



Our Company was originally incorporated as “Airan Consultants Private Limited” on April 19, 1995 under the provisions of Companies Act, 1956 with a certificate of Incorporation issued by Registrar of Companies, Gujarat, Dadra and Nagar Haveli at Ahmedabad. Later on, the name of our company was changed to “Airan Private Limited” on January 4, 2017 with certificate of Incorporation pursuant to change of name issued by Registrar of Companies, Ahmedabad. Consequent upon the conversion of our Company into public limited company, the name of our Company was changed to “Airan Limited” and fresh certificate of incorporation dated January 18, 2017 was issued by the Registrar of Companies, Ahmedabad. The Corporate Identification Number of our Company is U74140GJ1995PLC025519.

PUBLIC ISSUE OF 33,00,000 EQUITY SHARES OF FACE VALUE OF ₹ 10 EACH OF AIRAN LIMITED (THE “COMPANY” OR THE “ISSUER”) FOR CASH AT A PRICE OF ₹ 45 PER EQUITY SHARE INCLUDING A SHARE PREMIUM OF ₹ 35 PER EQUITY SHARE (THE “ISSUE PRICE”) AGGREGATING TO ₹ 1485.00 LACS (“THE ISSUE”), OF WHICH 1,68,000 EQUITY SHARES OF FACE VALUE OF ₹ 10 EACH WILL FOR CASH AT A PRICE OF ₹ 45 PER EQUITY SHARE INCLUDING A SHARE PREMIUM OF ₹ 35 PER EQUITY SHARE AGGREGATING TO ₹ 75.60 LACS 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 31,32,000 EQUITY SHARES OF FACE VALUE OF ₹ 10 EACH AT A PRICE OF ₹ 45 PER EQUITY SHARE AGGREGATING TO ₹ 1409.40 LACS IS HEREIN AFTER REFERRED TO AS THE “NET ISSUE”. THE ISSUE AND THE NET ISSUE WILL CONSTITUTE 26.39% AND 25.05%, RESPECTIVELY OF THE POST ISSUE PAID UP EQUITY SHARE CAPITAL OF OUR COMPANY.

#### **General Information Document for Investing in Public Issues**

This General Information Document highlights the key rules, processes and procedures applicable to public issues in accordance with the provisions of the Companies Act, 2013 (to the extant notified), Companies Act, 1956 (without reference to the provisions thereof that have ceased to have effect upon the notification of the Companies Act, 2013), the Securities Contracts (Regulation) Act, 1956, the Securities Contracts (Regulation) Rules, 1957 and the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009. Applicants should not construe the contents of this General Information Document as legal advice and should consult their own legal counsel and other advisors in relation to the legal matters concerning the Issue. For taking an investment decision, the Applicants should rely on their own examination of the Issuer and the Issue, and should carefully read the Draft Prospectus / Prospectus before investing in the Issue.

#### **General Information Document for Investing in Public Issues**

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#### **Important Note:**

This General Information Document relates to the Public Issue of 33,00,000 Equity Shares of ₹ 10/- each fully paid of Airan Limited (The “Company” or “The Issuer”) for Cash at a Price of ₹ 45 Per Equity Share in Terms of Chapter XB of the SEBI (ICDR) Regulations, 2009 (As amended from time to time), under the Fixed Price Mode and are proposed to be listed on the SME Platform of National Stock Exchange of India Limited (NSE).

Accordingly, the Investors are advised to refer to the particulars of this GID in context of Fixed Price Issue being made under Chapter XB of the SEBI (ICDR) Regulations, 2009.

## SECTION 1: PURPOSE OF THE GENERAL INFORMATION DOCUMENT (GID)

This document is applicable to the public issues undertaken through the Book-Building Process as well as to the Fixed Price Offers. The purpose of the “General Information Document for Investing in Public Issues” is to provide general guidance to potential Applicants in IPOs and FPOs, and on the processes and procedures governing IPOs and FPOs, undertaken in accordance with the provisions of the SEBI ICDR Regulations.

Applicants should note that investment in equity and equity related securities involves risk and Applicant should not invest any funds in the Offer unless they can afford to take the risk of losing their investment. The specific terms relating to securities and/or for subscribing to securities in an Offer and the relevant information about the Issuer undertaking the Offer are set out in the Prospectus filed by the Issuer with the Registrar of Companies (“RoC”). Applicants should carefully read the entire Prospectus and the Application Form and the Abridged Prospectus of the Issuer in which they are proposing to invest through the Offer. In case of any difference in interpretation or conflict and/or overlap between the disclosure included in this document and the Prospectus, the disclosures in the Prospectus shall prevail. The Prospectus of the Issuer is available on the websites of stock exchanges, on the website(s) of the LM(s) to the Offer and on the website of Securities and Exchange Board of India (“SEBI”) at [www.sebi.gov.in](http://www.sebi.gov.in).

For the definitions of capitalized terms and abbreviations used herein Applicants may see “Glossary and Abbreviations”.

## SECTION 2: BRIEF INTRODUCTION TO IPOs/FPOs

### 2.1 Initial public offer (IPO)

An IPO means an offer of specified securities by an unlisted Issuer to the public for subscription and may include an Offer for Sale of specified securities to the public by any existing holder of such securities in an unlisted Issuer.

For undertaking an IPO, an Issuer is *inter-alia* required to comply with the eligibility requirements of in terms of either Regulation 26(1) or Regulation 26(2) of the SEBI ICDR Regulations, 2009. For details of compliance with the eligibility requirements by the Issuer, Applicants may refer to the Prospectus.

### 2.2 Further public offer (FPO)

An FPO means an offer of specified securities by a listed Issuer to the public for subscription and may include Offer for Sale of specified securities to the public by any existing holder of such securities in a listed Issuer.

For undertaking an FPO, the Issuer is *inter-alia* required to comply with the eligibility requirements in terms of Regulation 26/ Regulation 27 of the SEBI ICDR Regulations. For details of compliance with the eligibility requirements by the Issuer, Applicants may refer to the Prospectus.

The Issuer may also undertake IPO under of chapter XB of the SEBI (ICDR) Regulations, wherein as per,

- Regulation 106M (1): An issuer whose post-issue face value capital does not exceed ten crore rupees shall issue its specified securities in accordance with provisions of this Chapter.
- Regulation 106M (2): An issuer, whose post issue face value capital, is more than ten crore rupees and upto twenty five crore rupees, may also issue specified securities in accordance with provisions of this Chapter.

The present Issue being made under Regulation 106M (2) of Chapter XB of SEBI (ICDR) Regulation.

### 2.3 Other Eligibility Requirements:

In addition to the eligibility requirements specified in paragraphs 2.1, an Issuer proposing to undertake an IPO is required to comply with various other requirements as specified in the SEBI ICDR Regulations, 2009, the Companies Act, 2013 (the “Companies Act”), The Securities Contracts (Regulation) Rules, 1957 (the “SCRR”), industry-specific regulations, if any, and other applicable laws for the time being in force. Following are the eligibility requirements for making an SME IPO under Regulation 106M (1) of Chapter XB of SEBI (ICDR) Regulation

- (a) In accordance with regulation 106P of the SEBI (ICDR) Regulations, Issue has to be 100% underwritten and the LM has to underwrite at least 15% of the total issue size.
- (b) In accordance with Regulation 106R of the SEBI (ICDR) Regulations, total number of proposed allottees in the Issue shall be greater than or equal to fifty, otherwise, the entire application money will be refunded forthwith.
- (c) In accordance with Regulation 106O the SEBI (ICDR) Regulations, Company is not required to file any Offer Document with SEBI nor has SEBI issued any observations on the Offer Document. The Lead Manager shall submit the copy of Prospectus along with a Due Diligence Certificate including additional confirmations as required to SEBI at the time of filing the Prospectus with Stock Exchange and the Registrar of Companies.
- (d) In accordance with Regulation 106V of the SEBI ICDR Regulations, the LM has to ensure compulsory market making for a minimum period of three years from the date of listing of Equity Shares offered in the Issue.
- (e) The Issuer shall have a track record of atleast there years.
- (f) The Net worth (excluding revaluation reserves) of the Issuer shall be positive as per the latest audited financial results.
- (g) The Issuer should have positive cash accruals (earnings before depreciation and tax) from operations for at least 2 financial years.

- (h) The Post-issue paid up capital of the Issuer shall be less than Rs. 25 Crores.
- (i) The Issuer shall mandatorily facilitate trading in demat securities.
- (j) The Issuer should not be referred to Board for Industrial and Financial Reconstruction.
- (k) No petition for winding up is admitted by a court or a liquidator has not been appointed of competent jurisdiction against the Company.
- (l) No material regulatory or disciplinary action should have been taken by any stock exchange or regulatory authority in the past three years against the Issuer.
- (m) The Company should have a website.

Issuer shall also comply with all the other requirements as laid down for such an Issue under Chapter X-B of SEBI (ICDR) Regulations and subsequent circulars and guidelines issued by SEBI and the Stock Exchange.

As per Regulation 106(M)(3) of SEBI (ICDR) Regulations, 2009, the provisions of Regulations 6(1), 6(2), 6(3), Regulation 7, Regulation 8, Regulation 9, Regulation 10, Regulation 25, Regulation 26, Regulation 27 and Sub regulation (1) of Regulation 49 of SEBI (ICDR) Regulations, 2009 shall not apply to this Issue.

