmark] - 180 <sup>th</sup> calendar day from listing
IndoStar Capital Finance Limited	JM Financial	NA	NA	NA
Bandhan Bank Limited	JM Financial	+31.81% [+3.79%]	NA	NA
Aster DM Healthcare Limited	JM Financial	-13.66% [-3.77%]	-4.97%[+0.21%]	NA
Galaxy Surfactants Limited	JM Financial and Edelweiss	+1.14% [-3.31%]	-0.85% [+1.33%]	NA
Reliance Nippon Life Asset Management Limited <sup>(6)</sup>	JM Financial and Edelweiss	+3.61% [-3.19%]	+5.91% [+2.95%]	-4.21% [+1.59%]
Prataap Snacks Limited	JM Financial and Edelweiss	+25.12% [+5.70%]	+31.82% [+5.60%]	+40.99% [+3.27%]
SBI Life Insurance Company Limited	JM Financial	-7.56% [+5.89%]	-0.66% [+6.81%]	-3.11% [+2.58%]
ICICI Securities Limited	Edelweiss	-27.93% [+5.44%]	NA	NA
Amber Enterprises India Limited	Edelweiss	27.15% [-5.04%]	+32.56% [-2.81%]	NA
Future Supply Chain Solutions Limited	Edelweiss	+3.50% [+3.00%]	+6.27% [-2.83%]	NA
Shalby Limited	Edelweiss	-3.57% [+3.95%]	-11.51% [+0.75%]	NA
HDFC Standard Life Insurance Company Limited	Edelweiss	+30.16% [+1.02%]	+48.93% [+2.11%]	+74.66% [+5.04%]

**Notes:**

1. All data sourced from www.nseindia.com and benchmark index considered as NIFTY.
2. This list and details includes recent 7 issues (initial public offerings) in current financial year and two preceding financial years which are managed by each BRLM with common issues disclosed once.
3. 30th, 90th and 180th calendar day has been taken as listing date plus 29, 89, and 179 calendar days.
4. Since 30 calendar days, 90 calendar days and 180 calendar days, as applicable, from listing date has not elapsed for a few of the above issues, data for same is not available (NA);
5. In case 30th/90th/180th day is not a trading day, JM Financial Limited ("JM Financial"), has considered closing price of trading day immediately preceding the trading holiday, while Edelweiss Financial Services Limited ("Edelweiss") has considered closing price of next trading day.
6. For Edelweiss, values for 90 day are 8.12% [2.05%]

For further details, please refer to "Price information of past issues handled by the BRLMs" beginning on page 463 of the RHP.

**Names of Book Running Lead Manager(s) and contact details (telephone and email id) of each BRLMs**

<b>JM Financial Limited</b> Tel: (91 22) 6630 3030 E-mail: foil.ipo@jmf.com Investor grievance e-mail: grievance.ibd@jmf.com	<b>Edelweiss Financial Services Limited</b> Tel: (91 22) 4009 4400 E-mail: foil.ipo@edelweissfin.com Investor grievance e-mail: customerservice.mb@edelweissfin.com
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<b>Name of Registrar to the Offer and contact details (telephone and email id)</b>	<b>Karvy Computershare Private Limited</b> Tel: (91 40) 6716 2222, E-mail: einward.ris@karvy.com, Investor grievance e-mail: foil.ipo@karvy.com
<b>Names of Syndicate Members</b>	JM Financial Services Limited, Edelweiss Securities Limited
<b>Statutory Auditor to our Company</b>	B.Y. & Associates
<b>Self-Certified Syndicate Banks</b>	The list of banks that have been notified by SEBI to act as the SCSBs for the ASBA process is provided on the website of SEBI at <a href="https://www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognised=yes">https://www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognised=yes</a> or such other website as updated from time to time.
<b>Non Syndicate Registered Brokers</b>	Bidders could submit ASBA Forms in the Offer using the stock broker network of the Stock Exchanges, i.e. through the Registered Brokers at the Broker Centres. The list of the Registered Brokers, including details such as postal address, telephone number and e-mail address, is provided on the websites of the BSE and the NSE at <a href="http://www.bseindia.com/Markets/PublicIssues/brokercentres_new.aspx?expandable=3">http://www.bseindia.com/Markets/PublicIssues/brokercentres_new.aspx?expandable=3</a> and <a href="http://www.nseindia.com/products/content/equities/ipos/ipo_mem_terminal.htm">http://www.nseindia.com/products/content/equities/ipos/ipo_mem_terminal.htm</a> , respectively, or such other website as updated from time to time.



