



## AKIKO GLOBAL SERVICES LIMITED

Our Company was incorporated as a private limited company namely "Akiko Global Services Private Limited" under the Companies Act, 2013 vide certificate of incorporation dated June 13, 2018 issued by Registrar of Companies, NCT of Delhi and Haryana bearing registration no. 335272. Further, Our Company was converted into a Public Limited Company in pursuance of a special resolution passed by the members of our Company at the Extra Ordinary General Meeting held on March 31, 2023. A fresh Certificate of Incorporation consequent to conversion was issued April 12, 2023 by the Registrar of Companies, NCT of Delhi and Haryana and consequently the name of our Company was changed from "Akiko Global Services Private Limited" to "Akiko Global Services Limited". The Company's Corporate Identification Number is U794999DL2018PLC335272.

Registered office: 11th Floor, Off No. 8/4-D, Vishwadeep Building, District Centre Janakpuri, West Delhi, New Delhi – 110058  
Tel: 011 4010 4241; E-mail: [akikoglobalservices@gmail.com](mailto:akikoglobalservices@gmail.com); Website: [www.themoneyfair.com](http://www.themoneyfair.com);  
Contact Person: Ms. Pooja Roy, Company Secretary and Compliance officer

## AKIKO GLOBAL SERVICES PVT. LTD.

ACHIEVING GLOBAL EXCELLENCE

## PROMOTERS OF THE COMPANY: Mr. Ankur Gaba, Ms. Richa Gaba, Mr. Puneet Mehta, Mr. Gurjeet Singh Walia and Ms. Priyanka Dutta

INITIAL PUBLIC OFFER OF UP TO 30,01,600 EQUITY SHARES OF FACE VALUE OF ₹ 10/- EACH ("EQUITY SHARES") OF AKIKO GLOBAL SERVICES LIMITED ("COMPANY") FOR CASH AT A PRICE OF ₹ [●] PER EQUITY SHARE AGGREGATING UP TO ₹ [●] LAKHS OF WHICH UP TO 1,50,400 EQUITY SHARES OF FACE VALUE OF ₹ 10/- EACH FOR CASH AT A PRICE OF ₹ [●] PER EQUITY SHARE INCLUDING A SHARE PREMIUM OF [●] PER EQUITY SHARE AGGREGATING TO ₹ [●] WILL BE RESERVED FOR SUBSCRIPTION BY MARKET MAKER TO THE ISSUE (THE "MARKET MAKER RESERVATION PORTION"). THE ISSUE LESS THE MARKET MAKER RESERVATION PORTION i.e. NET ISSUE OF 28,51,200 EQUITY SHARES OF FACE VALUE OF ₹10/- EACH AT A PRICE OF ₹ [●] PER EQUITY SHARE AGGREGATING TO ₹ [●] IS HEREIN AFTER REFERRED TO AS THE "NET ISSUE". THE ISSUE AND THE NET ISSUE WILL CONSTITUTE 27.87% AND 26.47% RESPECTIVELY OF THE POST ISSUE PAID UP EQUITY SHARE CAPITAL OF OUR COMPANY.

## ALLOCATION OF THE ISSUE

| QIB PORTION (EXCLUDING ANCHOR INVESTOR) | NOT MORE THAN 5,69,600 EQUITY SHARES |
|---|--------------------------------------|
| ANCHOR INVESTOR PORTION                 | NOT MORE THAN 8,54,400 EQUITY SHARES |
| RETAIL PORTION                          | NOT LESS THAN 9,98,400 EQUITY SHARES |
| NON-INSTITUTIONAL PORTION               | NOT LESS THAN 4,28,800 EQUITY SHARES |
| MARKET MAKER PORTION                    | UPTO 1,50,400 EQUITY SHARES          |

## PRICE BAND: ₹ 73/- to ₹ 77/- PER EQUITY SHARE

THE FLOOR PRICE IS 7.3 TIMES THE FACE VALUE AND CAP PRICE IS 7.7 TIMES THE FACE VALUE OF THE EQUITY SHARES.  
BIDS CAN BE MADE FOR A MINIMUM OF 1600 EQUITY SHARES AND IN MULTIPLES OF 1600 EQUITY SHARES THEREAFTER.