Thus Company is eligible for the Issue in accordance with regulation 106M (2) and other provisions of chapter XB of the SEBI (ICDR) Regulations as the post issue face value capital will be more than Rs. 1,000 lacs and upto Rs.2500 lacs. Company also complies with the eligibility conditions laid by the SME Platform of NSE for listing of our Equity Shares.

## 2.4 Types of Public Issues – Fixed Price Issues and Book Built Issues

In accordance with the provisions of the SEBI ICDR Regulations, an Issuer can either determine the Offer Price through the Book Building Process (“**Book Built Issue**”) or undertake a Fixed Price Offer (“**Fixed Price Issue**”). An Issuer may mention Floor Price or Price Band in the RHP (in case of a Book Built Issue) and a Price or Price Band in the Draft Prospectus (in case of a fixed price Issue) and determine the price at a later date before registering the Prospectus with the Registrar of Companies.

The cap on the Price Band should be less than or equal to 120% of the Floor Price. The Issuer shall announce the Price or the Floor Price or the Price Band through advertisement in all newspapers in which the pre-issue advertisement was given at least five Working Days before the Bid/Offer Opening Date, in case of an IPO and at least one Working Day before the Bid/Issue Opening Date, in case of an FPO.

The Floor Price or the Offer price cannot be lesser than the face value of the securities. Applicants should refer to the Prospectus or Offer advertisements to check whether the Offer is a Book Built Issue or a Fixed Price Issue.

## 2.5 ISSUE PERIOD

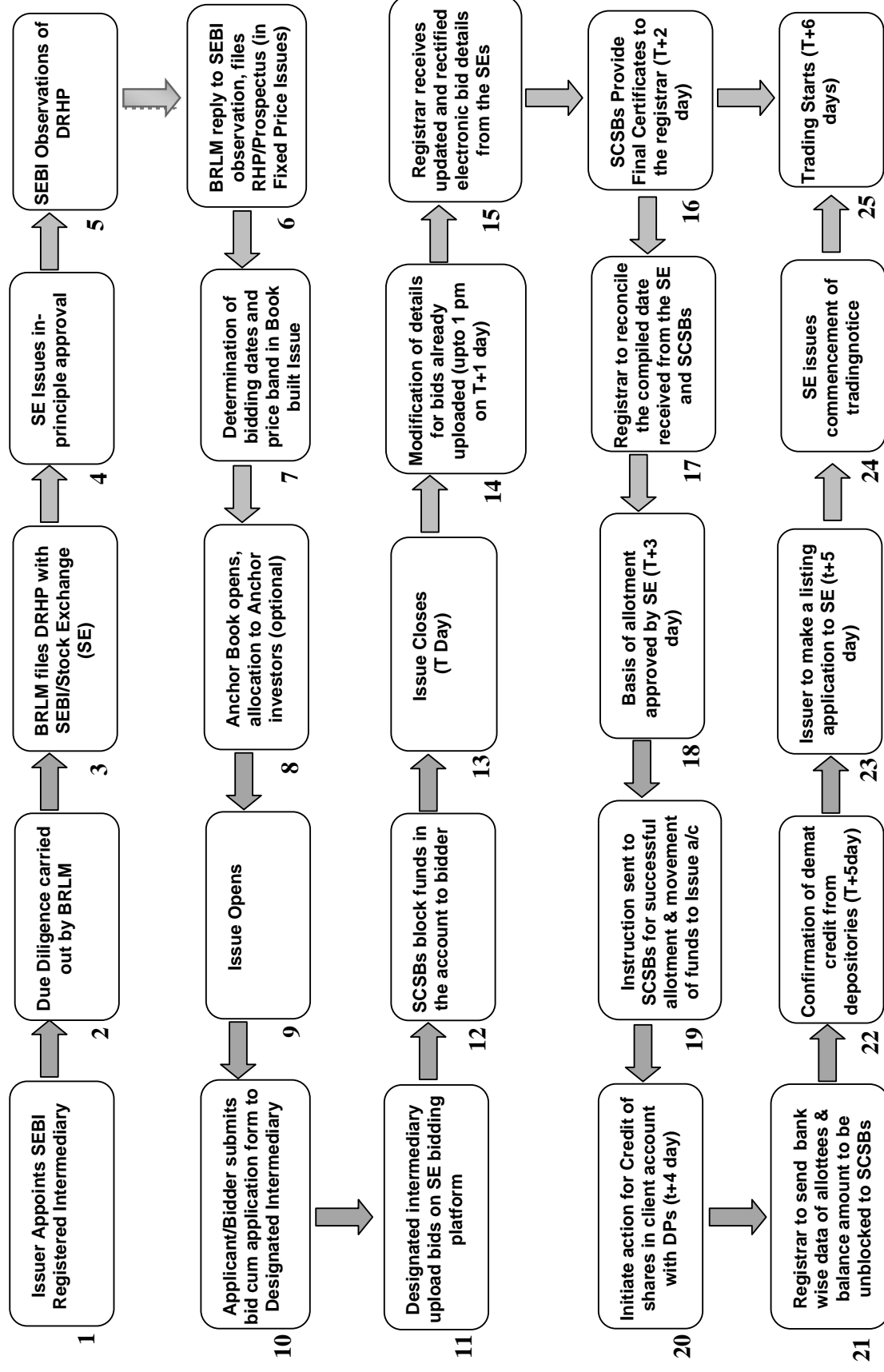
The Offer may be kept open for a minimum of three Working Days (for all category of Applicants) and not more than ten Working Days. Applicants are advised to refer to the Application Form and Abridged Prospectus or Prospectus for details of the Issue Period. Details of Issue Period are also available on the website of the Stock Exchange(s).

In case of a Book Built Issue, the Issuer may close the Issue Period for QIBs one Working Day prior to the Bid/Offer Closing Date if disclosures to that effect are made in the RHP. In case of revision of the Floor Price or Price Band in Book Built Issues the Bid/Issue Period may be extended by at least three Working Days, subject to the total Issue Period not exceeding 10 Working Days. For details of any revision of the Floor Price or Price Band, Applicants may check the announcements made by the Issuer on the websites of the Stock Exchanges and the LM(s), and the advertisement in the newspaper(s) issued in this regard.

## 2.6 FLOWCHART OF TIMELINES

A flow chart of process flow in Fixed Price and Book Built Issues is as follows. Applicants may note that this is not applicable for Fast Track FPOs:

- In case of Offer other than Book Built Issue (Fixed Price Issue) the process at the below mentioned steps shall be read as:
  - i. Step 7: Determination of Offer Date and Price
  - ii. Step 10: Applicant submits Application Form with Designated Branch of SCSB
  - iii. Step11: SCSB uploads ASBA Application details in Stock Exchange Platform
  - iv. Step12: Issue period closes
  - v. Step15: Not Applicable



### SECTION 3: CATEGORY OF INVESTORS ELIGIBLE TO PARTICIPATE IN AN ISSUE

**Each Applicant should check whether it is eligible to apply under applicable law.** Furthermore, certain categories of Applicants, such as NRIs, FIIs, FPIs and FVCIs may not be allowed to Bid/Apply in the Offer or to hold Equity Shares, in excess of certain limits specified under applicable law. Applicants are requested to refer to the Prospectus for more details.

Subject to the above, an illustrative list of Applicants is as follows:

- Indian nationals resident in India who are competent to contract under the Indian Contract Act, 1872, in single or joint names (not more than three);
- Applications belonging to an account for the benefit of a minor (under guardianship);
- Hindu Undivided Families or HUFs, in the individual name of the Karta. The Applicant should specify that the Bid is being made in the name of the HUF in the Application Form as follows: “Name of sole or first Applicant: XYZ Hindu Undivided Family applying through XYZ, where XYZ is the name of the Karta”. Applications by HUFs may be considered at par with Applications from individuals;
- Companies, corporate bodies and societies registered under applicable law in India and authorised to invest in equity shares;
- QIBs;
- NRIs on a repatriation basis or on a non-repatriation basis, subject to applicable law;
- Indian Financial Institutions, regional rural banks, co-operative banks (subject to RBI regulations and the SEBI ICDR Regulations and other laws, as applicable);
- FIIs and sub-accounts registered with SEBI, other than a sub-account which is a foreign corporate or foreign individual, bidding under the QIBs category;
- Sub-accounts of FIIs registered with SEBI, which are foreign corporate or foreign individuals Bidding only under the Non Institutional Investors (“**NIIs**”) category;
- FPIs other than Category III foreign portfolio investors, Bidding under the QIBs category;
- FPIs which are Category III foreign portfolio investors, Bidding under the NIIs category;
- Trusts/societies registered under the Societies Registration Act, 1860, or under any other law relating to trusts/societies and who are authorised under their respective constitutions to hold and invest in equity shares;
- Limited liability partnerships registered under the Limited Liability Partnership Act, 2008;
- Any other person eligible to Bid/Apply in the Offer, under the laws, rules, regulations, guidelines and policies applicable to them and under Indian laws; and
- As per the existing regulations, OCBs are not allowed to participate in an Offer.