<b>Details regarding website address(es)/ link(s) from which the investor can obtain list of RTAs and CDPs and stock brokers who can accept applications from investors, as applicable:</b>	List of RTAs, CDPs and Registered Brokers who are eligible to accept ASBA Forms from Investors can be obtained from below links as updated from time to time: RTAs and CDPs: As provided on the websites of NSE and BSE at <a href="http://www.nseindia.com/products/content/equities/ipos/asba_procedures.htm">www.nseindia.com/products/content/equities/ipos/asba_procedures.htm</a> and <a href="http://www.bseindia.com/Static/Markets/PublicIssues/RtaDp.aspx?expandable=6">www.bseindia.com/Static/Markets/PublicIssues/RtaDp.aspx?expandable=6</a> respectively, as updated from time to time. Registered Brokers: As provided on the websites of NSE and BSE at <a href="http://www.nseindia.com">www.nseindia.com</a> and <a href="http://www.bseindia.com">www.bseindia.com</a> , respectively, as updated from time to time. For further details, see section “Offer Procedure” beginning on page 477 of the RHP.
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## PROMOTERS OF OUR COMPANY

The Promoters of our Company are Prakash Damodar Kamat, Mukesh Maganlal Shah, Jyotsna Ramesh Shah, Jayen Ramesh Shah, Tushar Ramesh Shah, and Bimal Mukesh Shah. As on date of the RHP, our Promoters and Promoter Group hold, in aggregate, 30,659,976 Equity Shares, representing 100% of the issued and paid-up equity share capital of our Company. None of our Group Companies are listed.

## BUSINESS MODEL/ BUSINESS OVERVIEW AND STRATEGY

**Overview:** We are the largest manufacturer of oleochemical-based additives in India and a strong player globally in this industry. (Source: CRISIL Research Report). We produce a wide range of specialty plant derived oleochemical-based additives used in food, plastic, cosmetics, paint, ink, coatings and other specialty application in various industries. As at March 31, 2018, we had a range of 387 different products sold under the ‘Fine Organics’ brand. We are the first company to introduce slip additives in India and we are the largest producer of slip additives in the world (Source: CRISIL Research Report). Our success is the result of sustained efforts over the decades in all areas of our business, such as product innovation, process technology improvements, increases in scale, improved raw material procurement and focus on cultural understanding of consumers. (Source: CRISIL Research Report). In the 12 months ended March 31, 2018, we had 631 direct customers (i.e., end-users of our products) and 127 distributors (who sold our products to more than 5,000 customers) from 69 countries. Our direct customers are multinational, regional and local players manufacturing consumer products and petrochemical companies and polymer producers globally. Our plastics additives and specialty additives are also used in the packaging of foods and other fast moving consumer goods.

**Key Strengths:** •Largest Producer of Oleochemical-based Additives in India and One of the Few Large Players in the Oleochemical-based Additives Industry in the World •Diversified Product Portfolio Catering to a Variety of High Growth Industries •Specialised Business Model with High Entry Barriers •Flexible and Strategically Located Production Facilities with In-house Development Capabilities •Strong R&D Capability with a Focus on Innovation •Diversified Customer Base with Long-Term Relationships with Marquee Customers • Strong Management Team

**Strategies:** •Expand our Total Installed Production Capacity and Product Range •Expand into Manufacturing Premixes for Bakery and Confectionary Products and Pan Release Agents • Increase Sales of Higher-Margin Downstream Products •Global Expansion •Continuing Focus on R&D

## BOARD OF DIRECTORS

Sr. No.	Name	Designation	Experience including current / past position held in other firms
1.	<b>Prakash Damodar Kamat</b>	Executive Director and Chairman	He joined our Fine Organic group in 1970 and has been associated with our Fine Organic group since inception. He has work experience in product development, process technology and research and development.
2.	<b>Mukesh Maganlal Shah</b>	Managing Director	He joined our Fine Organic group in 1973 and played a key role in establishing the quality control, sales and marketing departments at our Company. He has been associated with our Company since inception.
3.	<b>Jayen Ramesh Shah</b>	Executive Director and Chief Executive Officer	He joined our Fine Organic group in 1986 and was instrumental in creating a vendor-partner network needed to support our Company. He has experience in procurement, vendor development and business development. He has been associated with our Company since inception.
4.	<b>Tushar Ramesh Shah</b>	Executive Director and Chief Financial Officer	He joined Fine Organic group in 1989 and led several change management initiatives like introduction of enterprise resource planning, customer relationships management and financial systems that helped us scale up our operations. He has been associated with Company since inception.
5.	<b>Bimal Mukesh Shah</b>	Executive Director	He joined Fine Organic group in 2009. Under mentorship of Prakash Damodar Kamat, Bimal Mukesh Shah has transitioned into a position to lead several initiatives for upcoming projects, processes and additional capacities. He has experience in operations, instrumentation and projects.
6.	<b>Prakash Krishnaji Apte</b>	Independent Director	He was appointed as Director of Company with effect from November 13, 2017. He has experience in various areas of management and business leadership. He was managing director at Syngenta India Limited. Further, he is non-executive chairman of Syngenta India Limited.