THIS ISSUE IS BEING MADE THROUGH BOOK BUILDING PROCESS, IN TERMS OF CHAPTER IX OF THE SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2018 (THE "SEBI (ICDR) REGULATIONS"), AS AMENDED READ WITH RULE 19(2)(B) OF SECURITIES CONTRACTS (REGULATION) RULES, 1957, AS AMENDED.


FOR FURTHER DETAILS, PLEASE REFER TO THE CHAPTER TITLED "ISSUE PROCEDURE" BEGINNING ON PAGE 302 OF THE RED HERRING PROSPECTUS. A COPY OF THE RED HERRING PROSPECTUS IS BE DELIVERED FOR REGISTRATION TO THE REGISTRAR OF COMPANIES, DELHI AS REQUIRED UNDER SECTION 26 READ WITH SECTION 32 OF THE COMPANIES ACT, 2013.

## BID OFFER PROGRAMME

## ANCHOR BID OPENS ON JUNE 24, 2024

## BID OFFER OPENS ON JUNE 25, 2024

## BID OFFER CLOSES ON JUNE 27, 2024

|  |   |  |   |
|--|---|--|---|
| <b>ASBA *</b>  | Simple, safe, smart way of Application!!!!  | Mandatory in Public issues from January 01, 2016. No cheque will be accepted | *Applications supported by blocked amount (ASBA) is a better way of applying to issues by simply blocking the fund in the bank account. For further details, check section on ASBA below. |
|  | UPI-Now available in ASBA for Retail Individual Investors ("RII") **<br>Investors are required to ensure that the bank account used for bidding is linked to their PAN.<br>UPI – Now available in ASBA for Retail Individual Bidders applying through Registered Brokers, DP's & RTA. Retail Individual Bidders also have the option to submit the application directly to the ASBA Bank (SCSBs) or to use the facility of linked online trading, demat and bank account. |  |   |

\*ASBA has to be availed by all the investors except Anchor Investors (if any). UPI may be availed by RIIs.

For details on the ASBA and UPI process, please refer to the details given in ASBA Form and abridged prospectus and also please refer to the section "Issue Procedure" beginning on page 302 of the Red Herring Prospectus. The process is also available on the website of SEBI and Stock Exchanges in the General Information Document. ASBA Forms can be downloaded from the website of Emerge platform of NSE ("NSE Emerge" or "Stock Exchange") and can be obtained from the list of banks that is displaying on website of SEBI at [www.sebi.gov.in](http://www.sebi.gov.in).

\*\* List of banks supporting UPI is also available on the website of SEBI at [www.sebi.gov.in](http://www.sebi.gov.in). For the list of UPI Apps and Banks live on IPO, please refer to the link: [www.sebi.gov.in](http://www.sebi.gov.in). ICICI Bank Limited has been appointed as Sponsor Bank for the Issue in accordance with the requirements of the SEBI Circular dated November 1, 2018, as amended.