### SECTION 4: APPLYING IN THE ISSUE

**Book Built Issue:** Applicants should only use the specified ASBA Form (or in case of Anchor Investors, the Anchor Investor Application Form) either bearing the stamp of a member of the Syndicate or any other Designated Intermediary, as available or downloaded from the websites of the Stock Exchanges. Application Forms are available with the book running lead managers, the Designated Intermediaries at the Bidding Centres and at the registered office of the Issuer. Electronic Application Forms will be available on the websites of the Stock Exchanges at least one day prior to the Bid/Offer Opening Date. For further details, regarding availability of Application Forms, Applicants may refer to the Prospectus.

#### **Fixed Price Issue:**

Applicants should only use the specified Application Form either bearing the stamp of Application Collecting Intermediaries as available or downloaded from the websites of the Stock Exchanges. Application Forms are available with the Branches of Collection Banks or Designated Branches of the SCSBs, at the registered office of the Issuer and at the office of LM. For further details regarding availability of Application Forms, Applicants may refer to the Prospectus. Applicants should ensure that they apply in the appropriate category.

Applicants should ensure that they apply in the appropriate category. The prescribed color of the Application Form for various categories of Applicants is as follows:

| Category  | Color of the Application cum Application Form |
|---|---|
| Resident Indian, Eligible NRIs applying on a non repatriation basis   | White   |
| NRIs, FVCIs, FIIs, their sub-accounts (other than sub-accounts which are foreign corporate(s) or foreign individuals bidding under the QIB) FPIs, on a repatriation basis | Blue  |

Securities issued in an IPO can only be in dematerialized form in accordance with Section 29 of the Companies Act, 2013. Applicants will not have the option of getting the Allotment of specified securities in physical form. However, they may get the specified securities rematerialised subsequent to Allotment.

## 4.1 INSTRUCTIONS FOR FILING THE APPLICATION FORM

Applicants may note that forms not filled completely or correctly as per instructions provided in this GID, the Prospectus and the Application Form are liable to be rejected.

Instructions to fill each field of the Application Form can be found on the reverse side of the Application Form. Specific instructions for filling various fields of the Resident Application Form and Non-Resident Application Form and samples are provided below.

The samples of the Application Form for resident Applicants and the Application Form for non-resident Applicants are reproduced below:

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| <b>COMMON APPLICATION FORM</b>                             | <b>AIRAN LIMITED - PUBLIC ISSUE - R</b><br><small>Registered office: 408, Kirtiman Complex, B/h Rembrandt, C.G Road, Ahmedabad - 380 006, Gujarat. Tel No.: +91 - 79 - 2646 2233; Fax No.: +91 - 79 - 2646 2233; Website: www.airanlimited.in, Company Secretary and Compliance Officer: Ms. Stuti Kumarwala; E-Mail: shares@airanlimited.in</small> | <b>FOR RESIDENT INDIANS, INCLUDING RESIDENT QIBs AND ELIGIBLE NRIs APPLYING ON A NON-REPATRIATION BASIS</b>   |
|  | <b>TO,</b><br><b>THE BOARD OF DIRECTORS</b><br><b>AIRAN LIMITED</b>  | <b>Application Form No.</b> <span style="border: 1px solid black; display: inline-block; width: 150px; height: 20px; vertical-align: middle;"></span> |
| <b>FIXED PRICE SME ISSUE</b><br><b>ISIN : INE645W01018</b> |  |   |

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| <b>BROKER'S/SCSB'S/CDP/RTA STAMP &amp; CODE</b><br><div style="border: 1px solid black; height: 40px; margin-top: 5px;"></div> | <b>SUB BROKER'S/ SUB AGENT'S STAMP &amp; CODE</b><br><div style="border: 1px solid black; height: 40px; margin-top: 5px;"></div> | <b>1. NAME &amp; CONTACT DETAILS OF SOLE / FIRST APPLICANT</b><br>Mr. /Ms./M/s. <span style="border: 1px solid black; display: inline-block; width: 100px; height: 15px;"></span><br>Address <span style="border: 1px solid black; display: inline-block; width: 150px; height: 15px;"></span><br>Email <span style="border: 1px solid black; display: inline-block; width: 150px; height: 15px;"></span><br>Tel. No (with STD code) / Mobile <span style="border: 1px solid black; display: inline-block; width: 100px; height: 15px;"></span> |
| <b>SCSB'S/BANK BRANCH STAMP &amp; CODE</b><br><div style="border: 1px solid black; height: 40px; margin-top: 5px;"></div>      | <b>SCSB/BANK BRANCH SERIAL NO.</b><br><div style="border: 1px solid black; height: 40px; margin-top: 5px;"></div>                | <b>2. PAN OF SOLE / FIRST APPLICANT</b><br><div style="border: 1px solid black; display: inline-block; width: 100%; height: 20px;"></div>   |

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| <b>3. INVESTOR'S DEPOSITORY ACCOUNT DETAILS</b> <input type="checkbox"/> NSDL <input type="checkbox"/> CDSL<br><div style="border: 1px solid black; display: inline-block; width: 100%; height: 20px;"></div><br><small>For NSDL enter 8 digit DP ID followed by 8 digit Client ID / For CDSL enter 16 digit Client ID</small>   | <b>6. INVESTOR STATUS</b><br><input type="checkbox"/> Individual(s) - IND<br><input type="checkbox"/> Hindu Undivided Family* - HUF<br><input type="checkbox"/> Bodies Corporate - CO<br><input type="checkbox"/> Banks & Financial Institutions - FI<br><input type="checkbox"/> Mutual Funds - MF<br><input type="checkbox"/> National Investment Fund - NIF<br><input type="checkbox"/> Insurance Funds - IF<br><input type="checkbox"/> Insurance Companies - IC<br><input type="checkbox"/> Venture Capital Funds - VCF<br><input type="checkbox"/> Others (Please specify) - OTH |
| <b>4. APPLICATION DETAILS</b><br>No. of Equity Shares of ₹ 10/- each applied at the Issue Price i.e. at ₹ 45 per share <sup>(1)</sup><br>(In figures) <span style="border: 1px solid black; display: inline-block; width: 50px; height: 15px;"></span> (In words) <span style="border: 1px solid black; display: inline-block; width: 100px; height: 15px;"></span><br><b>ALLOTMENT WILL BE IN DEMAT MODE ONLY <sup>(2)</sup></b><br><small><sup>(1)</sup> Please note that applications must be made in minimum lot size of 3,000 shares and further multiples of 3,000 shares accordingly.<br/> <sup>(2)</sup> Please note that the equity shares on allotment will be traded only in the dematerialized mode on the SME Platform of NSE (NSE Emerge).</small> | <b>5. CATEGORY</b><br><input type="checkbox"/> Retail Individual Bidder<br><input type="checkbox"/> Non-Institutional Bidder<br><input type="checkbox"/> QIB   |

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| <b>7. PAYMENT DETAILS</b><br>Amount Blocked (₹ in figures) <span style="border: 1px solid black; display: inline-block; width: 100px; height: 15px;"></span> (₹ in words) <span style="border: 1px solid black; display: inline-block; width: 150px; height: 15px;"></span><br><b>ASBA</b><br>Bank A/c No. <span style="border: 1px solid black; display: inline-block; width: 150px; height: 15px;"></span><br>Bank Name & Branch <span style="border: 1px solid black; display: inline-block; width: 150px; height: 15px;"></span> | <b>PAYMENT OPTION : FULL PAYMENT</b> |
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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 FORM 2A AND HEREBY AGREE AND CONFIRM THE 'INVESTORS 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.

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| <b>8A. SIGNATURE OF SOLE / FIRST APPLICANT</b><br><div style="border: 1px solid black; height: 40px; margin-top: 5px;"></div> Date : <span style="border: 1px solid black; display: inline-block; width: 50px; height: 15px;"></span> , 2017 | <b>8B. SIGNATURE OF ASBA BANK ACCOUNT HOLDER(S) (AS PER BANK RECORDS)</b><br>I/We authorize the SCSB to do all acts as are necessary to make the Application in the Issue<br>1) <span style="border: 1px solid black; display: inline-block; width: 150px; height: 15px;"></span><br>2) <span style="border: 1px solid black; display: inline-block; width: 150px; height: 15px;"></span><br>3) <span style="border: 1px solid black; display: inline-block; width: 150px; height: 15px;"></span> | <b>SYNDICATE MEMBER / BROKER / SCSB / CDP / RTA STAMP (Acknowledging upload of Application in Stock Exchange system)</b><br><div style="border: 1px solid black; height: 40px; margin-top: 5px;"></div> |
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|   | <b>AIRAN LIMITED</b><br><b>- PUBLIC ISSUE - R</b> | <b>Acknowledgement Slip for Syndicate Member / Broker/SCSB/ DP/RTA</b>  | <b>Application Form No.</b> <span style="border: 1px solid black; display: inline-block; width: 150px; height: 20px;"></span>          |
|   |   |   | <b>PAN of Sole / First Applicant</b> <span style="border: 1px solid black; display: inline-block; width: 150px; height: 20px;"></span> |
| DPID / CLID <span style="border: 1px solid black; display: inline-block; width: 100px; height: 15px;"></span>   |   |   |  |
| Amount Blocked (₹ in figures) <span style="border: 1px solid black; display: inline-block; width: 100px; height: 15px;"></span> ASBA Bank A/c No. <span style="border: 1px solid black; display: inline-block; width: 100px; height: 15px;"></span> |   | Stamp & Signature of SCSB Branch<br><div style="border: 1px solid black; height: 60px; margin-top: 5px;"></div> |  |
| Bank & Branch <span style="border: 1px solid black; display: inline-block; width: 150px; height: 15px;"></span>   |   |   |  |
| Received from Mr./Ms. /M/s. <span style="border: 1px solid black; display: inline-block; width: 150px; height: 15px;"></span>   |   |   |  |
| Telephone / Mobile <span style="border: 1px solid black; display: inline-block; width: 100px; height: 15px;"></span> Email <span style="border: 1px solid black; display: inline-block; width: 100px; height: 15px;"></span>                        |   |   |  |