## IN THE NATURE OF ABRIDGED PROSPECTUS - MEMORANDUM CONTAINING SALIENT FEATURES OF THE RED HERRING PROSPECTUS

Sr. No.	Name	Designation	Experience including current / past position held in other firms
7.	<b>Kaushik Dwarkadas Shah</b>	Independent Director	He was appointed as Director of our Company with effect from January 24, 2018. Prior to joining our Company, he was the managing director of Fulford (India) Limited. He has work experience in managing the business of pharmaceutical operations
8.	<b>Mahesh Pansukhlal Sarda</b>	Independent Director	He was appointed as Director of our Company with effect from November 13, 2017. Previously he was partner at Deloitte Haskins & Sells LLP and C.C. Chokshi & Co., and was proprietor of Sarda & Sarda, a proprietorship firm
9.	<b>Parthasarathi Thiruvengadam</b>	Independent Director	He was appointed as a Director of our Company with effect from November 13, 2017. He has work experience in management consulting. Previously, he was a senior director with Deloitte Touche Tohmatsu India LLP, management consultancy services.
10.	<b>Pratima Umarji</b>	Independent Director	She has worked in law and judiciary department of Government of Maharashtra as principal secretary, member of expert committee constituted by City and Industrial Development Corporation of Maharashtra Limited and currently working as panel member of “Lok Adalat” set up by High Court of Bombay

## OBJECTS OF THE OFFER

The objects of the Offer are to achieve the benefits of listing Equity Shares on the Stock Exchanges and to carry out the sale of up to 7,664,994 Offered Shares by the Promoter Group Selling Shareholders. The listing of Equity Shares will enhance our Company’s brand name and provide liquidity to the existing Shareholders. The listing will also provide a public market for Equity Shares in India. Our Company will not receive any proceeds from the Offer and all the proceeds from the Offer, less Offer related expenses, will go to the Promoter Group Selling Shareholders. For further details, see “*Objects of the Offer*” beginning on page 100 of the RHP.

### Shareholding Pattern

Sr. No.	Particulars	pre-Offer no. of equity shares	% of pre-Offer Share Capital
1.	Promoter and Promoter Group	30,659,976	100.00
2.	Public	Nil	0.00
	<b>Total</b>	<b>30,659,976</b>	<b>100.00</b>

### Number of Equity Shares proposed to be sold by the Selling Shareholders

S. No.	Name of the Selling Shareholder	Number of Equity Shares Offered
1.	Prakash Damodar Kamat	Up to 1,530,005
2.	Mukesh Maganlal Shah jointly with Jayshree Mukesh Shah	Up to 824,397
3.	Jyotsna Ramesh Shah	Up to 1,544,976
4.	Jayen Ramesh Shah jointly with Neeta Jayen Shah	Up to 1,530,003
5.	Tushar Ramesh Shah jointly with Bina Tushar Shah	Up to 1,530,004
6.	Bimal Mukesh Shah jointly with Mukesh Maganlal Shah	Up to 705,609

## RESTATED AUDITED FINANCIAL STATEMENTS

### Ind (AS) Restated Standalone Financial Statements

Rs Million	For the nine months ended December 31, 2017	For the year ended March 31,		
		2017	2016	2015
Total income from operations (net) <sup>(1)</sup>	5,993.22	8,181.63	6,949.93	6,396.34
Net Profit / (Loss) before tax and extraordinary items <sup>(2)</sup>	997.03	1,236.73	1,185.67	848.15
Net Profit / (Loss) after tax and extraordinary items <sup>(3)</sup>	652.50	802.54	777.14	553.32
Equity Share Capital	153.30	51.10	51.10	48.30
Reserves and Surplus	3,581.44	3,307.91	2,504.20	2,054.76
Net worth	3,734.74	3,359.01	2,555.30	2,103.06