IN TERMS OF THE SEBI CIRCULAR NO. CIR/CFD/POLICYCELL/11/2015, DATED NOVEMBER 10, 2015 AND THE ALL-POTENTIAL INVESTORS SHALL PARTICIPATE IN THE ISSUE ONLY THROUGH AN APPLICATION SUPPORTED BY BLOCKED AMOUNT ("ASBA") PROCESS PROVIDING DETAILS ABOUT THE BANK ACCOUNT WHICH WILL BE BLOCKED BY THE SELF-CERTIFIED SYNDICATE BANKS ("SCSBS") FOR THE SAME. FURTHER PURSUANT TO SEBI CIRCULAR BEARING NO. SEBI/HO/CFD/TPD/1/CIR/P/2023/140, FOR IMPLEMENTATION OF PHASED III FOR UPI FACILITY, WHICH IS EFFECTIVE FROM DECEMBER 01, 2023 ON MADATORY BASIS, ALL POTENTIAL BIDDERS (EXCEPT ANCHOR INVESTORS) ARE REQUIRED TO MANDATORILY UTILIZE THE APPLICATION SUPPORTED BY BLOCKED AMOUNT ("ASBA") PROCESS PROVIDING DETAILS OF THEIR RESPECTIVE ASBA ACCOUNTS OR UPI ID (IN CASE OF RIIS), IN WHICH THE CORRESPONDING APPLICATION AMOUNTS WILL BE BLOCKED BY THE SCSBS OR UNDER THE UPI MECHANISM, AS APPLICABLE. FOR DETAILS IN THIS REGARD, SPECIFIC ATTENTION IS INVITED TO "ISSUE PROCEDURE" ON PAGE NO. 302 OF THE RED HERRING PROSPECTUS. IN CASE OF DELAY, IF ANY IN UNBLOCKING/REFUND THE FUND, OUR COMPANY SHALL PAY INTEREST ON THE APPLICATION MONEY AT THE RATE OF 15% PER ANNUM FOR THE PERIOD OF DELAY. THE ISSUE IS BEING MADE UNDER PHASE III OF THE UPI (ON A MANDATORY BASIS).

1) Basic Earnings per Share (EPS) as per Accounting Standard 20.

On the basis of Standalone financials:

| Financial Year                            | EPS (Basic & Diluted) | Weight |
|---|-----------------------|--------|
| 2022-23                                   | 12.62                 | 3      |
| 2021-22                                   | 2.86                  | 2      |
| 2020-21                                   | 0.84                  | 1      |
| Weighted Average EPS                      |                       | 7.40   |
| For the period ended on January 31, 2024* | 4.70                  |        |

\* Not Annualized

Notes: Weighted average = Aggregate of year-wise weighted EPS divided by the aggregate of weights i.e. sum of (EPS\* Weight) for each year/Total of Weights.

$$\text{Basic Earnings per share (Rs)} = \frac{\text{Restated Profit After Tax Attributable to Equity Shareholders}}{\text{Weighted Average Number of Equity Shares Outstanding}}$$

$$\text{Diluted Earnings per share (Rs)} = \frac{\text{Restated Profit After Tax Attributable to Equity Shareholders}}{\text{Weighted Average Number of Equity Shares Outstanding after adjusting for the effect of all dilutive potential equity shares}}$$

2) Price to Earnings (P/E) ratio in relation to Issue Price of ₹ [●] per Equity Share of face value ₹. 10/- each fully paid up.

On the basis of standalone Financials:

| Particulars  | P/E Ratio at floor price | P/E Ratio at cap price |
|--|--------------------------|------------------------|
| P/E ratio based on the Basic & Diluted EPS, as restated for the period ended January, 31, 2024 | 15.53                    | 16.38                  |
| P/E ratio based on the Basic & Diluted EPS, as restated for FY 2022-23                         | 5.78                     | 6.10                   |
| P/E ratio based on the Basic & Diluted EPS, as restated for FY 2021-22                         | 25.52                    | 26.92                  |
| P/E ratio based on the Basic & Diluted EPS, as restated for FY 2020-21                         | 86.90                    | 91.66                  |
| P/E ratio based on the Weighted Average EPS, as restated                                       | 21.15                    | 22.31                  |

$$\text{Price to Earning Ratio (P/E)} = \frac{\text{Floor Price/Cap Price}}{\text{Restated Earnings per share}}$$

3) Return on Net Worth (RONW)

On the basis of standalone Financials:

| Financial Year                            | Return on Net Worth (%) | Weight |
|---|-------------------------|--------|
| 2022-23                                   | 78.36                   | 3      |
| 2021-22                                   | 63.22                   | 2      |
| 2020-21                                   | 50.74                   | 1      |
| Weighted Average                          |                         | 68.71  |
| For the period ended on January 31, 2024* | 22.91                   |        |

\* Not Annualized

$$\text{Return on Net worth (\%)} = \frac{\text{Restated Profit After Tax attributable to Equity Shareholders}}{\text{Net Worth}} \times 100$$