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| <b>AIRAN LIMITED PUBLIC ISSUE - R</b>  | No. of Equity Shares<br><div style="border: 1px solid black; display: inline-block; width: 100%; height: 20px;"></div> | In Figure<br><div style="border: 1px solid black; display: inline-block; width: 100%; height: 20px;"></div> | In Words<br><div style="border: 1px solid black; display: inline-block; width: 100%; height: 20px;"></div> | Stamp & Signature of SCSB / Collection Banker<br><div style="border: 1px solid black; display: inline-block; width: 100%; height: 20px;"></div> | Name of Sole / First Applicant<br><div style="border: 1px solid black; display: inline-block; width: 100%; height: 20px;"></div> |
|  |  |   |  |   | <b>Acknowledgement Slip for Applicant</b>  |
| Amount Blocked (₹) <span style="border: 1px solid black; display: inline-block; width: 100px; height: 15px;"></span> |  |   |  |   | <b>Application Form No.</b> <span style="border: 1px solid black; display: inline-block; width: 150px; height: 20px;"></span>    |
| ASBA Bank A/c No. <span style="border: 1px solid black; display: inline-block; width: 150px; height: 15px;"></span>  |  |   |  |   |  |
| Bank & Branch <span style="border: 1px solid black; display: inline-block; width: 150px; height: 15px;"></span>      |  |   |  |   |  |



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| <b>COMMON APPLICATION FORM</b> | <b>AIRAN LIMITED - PUBLIC ISSUE - NR</b><br><small>Registered office: 408, Kirtiman Complex, B/h Rembrandt, C.G Road, Ahmedabad - 380 006, Gujarat. Tel No:- +91 - 79 - 2646 2233; Fax No:- +91 - 79 - 2646 2233; Website: www.airanlimited.in, Company Secretary and Compliance Officer: Ms. Stuti Kinariwala; E-Mail: shares@airanlimited.in</small> | <b>FOR ELIGIBLE NRIs, FIIs/FPIs, FVCI, ETC., APPLYING ON A REPATRIATION BASIS</b> |
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|                              |   |   |                              |                            |   |
|------------------------------|---|---|------------------------------|----------------------------|---|
|                              | <b>TO,</b><br><b>THE BOARD OF DIRECTORS</b><br><b>AIRAN LIMITED</b> | <table border="1" style="margin: auto;"> <tr> <td><b>FIXED PRICE SME ISSUE</b></td> </tr> <tr> <td><b>ISIN : INE645W01018</b></td> </tr> </table> | <b>FIXED PRICE SME ISSUE</b> | <b>ISIN : INE645W01018</b> | <b>Application Form No.</b> <span style="border: 1px solid black; display: inline-block; width: 150px; height: 20px; vertical-align: middle;"></span> |
| <b>FIXED PRICE SME ISSUE</b> |   |   |                              |                            |   |
| <b>ISIN : INE645W01018</b>   |   |   |                              |                            |   |

|  |  |  |                                 |                             |  |   |   |   |   |  |                                  |   |
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| <table border="1" style="width:100%; border-collapse: collapse;"> <tr> <td style="height: 40px; vertical-align: top;">BROKER'S/SCSB'S/CDP/RTA STAMP &amp; CODE</td> <td style="height: 40px; vertical-align: top;">SUB BROKER'S/ SUB AGENT'S STAMP &amp; CODE</td> </tr> <tr> <td style="height: 40px; vertical-align: top;">SCSB'S/BANK BRANCH STAMP &amp; CODE</td> <td style="height: 40px; vertical-align: top;">SCSB/BANK BRANCH SERIAL NO.</td> </tr> </table> | BROKER'S/SCSB'S/CDP/RTA STAMP & CODE   | SUB BROKER'S/ SUB AGENT'S STAMP & CODE | SCSB'S/BANK BRANCH STAMP & CODE | SCSB/BANK BRANCH SERIAL NO. | <table border="1" style="width:100%; border-collapse: collapse;"> <tr> <td style="background-color: #f0f0f0;">1. NAME &amp; CONTACT DETAILS OF SOLE / FIRST APPLICANT</td> </tr> <tr> <td>Mr. /Ms./M/s. <span style="border: 1px solid black; display: inline-block; width: 100px; height: 15px;"></span></td> </tr> <tr> <td>Address <span style="border: 1px solid black; display: inline-block; width: 150px; height: 15px;"></span></td> </tr> <tr> <td>Email <span style="border: 1px solid black; display: inline-block; width: 150px; height: 15px;"></span></td> </tr> <tr> <td>Tel. No (with STD code) / Mobile <span style="border: 1px solid black; display: inline-block; width: 100px; height: 15px;"></span></td> </tr> <tr> <td style="background-color: #f0f0f0;">2. PAN OF SOLE / FIRST APPLICANT</td> </tr> <tr> <td><span style="border: 1px solid black; display: inline-block; width: 100px; height: 15px;"></span></td> </tr> </table> | 1. NAME & CONTACT DETAILS OF SOLE / FIRST APPLICANT | Mr. /Ms./M/s. <span style="border: 1px solid black; display: inline-block; width: 100px; height: 15px;"></span> | Address <span style="border: 1px solid black; display: inline-block; width: 150px; height: 15px;"></span> | Email <span style="border: 1px solid black; display: inline-block; width: 150px; height: 15px;"></span> | Tel. No (with STD code) / Mobile <span style="border: 1px solid black; display: inline-block; width: 100px; height: 15px;"></span> | 2. PAN OF SOLE / FIRST APPLICANT | <span style="border: 1px solid black; display: inline-block; width: 100px; height: 15px;"></span> |
| BROKER'S/SCSB'S/CDP/RTA STAMP & CODE   | SUB BROKER'S/ SUB AGENT'S STAMP & CODE |  |                                 |                             |  |   |   |   |   |  |                                  |   |
| SCSB'S/BANK BRANCH STAMP & CODE  | SCSB/BANK BRANCH SERIAL NO.            |  |                                 |                             |  |   |   |   |   |  |                                  |   |
| 1. NAME & CONTACT DETAILS OF SOLE / FIRST APPLICANT  |  |  |                                 |                             |  |   |   |   |   |  |                                  |   |
| Mr. /Ms./M/s. <span style="border: 1px solid black; display: inline-block; width: 100px; height: 15px;"></span>  |  |  |                                 |                             |  |   |   |   |   |  |                                  |   |
| Address <span style="border: 1px solid black; display: inline-block; width: 150px; height: 15px;"></span>  |  |  |                                 |                             |  |   |   |   |   |  |                                  |   |
| Email <span style="border: 1px solid black; display: inline-block; width: 150px; height: 15px;"></span>  |  |  |                                 |                             |  |   |   |   |   |  |                                  |   |
| Tel. No (with STD code) / Mobile <span style="border: 1px solid black; display: inline-block; width: 100px; height: 15px;"></span>   |  |  |                                 |                             |  |   |   |   |   |  |                                  |   |
| 2. PAN OF SOLE / FIRST APPLICANT   |  |  |                                 |                             |  |   |   |   |   |  |                                  |   |
| <span style="border: 1px solid black; display: inline-block; width: 100px; height: 15px;"></span>  |  |  |                                 |                             |  |   |   |   |   |  |                                  |   |