## IN THE NATURE OF ABRIDGED PROSPECTUS - MEMORANDUM CONTAINING SALIENT FEATURES OF THE RED HERRING PROSPECTUS

Rs Million	For the nine months ended December 31, 2017	For the year ended March 31,		
		2017	2016	2015
Basic earnings per share (Rs.)	28.25*	26.24	25.26	19.09
Diluted earnings per share (Rs.)	28.25*	26.24	25.26	19.09
Return on net worth (%)	18.03%	24.83%	31.79%	26.31%
Net asset value per share (Rs.)	118.04	105.7	79.48	72.57

### Ind (AS) Restated Consolidated Financial Statements

Rs Million	For the nine months ended December 31, 2017	For the year ended March 31,		
		2017	2016	2015
Total income from operations (net) <sup>(1)</sup>	5,992.07	8,193.50	6,962.16	6,379.57
Net Profit / (Loss) before tax and extraordinary items <sup>(2)</sup>	953.97	1,215.71	1,175.87	826.78
Net Profit / (Loss) after tax and extraordinary items <sup>(3)</sup>	609.44	781.52	767.33	531.95
Equity Share Capital	153.30	51.10	51.10	48.30
Reserves and Surplus	3,468.73	3,240.30	2,459.88	2,023.87
Net worth	3,622.03	3,291.40	2,510.98	2,072.17
Basic earnings per share (Rs.)	26.38*	25.56	24.95	18.35
Diluted earnings per share (Rs.)	26.38*	25.56	24.95	18.35
Return on net worth (%)	17.34%	24.65%	31.91%	25.66%
Net asset value per share (Rs.)	114.65	103.70	78.18	71.52

\* not annualised

#### Notes:

1. Total Income refers to sum of Revenue from Operations and Other Income.
2. Net Profit / (Loss) before tax and extraordinary items refers to Profit Before Tax
3. Net Profit / (Loss) after tax and extraordinary items refers to Restated Profit / (Loss) for the year (after tax)

## INTERNAL RISKS FACTORS

The below mentioned risk are top 5 risk factors as per RHP.

1. Increases in the cost of raw materials as a percentage of our revenue from operations could have a material adverse effect on our results of operations and financial condition.
2. If our products fail to meet our customers' quality standards, it could result in our removal from our end-user customers' 'approved supplier' lists, which would have a material adverse effect our business, financial condition and results of operations.
3. Our commercial success also depends to a large extent on the success of our customers' products with end consumers. If the demand for the products in which our products are used declines, this could have a material adverse effect on our business, financial condition and results of operations.
4. We do not have long-term agreements with most of our customers.
5. Some of our long-term agreements for the sale of our products are for fixed prices, do not contractually stipulate minimum purchases and/or contain 'meet or release' provisions, which may have a material adverse effect on our profit margins.

## SUMMARY OF OUTSTANDING LITIGATIONS, CLAIMS AND REGULATORY ACTION

### A. Total number of outstanding litigations against the Company and amount involved

Nature of Case	Number of outstanding cases	Amount involved
Direct tax*	3	₹ 34.15 million**
Indirect Tax	9	₹ 8.18 million

\* As regards fringe benefit tax and securities transaction tax, although the number of cases is not accounted in the table but as the time for filing appeal by the income tax department has not expired, the contingent tax claim has been considered.

## IN THE NATURE OF ABRIDGED PROSPECTUS - MEMORANDUM CONTAINING SALIENT FEATURES OF THE RED HERRING PROSPECTUS

**\*\*** In respect of one of the tax litigation between our Company and the Pr. Commissioner of Income Tax, the High Court of Bombay has passed an order dated January 17, 2018 (“**Order**”) against our Company in respect of the assessment year 2009-10. Our Company is in the process of evaluating the Order and filing an appeal / petition against the Order before the appropriate authority in due course.