4) Net Asset Value per Equity Share

On the basis of standalone financials:

| Particulars                               | Net Asset Value (NAV) in Rs. |
|---|------------------------------|
| For the period ended on January 31, 2024* | 20.52                        |
| NAV as on March 31, 2023                  | 16.10                        |
| NAV as on March 31, 2022                  | 4.53                         |
| NAV as on March 31, 2021                  | 1.67                         |
| NAV after the Offer- at Cap Price#        | [●]                          |
| NAV after the Offer- at Floor Price#      | [●]                          |
| Issue Price#                              | [●]                          |

\* Not Annualized

# To be determined after the book building process

$$\text{Restated Net Asset Value per equity (Rs)} = \frac{\text{Restated Net Worth as at the end of the year}}{\text{Number of Equity Shares Outstanding}}$$

5) Comparison with industry peers – Not Applicable

Key financial and operational performance indicators ("KPIs")

Our company considers that KPIs included herein below have a bearing for arriving at the basis for Offer Price. The KPIs disclosed below have been approved by a resolution of our Audit Committee dated June 12, 2024 Further, the KPIs herein have been certified by KAPISH JAIN & ASSOCIATES, Chartered Accountants, by their certificate dated June 12, 2024 vide UDIN 24514162BKHGWG8583. Additionally, the Audit Committee on its meeting dated June 12, 2024, have confirmed that other than verified and audited KPIs set out below, our company has not disclosed to earlier investors at any point of time during the three years period prior to the date of the Red Herring Prospectus.

For further details of our key performance indicators, see "Risk Factors", "Our Business", "Management's Discussion and Analysis of Financial Condition and Results of Operations" on pages 35, 139 and 247 respectively. We have described and defined them, where applicable, in "Definitions and Abbreviations" section on page 1. Our Company confirms that it shall continue to disclose all the KPIs included in this section "Basis for Offer Price", on a periodic basis, at least once in a year (or for any lesser period as determined by the Board of our Company), for a duration that is at least the later of (i) one year after the listing date or period specified by SEBI; or (ii) till the utilization of the Net Proceeds. Any change in these KPIs, during the aforementioned period, will be explained by our Company as required under the SEBI ICDR Regulations

Key metrics like revenue growth, EBITDA Margin, PAT Margin and few balance sheet ratio are monitored on a periodic basis for evaluating the overall performance of our Company. Standalone KPI indicators (Amount in ₹ lakhs, except EPS, % and ratios)

| PARTICULARS   | Period Ended January 31 <sup>st</sup> , 2024* | Financial Year Ended March 31 <sup>st</sup> , 2023 | Financial Year Ended March 31 <sup>st</sup> , 2022 | Financial Year Ended March 31 <sup>st</sup> , 2021 |
|---|---|--|--|--|
| Revenue From Operations <sup>(1)</sup>              | 2,590.30                                      | 3,958.11   | 1,351.92   | 610.78   |
| Revenue CAGR (%) from F.Y. 2021-2023 <sup>(2)</sup> |   |  | 154.57%  |  |
| EBITDA <sup>(3)</sup>                               | 460.08  | 632.42   | 118.25   | 42.43  |
| EBITDA (%) Margin <sup>(4)</sup>                    | 17.76%  | 15.97%   | 8.74%  | 6.95%  |
| EBITDA CAGR (%) from F.Y. 2021-2023 <sup>(5)</sup>  |   |  | 286.09%  |  |
| EBIT  | 440.16  | 613.18   | 106.84*  | 36.47  |
| ROCE <sup>(6)</sup>                                 | 29.23%  | 109.99%  | 63.39%   | 21.79%   |
| Current Ratio <sup>(7)</sup>                        | 6.81  | 2.40   | 1.38   | 0.99   |
| Operating cash flow <sup>(8)</sup>                  | (611.94)                                      | 52.62  | 12.53  | (17.78)  |
| PAT <sup>(9)</sup>                                  | 321.48  | 453.26   | 77.85  | 22.98  |
| PAT Margin  | 12.41%  | 11.45%   | 5.76%  | 3.76%  |
| Net Worth   | 1,403.37                                      | 578.40   | 123.14   | 45.29  |
| ROE/ RONW <sup>(10)</sup>                           | 32.44%  | 129.22%  | 92.44%   | 67.99%   |
| EPS <sup>(11)</sup>                                 | 4.70  | 12.62  | 2.86   | 0.84   |

\*Not Annualized

Notes:

<sup>(1)</sup> Revenue from operations is the total revenue generated by our Company from its operation.