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| <b>3. INVESTOR'S DEPOSITORY ACCOUNT DETAILS</b> <input type="checkbox"/> NSDL <input type="checkbox"/> CDSL | <b>6. INVESTOR STATUS</b>   |
| For NSDL enter 8 digit DP ID followed by 8 digit Client ID / For CDSL enter 16 digit Client ID              | <input type="checkbox"/> Non-Resident Indians - NRI (Repatriation basis)<br><input type="checkbox"/> Foreign Institutional Investor - FII/<br>Foreign Portfolio Investor - FPI<br><input type="checkbox"/> Foreign Venture Capital Investor - FVCI<br><input type="checkbox"/> FII Sub Account Corporate / Individual - FIISA<br><input type="checkbox"/> Others - OTH (please specify) |

|  |  |
|--|--|
| <b>4. APPLICATION DETAILS</b>  | <b>5. CATEGORY</b>   |
| No. of Equity Shares of ₹ 10/- each applied at the Issue Price i.e. at ₹ 45 per share <sup>(1)</sup><br>(In figures) <span style="border: 1px solid black; display: inline-block; width: 50px; height: 15px;"></span> (In words) <span style="border: 1px solid black; display: inline-block; width: 100px; height: 15px;"></span> | <input type="checkbox"/> Retail Individual Bidder<br><input type="checkbox"/> Non-Institutional Bidder<br><input type="checkbox"/> QIB |
| <b>ALLOTMENT WILL BE IN DEMAT MODE ONLY<sup>(2)</sup></b>  |  |
| <sup>(1)</sup> Please note that applications must be made in minimum lot size of 3,000 shares and further multiples of 3,000 shares accordingly.<br><sup>(2)</sup> Please note that the equity shares on allotment will be traded only in the dematerialized mode on the SME Platform of NSE (NSE Emerge).                         |  |

|   |                                      |
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| <b>7. PAYMENT DETAILS</b>   | <b>PAYMENT OPTION : FULL PAYMENT</b> |
| Amount Blocked (₹ in figures) <span style="border: 1px solid black; display: inline-block; width: 50px; height: 15px;"></span> (₹ in words) <span style="border: 1px solid black; display: inline-block; width: 100px; height: 15px;"></span> |                                      |
| ASBA Bank A/c No. <span style="border: 1px solid black; display: inline-block; width: 150px; height: 15px;"></span><br>Bank Name & Branch <span style="border: 1px solid black; display: inline-block; width: 150px; height: 15px;"></span>   |                                      |

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 FORM 2A AND HEREBY AGREE AND CONFIRM THE 'INVESTORS 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.

|  |  |  |
|--|--|--|
| <b>8A. SIGNATURE OF SOLE / FIRST APPLICANT</b>   | <b>8B. SIGNATURE OF ASBA BANK ACCOUNT HOLDER(S) (AS PER BANK RECORDS)</b><br>I/We authorize the SCSB to do all acts as are necessary to make the Application in the Issue  | <b>SYNDICATE MEMBER / BROKER / SCSB / CDP / RTA STAMP (Acknowledging upload of Application in Stock Exchange system)</b> |
| Date : <span style="border: 1px solid black; display: inline-block; width: 50px; height: 15px;"></span> , 2017 | 1) <span style="border: 1px solid black; display: inline-block; width: 100px; height: 15px;"></span><br>2) <span style="border: 1px solid black; display: inline-block; width: 100px; height: 15px;"></span><br>3) <span style="border: 1px solid black; display: inline-block; width: 100px; height: 15px;"></span> |  |

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|  | <b>AIRAN LIMITED</b><br><b>INITIAL PUBLIC ISSUE - NR</b> | <b>Acknowledgement Slip for Syndicate Member / Broker/SCSB/ DP/RTA</b> | <b>Application Form No.</b> <span style="border: 1px solid black; display: inline-block; width: 150px; height: 20px; vertical-align: middle;"></span> |
|--|--|--|---|

|  |   |
|--|---|
| DPID / CLID <span style="border: 1px solid black; display: inline-block; width: 50px; height: 15px;"></span> | PAN of Sole / First Applicant <span style="border: 1px solid black; display: inline-block; width: 100px; height: 15px;"></span> |
|--|---|

|  |   |                                  |
|--|---|----------------------------------|
| Amount Blocked (₹ in figures) <span style="border: 1px solid black; display: inline-block; width: 50px; height: 15px;"></span> | ASBA Bank A/c No. <span style="border: 1px solid black; display: inline-block; width: 100px; height: 15px;"></span> | Stamp & Signature of SCSB Branch |
| Bank & Branch <span style="border: 1px solid black; display: inline-block; width: 150px; height: 15px;"></span>                |   |                                  |
| Received from Mr./Ms. /M/s. <span style="border: 1px solid black; display: inline-block; width: 150px; height: 15px;"></span>  |   |                                  |
| Telephone / Mobile <span style="border: 1px solid black; display: inline-block; width: 50px; height: 15px;"></span>            | Email <span style="border: 1px solid black; display: inline-block; width: 50px; height: 15px;"></span>              |                                  |

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|--|-----------|-----------|-----------|
| <b>AIRAN LIMITED PUBLIC ISSUE - NR</b> | <b>AR</b> | <b>IR</b> | <b>IR</b> |
|--|-----------|-----------|-----------|

|  |           |          |   |   |
|--|-----------|----------|---|---|
| No. of Equity Shares   | In Figure | In Words | Stamp & Signature of SCSB / Collection Banker | Name of Sole / First Applicant  |
| Amount Blocked (₹) <span style="border: 1px solid black; display: inline-block; width: 50px; height: 15px;"></span>  |           |          |   |   |
| ASBA Bank A/c No. <span style="border: 1px solid black; display: inline-block; width: 100px; height: 15px;"></span><br>Bank & Branch <span style="border: 1px solid black; display: inline-block; width: 100px; height: 15px;"></span> |           |          |   | <b>Acknowledgement Slip for Applicant</b>   |
|  |           |          |   | <b>Application Form No.</b> <span style="border: 1px solid black; display: inline-block; width: 150px; height: 20px; vertical-align: middle;"></span> |

#### 4.1.1 FIELD NUMBER 1 NAME AND CONTACT DETAILS OF THE SOLE FIRST APPLICANT

- (a) Applicants should ensure that the name provided in this field is exactly the same as the name in which the Depository Account is held.
- (b) **Ma dato Fields:** Applicants should note that the name and address fields are compulsory and e-mail and/or telephone number/mobile number fields are optional. Applicants should note that the contact details mentioned in the Application Form may be used to dispatch communications (including letters notifying the unblocking of the bank accounts of Applicants) in case the communication

sent to the address available with the Depositories are returned undelivered or are not available. The contact details provided in the Application Form may be used by the Issuer, the Designated Intermediaries and the Registrar to the Offer only for correspondence(s) related to an Offer and for no other purposes.

- (c) **Joint Applications:** In the case of Joint Applications, the Applications should be made in the name of the Applicant whose name appears first in the Depository account. The name so entered should be the same as it appears in the Depository records. The signature of only such first Applicant would be required in the Application Form and such first Applicant would be deemed to have signed on behalf of the joint holders. All communications may be addressed to such Applicant and may be dispatched to his or her address as per the Demographic Details received from the Depositories.
- (d) **Impersonation:** Attention of the Applicants is specifically drawn to the provisions of sub-section (1) of Section 38 of the Companies Act, 2013 which is reproduced below:

*“Any person who:*

- (a) makes or abets making of an application in a fictitious name to a company for acquiring, or subscribing for, its securities; or*
- (b) makes or abets making of multiple applications to a company in different names or in different combinations of his name or surname for acquiring or subscribing for its securities; or*
- (c) otherwise induces directly or indirectly a company to allot, or register any transfer of, securities to him, or to any other person in a fictitious name,*

*shall be liable for action under Section 447.”*

The liability prescribed under Section 447 of the Companies Act, 2013 includes imprisonment for a term which shall not be less than six months extending up to 10 years (provided that where the fraud involves public interest, such term shall not be less than three years) and fine of an amount not less than the amount involved in the fraud, extending up to three times of such amount.

- (e) **Nomination Facility to Applicant:** Nomination facility is available in accordance with the provisions of Section 72 of the Companies Act, 2013. In case of Allotment of the Equity Shares in dematerialized form, there is no need to make a separate nomination as the nomination registered with the Depository may prevail. For changing nominations, the Applicants should inform their respective DP.

#### **4.1.2 FIELD NUMBER 2: PAN OF SOLE/FIRST APPLICANT**

- (a) PAN (of the sole/first Applicant) provided in the Application Form should be exactly the same as the PAN of the person(s) in whose name the relevant beneficiary account is held as per the Depositories' records.
- (b) PAN is the sole identification number for participants transacting in the securities market irrespective of the amount of transaction except for Applications on behalf of the Central or State Government, Applications by officials appointed by the courts and Applications by Applicants residing in Sikkim (“PAN Exempted Applicants”). Consequently, all Applicants, other than the PAN Exempted Applicants, are required to disclose their PAN in the Application Form, irrespective of the Application Amount. Applications by the Applicants whose PAN is not available as per the Demographic Details available in their Depository records, are liable to be rejected.
- (c) The exemption for the PAN Exempted Applicants is subject to (a) the Demographic Details received from the respective Depositories confirming the exemption granted to the beneficiary owner by a suitable description in the PAN field and the beneficiary account remaining in “active status”; and (b) in the case of residents of Sikkim, the address as per the Demographic Details evidencing the same.
- (d) Application Forms which provide the General Index Register Number instead of PAN may be rejected.
- (e) Applications by Applicants whose demat accounts have been ‘suspended for credit’ are liable to be rejected pursuant to the circular issued by SEBI on July 29, 2010, bearing number CIR/MRD/DP/22/2010. Such accounts are classified as “Inactive demat accounts” and Demographic Details are not provided by depositories.

#### **4.1.3 FIELD NUMBER 3: APPLICANTS DEPOSITORY ACCOUNT DETAILS**

- (a) Applicants should ensure that DP ID and the Client ID are correctly filled in the Application Form. The DP ID and Client ID provided in the Application Form should match with the DP ID and Client ID available in the Depository database, **otherwise, the Application Form is liable to be rejected.**
- (b) Applicants should ensure that the beneficiary account provided in the Application Form is active.
- (c) Applicants should note that on the basis of the PAN, DP ID and Client ID as provided in the Application Form, the Applicant may be deemed to have authorized the Depositories to provide to the Registrar to the Issue, any requested Demographic Details of the Applicant as available on the records of the depositories. These Demographic Details may be used, among other things, for any correspondence(s) related to an Issue.