### B. Brief details of material outstanding litigations involving the Company and the amount involved

Sr. No.	Particulars	Litigation filed against	Current status	Amount involved (in ₹ million)
1	Our Company (“ <b>Complainant</b> ”) filed a complaint (“ <b>Complaint</b> ”) dated August 16, 2017 before the Senior Inspector of Police, Pant Nagar Police Station, against <i>inter-alia</i> Ravindra Limaye, a former employee of our Company (“ <b>RL</b> ”) under <i>inter-alia</i> Sections 381, 403, 408, 411, 34 and 120B of the IPC and Sections 43 and 66 of the IT Act for criminal breach of trust, dishonest misappropriation of property and criminal conspiracy. The matter relates to <i>inter alia</i> (a) certain defamatory and malicious letters addressed by RL to the chairman, employees, customers, distributors and the general public tarnishing the reputation of the Complainant, and (b) misusing of contacts and confidential information of the Complainant, thereby breaching the non-disclosure and non-compete agreement executed with the Complainant. The matter is currently pending.	Ravindra Limaye	The matter is currently pending before the Senior Inspector of Police, Pant Nagar Police Station.	Non quantifiable
2	Our Company (“ <b>Plaintiff</b> ”) filed a suit (“ <b>Suit</b> ”) dated May 3, 2017 before the High Court of Bombay, against <i>inter-alia</i> Ravindra Limaye, a former employee of our Company (the “ <b>Defendant</b> ”), alleging breach of non-disclosure and non-compete agreement executed with the Plaintiff by the Defendant. The matter relates to <i>inter alia</i> (a) certain defamatory and malicious letters addressed by RL to the chairman, employees, customers, distributors and the general public tarnishing the reputation of the Plaintiff, and (b) misusing of contacts and confidential information of the Plaintiff, thereby breaching the non-disclosure and non-compete agreement executed with the Plaintiff. Accordingly, the Plaintiff filed the Suit praying for (i) damages amounting to ₹ 150 million for the loss of reputation and profits by the Plaintiff; and (ii) permanent injunction against the Defendant from publishing any defamatory materials and from revealing any trade secrets received by the Defendant during the course of his employment with the Plaintiff. Thereafter, the High Court of Bombay passed an ad-interim order in favour of the Plaintiff granting temporary injunction against the Defendant. Subsequently, the Plaintiff has received an adhoc compensation of ₹ 7 million during the nine months period ended December 31, 2017. The amount involved in the matter is ₹ 150 million. The matter is currently pending.	Ravindra Limaye	The matter is currently pending before the High Court of Bombay.	150

### C. Regulatory Action, if any – disciplinary action taken by SEBI or stock exchanges against the Promoter/Group Companies in the last five financial years including outstanding action, if any:

There are no regulatory actions or disciplinary actions taken by SEBI or stock exchanges against our Promoter or Group Companies in the last five financial years.

### D. Brief details of outstanding criminal proceedings against Promoter:

There are no outstanding criminal proceedings against our Promoter.

## ANY OTHER IMPORTANT INFORMATION AS PER BRLMs/COMPANY - NIL

### DECLARATION BY THE PROMOTER GROUP SELLING SHAREHOLDERS

Each undersigned Promoter Group Selling Shareholder hereby certifies that all statements, disclosures and undertakings made by such Promoter Group Selling Shareholder in the Red Herring Prospectus about or in relation to herself/ himself in connection with the Offer and the Offered Shares, are true and correct.

### DECLARATION BY THE DIRECTORS AND CHIEF FINANCIAL OFFICER OF OUR COMPANY

We, the Directors hereby certify and declare that all relevant provisions of the Companies Act, and the rules, regulations and guidelines issued by the Government or the rules, regulations, circulars or guidelines issued by SEBI, established under Section 3 of the SEBI Act, as the case may be, have been complied with and no statement made in the Red Herring Prospectus is contrary to the provisions of the Companies Act, the SCRA, the SCRR, the SEBI Act or rules or regulations made thereunder or guidelines issued, as the case may be. We further certify that all the statements in the Red Herring Prospectus are true and correct.



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## IN THE NATURE OF ABRIDGED PROSPECTUS - MEMORANDUM CONTAINING SALIENT FEATURES OF THE RED HERRING PROSPECTUS

### BIDDER'S UNDERTAKING FOR REVISION FORM

I/We (on behalf of joint bidders, if any) confirm that the Acknowledgement Slip for my/our bids 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 bidders, if any) authorise you to reject this Bid Revision Form, in case any of the details of my existing Bids as appearing on the electronic book building system do not tally with the details given in this Revision Form.