<sup>(2)</sup> Revenue CAGR: The three-year compound annual growth rate in Revenue.  $[(\text{Ending Value}/\text{Beginning Value})^{(1/N)}]-1$

<sup>(3)</sup> EBITDA is calculated as Profit before tax + Depreciation + Interest Expenses - Other Income

<sup>(4)</sup> EBITDA Margin is calculated as EBITDA divided by Revenue from Operations

<sup>(5)</sup> EBITDA CAGR: The three-year compound annual growth rate in EBITDA.  $[(\text{Ending Value}/\text{Beginning Value})^{(1/N)}]-1$

<sup>(6)</sup> ROCE: Return on Capital Employed is calculated as EBIT divided by capital employed, which is defined as shareholders' equity plus long-term debt.

<sup>(7)</sup> Current Ratio: Current Asset over Current Liabilities

<sup>(8)</sup> Operating Cash Flow: Net cash inflow from operating activities.

<sup>(9)</sup> PAT is mentioned as PAT for the period.

<sup>(10)</sup> ROC/RonW is calculated PAT divided by shareholders' equity.

<sup>(11)</sup> EPS is mentioned as EPS for the period.

## RISKS TO INVESTORS:

- The average cost of acquisition per Equity Share by our Promoters, i.e., Puneet Mehta, Gurjeet Singh Walia, Richa Arora, Ankur Gaba and Priyanka Dutta at the date of Red Herring Prospectus are 3.35, 3.33, 1.60, 0.92 and 10.58.
- At the date of the Red Herring Prospectus, the Weighted Average cost of acquisition per Equity Share by our Promoters, i.e., Puneet Mehta, Gurjeet Singh Walia, Richa Arora, Ankur Gaba and Priyanka Dutta at the date of Red Herring Prospectus are 3.38, 3.33, 1.66, 0.98 and 10.58.

1) Our company may, in consultation with the BRLM, consider participation by the Anchor Investor. The Anchor Investor Bid/offer period shall be one working day prior to the Bid/ Offer opening date in accordance with SEBI ICDR Regulations, 2018.

2) Our company may, in consultation with the BRLM, consider closing the Bid/ Offer period for QIB one working day prior to the Bid/ Offer Closing Date in accordance with the SEBI ICDR Regulations, 2018.

The details of the Equity Shares held by our Promoters, which are locked in for a period of 3 years from the date of Allotment in the Offer are given below:

| Name of Promoter    | Date of Transaction and when made fully paid-up | Nature of Transaction | No. of Equity Shares | Face Value (Rs.) | Issue/ Acquisition Price per Equity Share (Rs.) | Percentage of post-Offer paid-up capital (%) | Lock in Period |
|---------------------|---|-----------------------|----------------------|------------------|---|--|----------------|
| Puneet Mehta        | 05.12.2022                                      | Allotment             | 10,000               | 10               | 10  | 0.09%  | 3 years        |
|                     | 25.07.2023                                      | Bonus Issue           | 4,86,492             | 10               | -   | 4.52%  | 3 years        |
| Gurjeet Singh Walia | 17.12.2022                                      | Transfer              | 10,000               | 10               | -   | 0.09%  | 3 years        |
|                     | 25.07.2023                                      | Bonus Issue           | 4,86,492             | 10               | -   | 4.52 %                                       | 3 years        |
| Richa Arora         | 17.02.2020                                      | Transfer              | 5000                 | 10               | 10  | 0.05%  | 3 years        |
|                     | 05.12.2022                                      | Allotment             | 5000                 | 10               | 10  | 0.04%  | 3 years        |
| Ankur Gaba          | 25.07.2023                                      | Bonus Issue           | 4,86,493             | 10               | -   | 4.52%  | 3 years        |
|                     | 2018  | Subscriber to MOA     | 5000                 | 10               | 10  | 0.05%  | 3 years        |
| Priyanka Dutta      | 05.12.2022                                      | Allotment             | 5000                 | 10               | 10  | 0.04%  | 3 years        |
|                     | 25.07.2023                                      | Bonus Issue           | 4,86,492             | 10               | -   | 4.52%  | 3 years        |
|                     | 29.03.2023                                      | Transfer              | 10                   | 10               | 10  | 0.001%                                       | 3 years        |
|                     | 25.07.2023                                      | Bonus Issue           | 167940               | 10               | -   | 1.56%  | 3 years        |