- (d) Applicants are advised to update any changes to their Demographic Details as available in the records of the Depository Participant to ensure accuracy of records. Any delay resulting from failure to update the Demographic Details would be at the Applicants' sole risk.

#### **4.1.4 FIELD NUMBER 4: APPLICATION DETAILS i.e. PRICE, APPLICATION QUANTITY & AMOUNT**

- (a) Being the fixed price issue, the Issuer will mention fix Price in the draft Prospectus/Prospectus.

(b) **MAXIMUM AND MINIMUM APPLICATION SIZE**

- **For Retail Individual Applicants**

The Application must be for a minimum of 3,000 Equity Shares. As the Application Price payable by the Applicant cannot exceed Rs. 2,00,000, they can make Application for minimum Application size i.e. for 3,000 Equity Shares and maximum application size of 3,000 Equity Shares.

- **For Other Applicants (Non Institutional Applicants and QIBs):**

- The Application must be for a minimum of such number of Equity Shares such that the Application Amount exceeds Rs. 2,00,000 and in multiples of 3,000 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. In case of revision in Applications, the Non Institutional Applicants, who are individuals, have to ensure that the Application Amount is greater than Rs. 2,00,000 for being considered for allocation in the Non Institutional Portion.

(c) **MARKET LOT AND TRADING LOT**

The trading of the Equity Shares will happen in the minimum contract size of 3,000 Equity Shares and the same may be modified by the NSE SME Exchange from time to time by giving prior notice to investors at large. Allocation and allotment of Equity Shares through this Issue will be done in multiples of 3,000 Equity Shares subject to a minimum allotment of 3,000 Equity Shares to the successful Applicants.

- (d) Allotment: The Allotment of specified securities to each RII shall not be less than the minimum Bid Lot, subject to availability of shares in the RII category, and the remaining available shares, if any, shall be Allotted on a proportionate basis. For details of the Bid Lot, Applicants may refer to the Prospectus or the advertisement regarding the Price Band published by the Issuer.
- (e) A Bid cannot be submitted for more than the Offer size.

##### **4.1.4.1 Multiple Applications**

- (a) Applicant should submit only one Application Form. Submission of a second Application Form to either the same or to another Designated Intermediary and duplicate copies of Application Forms bearing the same application number shall be treated as multiple Applications and are liable to be rejected.
- (b) Applicants are requested to note the following procedures may be followed by the Registrar to the Offer to detect multiple Applications:
- All Applications may be checked for common PAN as per the records of the Depository. For Applicants other than Mutual Funds and FII sub-accounts, Applications bearing the same PAN may be treated as multiple Applications by an Applicant and may be rejected.
  - For Applications from Mutual Funds and FII sub-accounts, submitted under the same PAN, as well as Applications on behalf of the PAN Exempted Applicants, the Application Forms may be checked for common DP ID and Client ID. Such Applications which have the same DP ID and Client ID may be treated as multiple Applications and are liable to be rejected.
- (c) The following Applications may not be treated as multiple Applications:
- Applications by Reserved Categories Bidding in their respective Reservation Portion as well as Applications made by them in the Offer portion in public category.
  - Separate Applications by Mutual Funds in respect of more than one scheme of the Mutual Fund provided that the Applications clearly indicate the scheme for which the Bid has been made.
  - Applications by Mutual Funds, and sub-accounts of FIIs (or FIIs and its sub-accounts) submitted with the same PAN but with different beneficiary account numbers, Client IDs and DP IDs.
  - Applications by Anchor Investors under the Anchor Investor Portion and the QIB Category.

#### **4.1.5 FIELD NUMBER 5: CATEGORY OF APPLICANTS**

- (a) The categories of applicants identified as per the SEBI ICDR Regulations, 2009 for the purpose of Application, allocation and allotment in the Issue are RIIs, individual applicants other than RII's and other investors (including corporate bodies or institutions, irrespective of the number of specified securities applied for).

- (b) An Issuer can make reservation for certain categories of Applicants permitted under the SEBI ICDR Regulations, 2009. For details of any reservations made in the Issue, applicants may refer to the Prospectus.
- (c) The SEBI ICDR Regulations, 2009 specify the allocation or allotment that may be made to various categories of applicants in an Issue depending upon compliance with the eligibility conditions. For details pertaining to allocation and Issue specific details in relation to allocation, applicant may refer to the Prospectus.

#### **4.1.6 FIELD NUMBER 6: INVESTOR STATUS**

- (a) Each Applicant should check whether it is eligible to apply under applicable law and ensure that any prospective Allotment to it in the Offer is in compliance with the investment restrictions under applicable law.
- (b) Certain categories of Applicants, such as NRIs, FPIs and FVCIs may not be allowed to Bid/Apply in the Offer or hold Equity Shares exceeding certain limits specified under applicable law. Applicants are requested to refer to the Prospectus for more details.
- (c) Applicants should check whether they are eligible to apply on non-repatriation basis or repatriation basis and should accordingly provide the investor status. Details regarding investor status are different in the Resident Application Form and Non-Resident Application Form.
- (d) Applicants should ensure that their investor status is updated in the Depository records.

#### **4.1.7 FIELD NUMBER 7: PAYMENT DETAILS**

- (a) The full application Amount (net of any Discount, as applicable) shall be blocked based on the authorisation provided in the Application Form.
- (b) All Applicants (except Anchor Investors) can participate in the Issue only through the ASBA mechanism.
- (c) Bid Amount cannot be paid in cash, cheques or demand drafts, through money order or through postal order or in any other mode.

##### **4.1.7.2 Instructions for Anchor Investors:**

- (a) Anchor Investors may submit their Applications with a Book Running Lead Manager.
- (b) Payments should be made either by RTGS or NEFT.
- (c) The Anchor Escrow Bank shall maintain the monies in the Anchor Escrow Account for and on behalf of the Anchor Investors until the Designated Date.

##### **4.1.7.3 Payment instructions for Applicants (other than Anchor Investors)**

- (a) Applicants may submit the Application Form in physical mode to the Application Collecting Intermediaries.
- (b) Applicants must specify only such Bank Account number maintained with an SCSB in the Application Form. The Application Form submitted by Applicant and which is accompanied by cash, demand draft, money order, postal order or any mode of payment other than blocked amounts in the ASBA Account maintained with an SCSB, may not be accepted.
- (c) Applicants should ensure that the Application Form is also signed by the ASBA Account holder(s) if the Applicant is not the ASBA Account holder;
- (d) Applicants shall note that for the purpose of blocking funds under ASBA facility clearly demarcated funds shall be available in the account.
- (e) From one ASBA Account, a maximum of five Applications cum Application Forms can be submitted.
- (f) **Applicants making application through a Registered Broker, RTA or CDP** should note that Application Forms submitted to them may not be accepted, if the SCSB where the ASBA Account, as specified in the Application Form, is maintained has not named at least one branch at that location for the Registered Brokers, RTA or CDP, as the case may be, to deposit Application Forms.
- (g) Applicants applying directly through the SCSBs should ensure that the Application Form is submitted to a Designated Branch of a SCSB where the ASBA Account is maintained.
- (h) Upon receipt of the Application Form, the Designated Branch of the SCSB may verify if sufficient funds equal to the Bid Amount are available in the ASBA Account, as mentioned in the Application Form.
- (i) If sufficient funds are available in the ASBA Account, the SCSB may block an amount equivalent to the application Amount mentioned in the Application Form and for application directly submitted to SCSB by investor.
- (j) If sufficient funds are not available in the ASBA Account, the Designated Branch of the SCSB may not upload such Applications on the Stock Exchange platform and such Applications are liable to be rejected.
- (k) Upon submission of a completed Application Form each Applicant may be deemed to have agreed to block the entire Bid Amount and authorized the Designated Branch of the SCSB to block the Application Amount specified in the Application Form in the ASBA Account maintained with the SCSBs.

- (l) The Application Amount may remain blocked in the aforesaid ASBA Account until finalisation of the Basis of Allotment and consequent transfer of the Application Amount against the Allotted Equity Shares to the Public Issue Account, or until withdrawal or failure of the Offer, or until withdrawal or rejection of the Application, as the case may be.
- (m) SCSBs bidding in the Offer must apply through an Account maintained with any other SCSB; else their Applications are liable to be rejected.