### INSTRUCTIONS FOR FILLING UP THE BID REVISION FORM

1. Name of sole/ First Bidder should be exactly the same as it appears in the depository records.
2. Please ensure that the Bid Options provided are in the same order as that provided in the Bid Cum Application Form submitted earlier.
3. In case there is no change in the particular Bid Option, please write "NO CHANGE". In case you want to cancel the Bid Option, please write "CANCELLED".
4. Total Bid Amount payable must be calculated for the highest of three options, at Bid Price. Total amount to be paid must be calculated net of total amount paid at the time of submission of Bid Cum Application Form. Bidders, please ensure that your Bank has notified an SCSB Branch in the city where Bid-cum-Application Form is being submitted. Revision of Bids in case of Revision of Price Band: In case of an upward revision in the Price Band, Retail Individual Bidders who had Bid at Cut-off Price could either (i) revise their Bid or (ii) shall make additional payment based on the cap of the revised Price Band (such that the total amount i.e., original Bid Amount plus additional payment does not exceed ₹ 200,000 if the Bidder wants to continue to Bid at Cut-off Price), with the members of the Syndicate/Registered Brokers/RTA/CDPs to whom the original Bid was submitted. In case the total amount (i.e., original Bid Amount plus additional payment) exceeds ₹ 200,000 the Bid will be considered for allocation under the Non-Institutional Portion in terms of the RHP. If, however, the Bidder does not either revise the Bid or make additional payment and the Offer Price is higher than the cap of the Price Band prior to revision, the number of Equity Shares Bid for, shall be adjusted downwards for the purpose of Allotment, such that no additional amount would be required to be blocked and the Bidder is deemed to have approved such revised Bid at Cut-off Price. (i) In case of a downward revision in the Price Band, announced as above, Retail Individual Bidders who has bid at Cut-off Price, could either revise their Bid or the excess amount blocked at the time of bidding would be unblocked from the ASBA Account after the Allotment is finalised.
5. Only the First Bidder is required to sign the Bid cum 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 Bidder is not the account holder, ensure that the Bid cum Application Form is signed by the ASBA account holder. Signature of the ASBA Account holder is mandatory.
6. **Other Instructions:** a. Revision to Bids must be made only in the prescribed Revision Form, as applicable; b. Bids must be completed in full, in BLOCK LETTERS in ENGLISH. Bidders should note that the Syndicate Member/ SCSBs/Collecting Agents/Registered Brokers/RTAs/CDPs will not be liable for errors in data entry due to incomplete or illegible Revision Forms; c. Ensure that Acknowledgement Slip for your Bid has and any other applicable documents in support of the revision are attached with the Revision Form; and d. Bidders shall only be required to issue instruction to block the revised amount, in excess of their original blocked amount, based on the cap of the revised Price Band upon an upward revision of their Bid.

### OFFER STRUCTURE

Particulars	QIB Bidders <sup>(1)</sup>	Non Institutional Bidders	Retail Individual Bidders
Number of Offered Shares available for Allotment / allocation <sup>*(2)</sup>	3,832,496 Offered Shares	Not less than 1,149,750 Offered Shares available for allocation or offer less allocation to QIB Bidders and Retail Individual Bidders	Not less than 2,682,748 Offered Shares available for allocation or offer less allocation to QIB Bidders and Non-Institutional Bidders
Percentage of Offer Size available for Allotment / allocation	50% of the Offer size shall be available for allocation to QIBs. However, 5% of the Net QIB Portion will be available for allocation proportionately to Mutual Funds only. Mutual Funds participating in the 5% reservation in the Net QIB Portion will also be eligible for allocation in the remaining QIB Portion. Unsubscribed portion in the Mutual Fund Portion will be added to the Net QIB Portion.	Not less than 15% of the Offer or Offer less allocation to QIB Bidders and Retail Individual Bidders shall be available for allocation	Not less than 35% of the Offer or Offer less allocation to QIB Bidders, Non Institutional Bidders shall be available for allocation
Basis of Allotment / allocation if respective category is oversubscribed	Proportionate as follows (excluding the Anchor Investor Portion): (a) Up to 76,650 Offered Shares shall be available for allocation on a proportionate basis to Mutual Funds only; and (b) Up to 1,456,349 Offered Shares shall be allotted on a proportionate basis to all QIB Bidders, including Mutual Funds receiving allocation as per (a) above	Proportionate	The Allotment to each Retail Individual Bidder shall not be less than the Minimum Bid Lot, subject to availability of Equity Shares in Retail Portion and the remaining available Equity Shares, if any, shall be allotted on a proportionate basis. For details, see "Offer Procedure- Part B – Allotment Procedure and Basis of Allotment – Allotment to RIBs" on page 506
Minimum Bid	Such number of Offered Shares that the Bid Amount exceeds ₹ 200,000 and in multiples of [●] Offered Shares thereafter	Such number of Offered Shares that the Bid Amount exceeds ₹ 200,000 and in multiples of [●] Offered Shares thereafter	[●] Offered Shares and in multiples of [●] Offered Shares thereafter
Maximum Bid	Such number of Offered Shares in multiples of [●] Equity Shares not exceeding the Offer Size, subject to applicable limits	Such number of Offered Shares in multiples of [●] Equity Shares not exceeding the Offer Size, subject to applicable limits	Such number of Offered Shares in multiples of [●] Equity Shares so that the Bid Amount does not exceed ₹ 200,000
Bid Lot	[●] Offered Shares and in multiples of [●] Offered Shares thereafter		
Mode of Allotment	Compulsorily in dematerialised form		
Allotment Lot	A minimum of [●] Offered Shares and thereafter in multiples of one Offered Share		
Trading Lot	One Equity Share		
Mode of Bidding	ASBA <sup>(6)</sup>	ASBA	ASBA
Who can apply <sup>(3)(4)</sup>	Public financial institutions as specified in Section 2(72) of the Companies Act, 2013, scheduled commercial banks, mutual funds registered with SEBI, FPIs other than Category III Foreign Portfolio Investors, VCFs, AIFs, state industrial development corporation, insurance company registered with Insurance Regulatory and Development Authority of India, provident fund with minimum corpus of ₹ 250 million, pension fund with minimum corpus of ₹ 250 million, in accordance with applicable law and National Investment Fund set up by the Government of India, insurance funds set up and managed by army, navy or air force of the Union of India, insurance fund set up and managed by the Department of Posts, India and systemically important non-banking financial companies.	Resident Indian individuals, Eligible NRIs, HUFs (in the name of Karta), companies, corporate bodies, scientific institutions societies and trusts, Category III Foreign Portfolio Investors.	Resident Indian individuals, Eligible NRIs and HUFs (in the name of Karta)
Terms of Payment <sup>(5)(6)</sup>	Full Bid Amount shall be blocked by the SCSBs in the bank account of the ASBA Bidder that is specified in the ASBA Form at the time of submission of the ASBA Form.		