In case of revision in the price band, the bid/ Issue period shall be extended for at least three (3) additional working days after such revision in the price band, subject to the bid/issue period not exceeding a total of ten (10) working days any revision in the price band , and the revised bid/issue Period, if applicable shall be widely disseminated by notification to the Stock Exchange by issuing press release and by and also by indicating the change on the website of BRLM and by intimation to Self-Certified Syndicate Banks (SCSBs), the sponsor banks and the designated intermediaries, as applicable. In case of force majeure, Banking strike or similar circumstances, the company may for the reason recorded in writing, extend the Bid/ Issue period by at least Three (3) additional working days subject to total bid / Issue period not exceeding Ten (10) working days.

The issue is being made in terms of Rule 19(2)(b)(i) of the Securities Contract (Regulation) Rules, 1957, as amended ("SCRR") read with Regulation 253 of SEBI ICDR Regulations, the issue is being made for at least 25% of the post issue paid up Equity Share capital of our Company. The issue is being made through the Book Building Process wherein not more than 50% of the issue shall be available for allocation on a proportionate basis to Qualified Institutional Buyers ("QIBs" and such portion to the "QIB Portion") provided that our company may in consultation with the BRLM may allocate upto 60% of the QIB portion to the Anchor Investor on a discretionary basis in accordance with the SEBI ICDR Regulations ("Anchor Investor Portion"). One third of the Anchor Investor Portion shall be reserved for the Domestic Mutual Funds, subject to valid bids being received from the domestic mutual funds at or above the Anchor Investor allocation price. Further, 5% 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 proportionate basis to all QIBs Bidders (other than Anchor Investors), including mutual funds, subject to valid bids being received at or above the issue price. Further, not less than 15% of the issue shall be available for allocation on proportionate basis to Non- Institutional Bidder and not less than 35% of the issue shall be available for allocation to the Retail Individual bidders in accordance with the SEBI ICDR Regulations subject to valid bids being received or above the issue price. All potential bidders, other than Anchor Investor, are required to mandatorily utilize the application supported by blocked amount ("ASBA") process providing details of their respective bank account (including UPI ID in case of RIBs) which will be blocked by SCSBs, or the bank account linked with the UPI ID, as applicable, to participate in the issue. Anchor Investors are not permitted to participate in the Anchor Investor Portion through the ASBA process. For Details, please see the section titled "Issue Procedure" on page 302 of the Red Herring Prospectus.

## PROPOSED LISTING:

The Equity Shares offered through the Red Herring Prospectus are proposed to be listed on the Emerge Platform of National Stock Exchange of India Limited ("NSE Emerge"), in terms of the Chapter IX of the SEBI (ICDR) Regulations, 2018, as amended from time to time. Our Company has received an In-Principle approval letter date June 04, 2024 from National Stock Exchange of India Limited for using its name in this offer document for listing of our shares on the NSE Emerge. For the purpose of this Issue, the Designated Stock Exchange will be the National Stock Exchange of India Limited.

## DISCLAIMER CLAUSE OF SECURITIES AND EXCHANGE BOARD OF INDIA ("SEBI"):

Since the Issue is being made in terms of Chapter IX of the SEBI (ICDR) Regulations, 2018, the Offer Document was not filed with SEBI. In terms of the SEBI ICDR Regulations, SEBI shall not issue any observations on the Offer Document. Hence, there is no such specific disclaimer clause of SEBI. However, investors may refer to the entire "SEBI Disclaimer Clause" on 276 of the Red Herring Prospectus.