#### **4.1.7.3.1 Unblocking of ASBA Account**

- (a) Once the Basis of Allotment is approved by the Designated Stock Exchange, the Registrar to the Offer may provide the following details to the controlling branches of each SCSB, along with instructions to unblock the relevant bank accounts and for successful applications transfer the requisite money to the Public Issue Account designated for this purpose, within the specified timelines: (i) the number of Equity Shares to be Allotted against each Application, (ii) the amount to be transferred from the relevant bank account to the Public Issue Account, for each Application, (iii) the date by which funds referred to in (ii) above may be transferred to the Public Issue Account, and (iv) details of rejected Applications, if any, along with reasons for rejection and details of withdrawn or unsuccessful Applications, if any, to enable the SCSBs to unblock the respective bank accounts.
- (b) On the basis of instructions from the Registrar to the Offer, the SCSBs may transfer the requisite amount against each successful Applicant to the Public Issue Account and may unblock the excess amount, if any, in the ASBA Account.
- (c) In the event of withdrawal or rejection of the Application Form and for unsuccessful Applications, the Registrar to the Offer may give instructions to the SCSB to unblock the Bid Amount in the relevant ASBA Account within six Working Days of the Bid/Offer Closing Date.

#### **4.1.7.4 Discount (if applicable)**

- (a) The Discount is stated in absolute rupee terms.
- (b) Applicants applying under RII category, Retail Individual Shareholder and employees are only eligible for discount. For Discounts offered in the Offer, Applicants may refer to the Prospectus.
- (c) The Applicants entitled to the applicable Discount in the Offer may block an amount i.e. the Bid Amount less Discount (if applicable).

Applicant may note that in case the net amount blocked (post Discount) is more than two lakh Rupees, the Bidding system automatically considers such applications for allocation under Non-Institutional Category. These applications are neither eligible for Discount nor fall under RII category.

#### **4.1.7.5 Additional Payment Instructions for NRIs**

The Non-Resident Indians who intend to block funds in their Non-Resident Ordinary (NRO) accounts shall use the form meant for Resident Indians (non-repatriation basis). In the case of applications by NRIs applying on a repatriation basis, payment shall not be accepted out of NRO Account.

#### **4.1.8 FIELD NUMBER 8: SIGNATURES AND OTHER AUTHORISATIONS**

- (a) Only the First Applicant is required to sign the Application Form/ Application Form. Applicants should ensure that signatures are in one of the languages specified in the Eighth Schedule to the Constitution of India.
- (b) If the ASBA Account is held by a person or persons other than the Applicant, then the Signature of the ASBA Account holder(s) is also required.
- (c) The signature has to be correctly affixed in the authorisation/undertaking box in the Application Form, or an authorisation has to be provided to the SCSB via the electronic mode, for blocking funds in the ASBA Account equivalent to the Bid Amount mentioned in the Application Form.
- (d) Applicants must note that Application Form without signature of Applicant and/or ASBA Account holder is liable to be rejected.

#### **4.1.9 ACKNOWLEDGEMENT AND FUTURE COMMUNICATION**

- (a) Applicants should ensure that they receive the acknowledgment duly signed and stamped by Application Collecting Intermediaries, as applicable, for submission of the Application Form.
- (b) All communications in connection with Applications made in the Offer should be addressed as under:
  - i. In case of queries related to Allotment, non-receipt of Allotment Advice, credit of Allotted Equity Shares, unblocking of funds, the Applicants should contact the Registrar to the Offer.
  - ii. In case of Applications submitted to the Designated Branches of the SCSBs, the Applicants should contact the relevant Designated Branch of the SCSB.
  - iii. In case of queries relating to uploading of Applications by a Registered Broker, the Applicants should contact the relevant Registered Broker

- iv. In case of Applications submitted to the RTA, the Applicants should contact the relevant RTA.
  - v. In case of Applications submitted to the CDPs, the Applicants should contact the relevant CDP.
  - vi. Applicant may contact our Company Secretary and Compliance Officer or LM(s) in case of any other complaints in relation to the Offer.
- (c) The following details (as applicable) should be quoted while making any queries –
- i. full name of the sole or First Applicant, Application Form number, Applicants' DP ID, Client ID, PAN, number of Equity Shares applied for, amount paid on application;
  - ii. name and address of the Designated Intermediary, where the Bid was submitted;
  - iii. In case of Applications other than from Anchor Investors, ASBA Account number in which the amount equivalent to the Bid Amount was blocked; or
  - iv. In case of Anchor Investor Applications, the unique transaction reference (UTR) number and the name of the relevant bank thereof

For further details, Applicant may refer to the Prospectus and the Application Form.

## **4.2 INSTRUCTIONS FOR FILING THE REVISION FORM**

- (a) During the Issue Period, any Applicant (other than QIBs and NIIs, who can only revise their application amount upwards) who has registered his or her interest in the Equity Shares for a particular number of shares is free to revise number of shares applied using revision forms available separately.
- (b) RII may revise their applications till closure of the Issue period or withdraw their applications until finalization of allotment.
- (c) Revisions can be made only in the desired number of Equity Shares by using the Revision Form.
- (d) The Applicant can make this revision any number of times during the Issue Period. However, for any revision(s) in the Application, the Applicants will have to use the services of the SCSB through which such Applicant had placed the original Application.

A sample revision form is reproduced below:

|                                 |   |  |
|---------------------------------|---|--|
| <b>COMMON<br/>REVISION FORM</b> | <b>AIRAN LIMITED - PUBLIC ISSUE - R</b><br><small>Registered office: 408, Kirtiman Complex, B/h Rembrandt, C.G Road, Ahmedabad - 380 006, Gujarat. Tel No.- +91 - 79 - 2646 2233; Fax No.- +91 - 79 - 2646 2233; Website: www.airanlimited.in, Company Secretary and Compliance Officer: Ms. Stuti Kinariwala; E-Mail: shares@airanlimited.in</small> | <b>FOR RESIDENT INDIANS, INCLUDING<br/>RESIDENT QIBs, AND ELIGIBLE NRIs<br/>APPLYING ON A NON-REPATRIATION BASIS</b> |
|---------------------------------|---|--|

|  |   |  |   |
|--|---|--|---|
|  | <b>TO,<br/>THE BOARD OF DIRECTORS<br/>AIRAN LIMITED</b> | <b>FIXED PRICE SME ISSUE</b><br><b>ISIN : INE645W01018</b> | <b>Application<br/>Form No.</b> <span style="border: 1px solid black; display: inline-block; width: 150px; height: 20px;"></span> |
|--|---|--|---|

|   |   |   |
|---|---|---|
| <b>BROKER'S/SCSB'S/CDP/RTA STAMP &amp; CODE</b><br><br><b>SCSB'S/BANK BRANCH STAMP &amp; CODE</b> | <b>SUB BROKER'S/ SUB AGENT'S STAMP &amp; CODE</b><br><br><b>SCSB/BANK BRANCH SERIAL NO.</b> | <b>1. NAME &amp; CONTACT DETAILS OF SOLE / FIRST APPLICANT</b><br>Mr. / Ms./M/s. <span style="border: 1px solid black; display: inline-block; width: 100px; height: 15px;"></span><br>Address <span style="border: 1px solid black; display: inline-block; width: 150px; height: 15px;"></span><br>Email <span style="border: 1px solid black; display: inline-block; width: 150px; height: 15px;"></span><br>Tel. No (with STD code) / Mobile <span style="border: 1px solid black; display: inline-block; width: 150px; height: 15px;"></span><br><b>2. PAN OF SOLE / FIRST APPLICANT</b><br><span style="border: 1px solid black; display: inline-block; width: 100px; height: 15px;"></span><br><b>3. INVESTOR'S DEPOSITORY ACCOUNT DETAILS</b> <input type="checkbox"/> NSDL <input type="checkbox"/> CDSL<br><span style="border: 1px solid black; display: inline-block; width: 100px; height: 15px;"></span><br><small>For NSDL enter 8 digit DP ID followed by 8 digit Client ID / For CDSL enter 16 digit Client ID</small> |
|---|---|---|

|  |   |  |  |                        |
|--|---|--|--|------------------------|
| <b>PLEASE CHANGE MY APPLICATION</b>  |   |  |  |                        |
| <b>4. FROM (AS PER LAST APPLICATION OR REVISION)</b>   |   |  |  |                        |
| Options  | <b>No. of Equity Shares Application<br/>(Applications must be in multiples of 3,000 Equity Share)</b><br>(In Figures)   | <b>Price per Equity Share (₹) 45/-</b><br>(In Figures) |  |                        |
|  | 8   7   6   5   4   3   2   1   | Issue Price<br>3   2   1                               | Retail Discount<br>3   2   1   | Net Price<br>3   2   1 |
| Option 1   | -----   | -----  | -----  | -----                  |
| (OR) Option 2  | NOT APPLICABLE  | NA   | -----  | -----                  |
| (OR) Option 3  | NOT APPLICABLE  | NA   | -----  | -----                  |
| <b>5. TO (Revised Application)</b>   |   |  |  |                        |
| Options  | <b>No. of Equity Shares Application<br/>(Applications must be in multiples of 3,000 Equity Share)</b><br>(In Figures)   | <b>Price per Equity Share (₹) 45/-</b><br>(In Figures) |  |                        |
|  | 8   7   6   5   4   3   2   1   | Issue Price<br>3   2   1                               | Retail Discount<br>3   2   1   | Net Price<br>3   2   1 |
| Option 1   | -----   | -----  | -----  | -----                  |
| (OR) Option 2  | NOT APPLICABLE  | NA   | -----  | -----                  |
| (OR) Option 3  | NOT APPLICABLE  | NA   | -----  | -----                  |
| <b>6. PAYMENT DETAILS</b>  |   |  |  |                        |
| <b>PAYMENT OPTION : FULL PAYMENT</b>   |   |  |  |                        |
| Additional Amount Blocked (₹ in figures) <span style="border: 1px solid black; display: inline-block; width: 100px; height: 15px;"></span> (₹ in words) <span style="border: 1px solid black; display: inline-block; width: 150px; height: 15px;"></span>  |   |  |  |                        |
| <b>ASBA</b><br>Bank A/c No. <span style="border: 1px solid black; display: inline-block; width: 150px; height: 15px;"></span><br>Bank Name & Branch <span style="border: 1px solid black; display: inline-block; width: 150px; height: 15px;"></span>  |   |  |  |                        |
| 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 REVISION FORM AND THE ATTACHED ABRIDGED PROSPECTUS AND THE GENERAL INFORMATION DOCUMENT FOR INVESTING IN PUBLIC ISSUES ("GID") AND HEREBY AGREE AND CONFIRM THE 'INVESTORS 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 REVISION FORM GIVEN OVERLEAF. |   |  |  |                        |
| <b>7A. SIGNATURE OF SOLE/ FIRST APPLICANT</b><br><br>Date : _____, 2017  | <b>7B. SIGNATURE OF ASBA BANK ACCOUNT HOLDER(S)<br/>(AS PER BANK RECORDS)</b><br>I/We authorize the SCSB to do all acts as are necessary to make the Application in the Issue<br>1) _____<br>2) _____<br>3) _____ |  | <b>SYNDICATE MEMBER / BROKER / SCSB /<br/>CDP / RTA STAMP (Acknowledging upload of<br/>Application in Stock Exchange system)</b><br><br><div style="border: 1px solid black; height: 40px;"></div> |                        |