\* Assuming full subscription in the Offer.

(1) Our Company and the Promoter Group Selling Shareholders may, in consultation with the Book Running Lead Managers, may allocate up to 60% of the QIB Portion to Anchor Investors on a discretionary basis in accordance with the SEBI ICDR Regulations. One-third of the Anchor Investor Portion shall be reserved for domestic Mutual Funds, subject to valid Bids being received from domestic Mutual Funds at or above the price at which allocation is being made to other Anchor Investors. For details, see "Offer Procedure" beginning on page 477 of the RHP.

(2) Subject to valid Bids being received at or above the Offer Price. The Offer is being made in accordance with Rule 19(2)(b)(ii) of the SCRR and under Regulation 26(1) of the SEBI ICDR Regulations. The Offer shall be made through the Book Building Process wherein 50% of the Offer has been made available for allocation on a proportionate basis to QIBs, provided that our Company and the Promoter Group Selling Shareholders in consultation with the Book Running Lead Managers may allocate 60% of the QIB Portion to Anchor Investors on a discretionary basis, out of which at least one-third shall be available for allocation to domestic Mutual Funds only, subject to valid Bids being received from domestic Mutual Funds at or above the Offer Price. 3% of the QIB Portion (excluding the Anchor Investor Portion) shall be available for allocation on a proportionate basis to Mutual Funds only, and the remainder of the QIB Portion shall be available for allocation on a proportionate basis to all QIB Bidders (other than Anchor Investors), including Mutual Funds, subject to valid Bids being received at or above the Offer Price. Further, not less than 15% of the Offer shall be available for allocation on a proportionate basis to Non-Institutional Investors and not less than 35% of the Offer shall be available for allocation to Retail Individual Bidders in accordance with the SEBI ICDR Regulations, subject to valid Bids being received at or above the Offer Price.

(3) In case of joint Bids, the Bid cum Application Form should contain only the name of the first Bidder whose name should also appear as the first holder of the beneficiary account held in joint names. The signature of only such first Bidder would be required in the Bid cum Application Form and such first Bidder would be deemed to have signed on behalf of the joint holders.

(4) With respect to restrictions on participation in the Offer, see "Offer Procedure" and "Restrictions on Foreign Ownership of Indian Securities" beginning on pages 477 and 517 of the RHP.

(5) Full Bid Amount shall be payable by the Anchor Investors at the time of submission of the Anchor Investor Application Forms. For details of terms of payment applicable to Anchor Investors, see "Offer Procedure - Part B - Section 7: Allotment Procedure and Basis of Allotment" from page 506 of the RHP.

(6) Anchor Investors are not permitted to use ASBA Bids.