## DISCLAIMER CLAUSE OF EMERGE PLATFORM OF NATIONAL STOCK EXCHANGE OF INDIA LIMITED (DESIGNATED STOCK EXCHANGE):

It is to be distinctly understood that the permission given by the National Stock Exchange of India Limited ("NSE") should not in any way be deemed or construed that the contents of the Red Herring Prospectus or the price band at which the Equity Shares are offered for bidding has been cleared, solicited or approved by NSE nor does it certify the correctness accuracy or completeness of any of the contents of the Red Herring Prospectus. The investors are advised to refer to the Red Herring Prospectus for the full text of the "Disclaimer Clause of the Emerge Platform of the National Stock Exchange of India Limited" on page 280 of the Red Herring Prospectus.

## RISK IN RELATION TO THE FIRST ISSUE:

This being the first public issue of our Company, there has been no formal market for the Equity Shares. The face value of the Equity Shares is Rs. 10/- each and the offer floor price is 7.30 times of the face value and cap price is 7.70 times of the face value of the equity shares. The Issue Price (determined and justified by our Company in consultation with the Book Running Lead Manager as stated in "Basis for Issue Price" on page 118 should not be taken to be indicative of the market price of the Equity Shares after the Equity Shares are listed. No assurance can be given regarding an active or sustained trading in the Equity Shares or regarding the price at which the Equity Shares will be traded after listing.

Bidders/ Applicants should note that on the basis of PAN, DP ID And Client ID as provided in the bid cum application form, the Bidder/ Applicants may be deemed to have authorized the Depositories to provide to the Registrar to the Issue, any requested Demographic details of the Bidders/ Applicants as available on the records of the depositories. These Demographic details may be used, among other things, for or unblocking of ASBA account or for other correspondence related to an issue. Bidders/ Applicants are advised to update any changes to their demographic details as available in the records of the depository participants to ensure accuracy of records. Any delay resulting from failure to update the demographic details would be at the applicant's sole risk. Bidders/ Applicants should ensure that PAN, DP ID and the Client ID are correctly filled in the bid cum application form. The PAN, DP ID and the Client ID provided in the bid cum application form should match with the PAN, DP ID and the Client ID available in the depository database, otherwise the bid cum application form is liable to be rejected. Bidders/ Applicant should ensure that the beneficiary account provided in the Bid cum application form is active.

## GENERAL RISK:

Investments in equity and equity-related securities involve a degree of risk and investors should not invest any funds in this Issue unless they can afford to take the risk of losing their investment. Investors are advised to read the risk factors carefully before taking an investment decision in this issue. For taking an investment decision, investors must rely on their own examination of our Company and the Issue including the risks involved. The Equity Shares issued in the Issue have neither been recommended nor approved by Securities and Exchange Board of India nor does Securities and Exchange Board of India guarantee the accuracy or adequacy of Red Herring Prospectus. Specific attention of the investors is invited to the section titled "Risk Factors" beginning on page 35 of Red Herring Prospectus.

CREDIT RATING: This being the issue of Equity Shares, no credit rating is required.

DEBENTURE TRUSTEES: This being the issue of Equity Shares, the appointment of Trustees is not required.

IPO GRADING: Since this issue is made in terms of Chapter IX of the SEBI (ICDR) Regulations, there is no requirement of appointing an IPO Grading Agency.

BASIS OF ISSUE PRICE: The Issue Price is determined by the Company in consultation with the Lead Manager. The financial data presented in section "Basis of Issue Price" on page no. 118 of the Red Herring Prospectus are based on Company's Restated Financial Statements. Investors should also refer to the section titled "Risk Factors" and "Restated Financial Statement" on page no. 35 and 200 respectively of the Red Herring Prospectus.