COMMON BID  
REVISION FORM

## FINE ORGANIC INDUSTRIES LIMITED - INITIAL PUBLIC OFFER - NR

Registered and corporate office: Fine House, Anandji Lane, Ghakopar (East), Mumbai-400 077  
Contact Person: Pooja Gaonkar, Company Secretary and Compliance Officer; Tel: (91 22) 2102 5000; Fax: (91 22) 2102 8899  
E-mail: investors@fineorganics.com; Website: www.fineorganics.com  
Corporate Identity Number: 124110MH20202PL C156013FOR NON-RESIDENTS, INCLUDING  
ELIGIBLE NRIs, FPIs OR FVCIs ETC  
APPLYING ON A REPATRIATION BASISTO,  
THE BOARD OF DIRECTORS  
FINE ORGANIC INDUSTRIES LIMITED

100% BOOK BUILDING OFFER

ISIN : INE686Y01026

Bid cum  
Application  
Form No.

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

## PLEASE CHANGE MY BID

4. FROM (AS PER LAST BID OR REVISION)															
Bid Options	No. of Equity Shares Bid (Bids must be in multiples of Bid Lot as advertised)								Price per Equity Share (₹) / "Cut-off" (Price in multiples of ₹ 1/- only)						
	(In Figures)								(In Figures)						
	8	7	6	5	4	3	2	1	Bid Price	Retail Discount	Net Price	"Cut-off" (Please✓/tick)			
Option 1									3	2	1	3	2	1	
(OR) Option 2															
(OR) Option 3															
5. TO (Revised Bid) (Only Retail Individual Bidders can Bid at "Cut-off")															
Bid Options	No. of Equity Shares Bid (Bids must be in multiples of Bid Lot as advertised)								Price per Equity Share (₹) / "Cut-off" (Price in multiples of ₹ 1/- only)						
	(In Figures)								(In Figures)						
	8	7	6	5	4	3	2	1	Bid Price	Retail Discount	Net Price	"Cut-off" (Please✓/tick)			
Option 1									3	2	1	3	2	1	
(OR) Option 2															
(OR) Option 3															

6. PAYMENT DETAILS	PAYMENT OPTION : FULL PAYMENT <input type="checkbox"/> PART PAYMENT <input checked="" type="checkbox"/>
Additional Amount Blocked (₹ in figures) _____ (₹ in words) _____	

ASBA	
Bank A/c No.	
Bank Name & Branch	
I/WE (ON BEHALF OF JOINT BIDDERS, IF ANY) HEREBY CONFIRM THAT I/WE HAVE READ AND UNDERSTOOD THE TERMS AND CONDITIONS OF THIS BID REVISION FORM AND THE ATTACHED ABRIDGED PROSPECTUS AND THE GENERAL INFORMATION DOCUMENT FOR INVESTING IN PUBLIC ISSUES ("GID") AND HEREBY AGREE AND CONFIRM THE 'BIDDERS UNDERTAKING' AS GIVEN OVERLEAF. I/WE (ON BEHALF OF JOINT BIDDERS, IF ANY) HEREBY CONFIRM THAT I/WE HAVE READ THE INSTRUCTIONS FOR FILLING UP THE BID REVISION FORM GIVEN OVERLEAF.	

7A. SIGNATURE OF SOLE/ FIRST BIDDER	7B. SIGNATURE OF ASBA BANK ACCOUNT HOLDER(S) (AS PER BANK RECORDS)	MEMBER OF SYNDICATE/REGISTERED BROKER/ SCSB/CDP/RTA STAMP (Acknowledging upload of Bid in Stock Exchange system)
	I/We authorise the SCSB to do all acts as are necessary to make the Application in the Offer.	
	1) _____	
	2) _____	
	3) _____	
Date : _____ 2018		

TEAR HERE

FINE ORGANICS	FINE ORGANIC INDUSTRIES LIMITED BID REVISION FORM - INITIAL PUBLIC OFFER - NR	Acknowledgement Slip for MEMBER OF SYNDICATE/ REGISTERED BROKER/ SCSB/CDP/RTA	Bid cum Application Form No.
---------------	---	--	------------------------------------

DPID / CLID		PAN of Sole / First Bidder	
Additional Amount Blocked (₹)	ASBA Bank A/c No.	Stamp & Signature of SCSB Branch	
Bank & Branch			
Received from Mr./Ms./M/s.			
Telephone / Mobile	Email		

TEAR HERE

FINE ORGANIC INDUSTRIES LIMITED - INITIAL PUBLIC OFFER - NR	Option 1	Option 2	Option 3	Stamp & Signature of Member of Syndicate/ Broker / SCSB / CDP / RTA	Name of Sole / First Bidder
	No. of Equity Shares				
	Bid Price				
	Additional Amount Blocked (₹)				
	ASBA Bank A/c No.				
Bank & Branch					

Acknowledgement Slip for Bidder

Bid cum  
Application  
Form No.

TEAR HERE

PLEASE FILL IN BLOCK LETTERS

TEAR HERE