## ADDITIONAL INFORMATION AS REQUIRED UNDER SECTION 30 OF THE COMPANIES ACT, 2013

CONTENTS OF THE MEMORANDUM OF ASSOCIATION OF OUR COMPANY AS REGARDS ITS OBJECTS: For information on the main objects and other objects of our Company, see "History and Certain Corporate Matters" on page 163 of the Red Herring Prospectus. The Memorandum of Association of our Company is a material document for inspection in relation to the Issue. For further details, see the section "Material Contracts and Documents for Inspection" on page 359 of the Red Herring Prospectus.

LIABILITY OF MEMBERS OF THE COMPANY: Limited by shares.

AMOUNT OF SHARE CAPITAL OF THE COMPANY AND CAPITAL STRUCTURE: The Authorized share capital of the Company is Rs. 11,00,00,000/- divided into 1,10,00,000 Equity Shares of ₹ 10/- each. The Issued, Subscribed, And Paid-Up share capital of the Company before the Issue is Rs. 7,76,80,000/- divided into 77,68,000 Equity Shares of ₹ 10/- each. For details of the Capital Structure, see chapter titled "Capital Structure" beginning on page 76 of the Red Herring Prospectus.

NAMES OF THE SIGNATORIES TO THE MEMORANDUM OF ASSOCIATION OF THE COMPANY AND THE NUMBER OF EQUITY SHARES SUBSCRIBED BY THEM: Given below are the names of the signatories of the Memorandum of Association of the Company and the number of Equity Shares subscribed by them at the time of signing of the Memorandum of Association of our Company: Roshan Gaba – 5000 Equity Shares and Ankur Gaba - 5000 Equity Share, aggregating to 10,000.00 Equity Shares of ₹ 10/- each.

| BOOK RUNNING LEAD MANAGER  | REGISTRAR TO THE ISSUE   | COMPANY SECRETARY AND COMPLIANCE OFFICER   |
|--|--|--|
|  <b>Fastrack Finsec</b><br>Category 4 Merchant Banker   |  <b>Skyline</b><br>Financial Services Pvt. Ltd.   | <b>Pooja Roy</b><br>Address: 11th Floor, Off No. 8/4-D, Vishwadeep Building District Centre Janakpuri, New Delhi – 110058.<br>Tel.: +91 98188 73651, E-mail: <a href="mailto:accounting@akiko.co.in">accounting@akiko.co.in</a><br>Website: <a href="http://www.themoneyfair.com">www.themoneyfair.com</a> |
| <b>FAST TRACK FINSEC PRIVATE LIMITED</b><br>Address: Office No. V-116, 1 <sup>st</sup> Floor, New Delhi House, 27, Barakhamba Road, New Delhi – 110001<br>Tel: +91 11 43029809   Email: <a href="mailto:mb@ftfinsec.com">mb@ftfinsec.com</a> ;<br>Contact Person: Mr. Vikas Kumar Verma<br>Website: <a href="http://www.ftfinsec.com">www.ftfinsec.com</a><br>SEBI registration number: INM000012500<br>CIN: U65191DL2010PTC200381 | <b>SKYLINE FINANCIAL SERVICES PVT LTD</b><br>Address: D-153A, 1 <sup>st</sup> Floor, Okhla Industrial Area, Phase-1, New Delhi, National Capital Territory of Delhi, 110020<br>Telephone: +91-11-40450193-97,   Bid-cum-application Forms will also be available on the website of NSE ( <a href="http://www.nseindia.com">www.nseindia.com</a> ) and the designated branches of SCSBs, the list of which is available at websites of the Stock Exchange and SEBI.<br>Email: <a href="mailto:ipo@skylinert.com">ipo@skylinert.com</a> Website: <a href="http://www.skylinert.com">www.skylinert.com</a><br>Contact Person: Mr. Anuj Rana<br>SEBI Registration Number: INR000003241<br>CIN: U74899DL1995PTC071324 | Investors can contact our Company Secretary and Compliance Officer, the Lead Manager or the Registrar to the Issue, in case of any pre-issue or post-issue related problems, such as non-receipt of letters of allotment, non-credit of allotted Equity Shares in the respective                           |