TEAR HERE

|  |   |  |   |
|--|---|--|---|
|  | <b>AIRAN LIMITED<br/>- PUBLIC ISSUE - R</b> | <b>Acknowledgement Slip<br/>for Syndicate Member /<br/>Broker/SCSB/ DP/RTA</b> | <b>Application<br/>Form No.</b> <span style="border: 1px solid black; display: inline-block; width: 150px; height: 20px;"></span> |
|--|---|--|---|

|   |  |   |
|---|--|---|
| <b>DPID<br/>/ CLID</b>  | <span style="border: 1px solid black; display: inline-block; width: 100px; height: 15px;"></span>                            | <b>PAN of Sole / First Applicant</b><br><span style="border: 1px solid black; display: inline-block; width: 100px; height: 15px;"></span> |
| Additional Amount Blocked (₹) <span style="border: 1px solid black; display: inline-block; width: 100px; height: 15px;"></span> | ASBA Bank A/c No. <span style="border: 1px solid black; display: inline-block; width: 150px; height: 15px;"></span>          | <b>Stamp &amp; Signature of SCSB Branch</b><br><br><div style="border: 1px solid black; height: 80px;"></div>                             |
| Bank & Branch <span style="border: 1px solid black; display: inline-block; width: 150px; height: 15px;"></span>                 | Received from Mr./Ms./M/s. <span style="border: 1px solid black; display: inline-block; width: 150px; height: 15px;"></span> |   |
| Telephone / Mobile <span style="border: 1px solid black; display: inline-block; width: 100px; height: 15px;"></span>            | Email <span style="border: 1px solid black; display: inline-block; width: 100px; height: 15px;"></span>                      |   |

TEAR HERE

|   |  |  |  |
|---|--|--|--|
| <b>AIRAN LIMITED<br/>PUBLIC ISSUE - R</b> | <b>No. of Equity Shares</b><br>In Figure <span style="border: 1px solid black; display: inline-block; width: 50px; height: 15px;"></span> In Words <span style="border: 1px solid black; display: inline-block; width: 100px; height: 15px;"></span> | <b>Stamp &amp; Signature of SCSB / Collection Banker</b><br><br><div style="border: 1px solid black; height: 40px;"></div> | <b>Name of Sole / First Applicant</b><br><span style="border: 1px solid black; display: inline-block; width: 150px; height: 15px;"></span> |
|   | <b>Amount Blocked (₹)</b><br><span style="border: 1px solid black; display: inline-block; width: 100px; height: 15px;"></span>   |  | <b>Acknowledgement Slip for Applicant</b>  |
|   | ASBA Bank A/c No. <span style="border: 1px solid black; display: inline-block; width: 150px; height: 15px;"></span><br>Bank & Branch <span style="border: 1px solid black; display: inline-block; width: 150px; height: 15px;"></span>               |  | <b>Application<br/>Form No.</b> <span style="border: 1px solid black; display: inline-block; width: 150px; height: 20px;"></span>          |

Instructions to fill each field of the Revision Form can be found on the reverse side of the Revision Form. Other than instructions already highlighted at paragraph 4.1 above, point wise instructions regarding filling up various fields of the Revision Form are provided below:

#### **4.2.10 FIELDS 1, 2 AND 3: NAME AND CONTACT DETAILS OF SOLE/FIRST APPLICANT, PAN OF SOLE/FIRST APPLICANT & DEPOSITORY ACCOUNT DETAILS OF THE APPLICANT**

Applicants should refer to instructions contained in paragraphs 4.1.1, 4.1.2 and 4.1.3.

#### **4.2.11 FIELD 4 & 5: APPLICATION OPTIONS REVISION 'FROM' AND 'TO'**

- (a) Apart from mentioning the revised number of shares in the Revision Form, the Applicant must also mention the details of shares applied for given in his or her Application Form or earlier Revision Form.
- (b) In case of revision of applications by RIIs, Employees and Retail Individual Shareholders, such Applicants should ensure that the application amount should exceed Rs. 2,00,000/- due to revision and the application may be considered, subject to eligibility, for allocation under the Non-Institutional Category

#### **4.2.12 FIELD 6: PAYMENT DETAILS**

Applicant may Issue instructions to block the revised amount in the ASBA Account, to same Application Collecting Intermediary through whom such Applicant had placed the original application to enable the relevant SCSB to block the additional application amount, if any.

#### **4.2.13 FIELDS 7: SIGNATURES AND ACKNOWLEDGEMENTS**

Applicants may refer to instructions contained at paragraphs 4.1.8 and 4.1.9 for this purpose.

### **4.3 SUBMISSION OF APPLICATION FORM/REVISION FORM/APPLICATION FORM**

#### **4.3.1 Applicants may submit completed Application Form/Revision Form in the following manner:-**

| <b>Mode of Application</b>                     | <b>Submission of Application Form</b>   |
|--|---|
| Anchor Investors Application Form              | To the Book Running Lead Managers at the Specified Locations mentioned in the Application Form  |
| All Applications (other than Anchor Investors) | (a) To Registered Brokers at the Broker Centres or the RTAs at the Designated RTA Locations or the CDPs at the Designated CDP Locations<br>(b) To the Designated Branches of the SCSBs where the ASBA Account is maintained |

Applicants should submit the Revision Form to the same Designated Intermediary through which such Applicant had placed the original application.

## **SECTION 5: ISSUE PROCEDURE IN BOOK BUILT ISSUE**

Book Building, in the context of the Offer, refers to the process of collection of Applications within the Price Band or above the Floor Price and determining the Offer Price based on the Applications received as detailed in Schedule XI of SEBI ICDR Regulations. The Offer Price is finalised after the Bid/Offer Closing Date. Valid Applications received at or above the Offer Price are considered for allocation in the Offer, subject to applicable regulations and other terms and conditions.

### **5.1 SUBMISSION OF APPLICATIONS**

- (a) During the Issue Period, Applicants may approach any of the Designated Intermediaries to register their Applications. Anchor Investors who are interested in subscribing for the Equity Shares should approach the Book Running Lead Manager, to register their Bid.
- (b) In case of Applicants (excluding NIIs and QIBs) Bidding at Cut-off Price, the Applicants may instruct the SCSBs to block Bid Amount based on the Cap Price less Discount (if applicable).
- (c) For Details of the timing on acceptance and upload of Applications in the Stock Exchanges Platform Applicants are requested to refer to the RHP.

### **5.2 ELECTRONIC REGISTRATION OF APPLICATIONS**

- (a) The Designated Intermediary may register the Applications using the on-line facilities of the Stock Exchanges. The Designated Intermediaries can also set up facilities for off-line electronic registration of Applications, subject to the condition that they may subsequently upload the off-line data file into the on-line facilities for Book Building on a regular basis before the closure of the issue.
- (b) On the Bid/Offer Closing Date, the Designated Intermediaries may upload the Applications till such time as may be permitted by the Stock Exchanges.
- (c) Only Applications that are uploaded on the Stock Exchanges Platform are considered for allocation/Allotment. The Designated Intermediaries are given till 1:00 pm on the day following the Bid/Offer Closing Date to modify select fields uploaded in the Stock Exchange Platform during the Issue Period after which the Stock Exchange(s) send the bid information to the Registrar to the Issue for further processing



### 5.3 BUILD UP OF THE BOOK

- (a) Applications received from various Applicants through the Designated Intermediaries may be electronically uploaded on the Bidding Platform of the Stock Exchanges' on a regular basis. The book gets built up at various price levels. This information may be available with the LMs at the end of the Issue Period.
- (b) Based on the aggregate demand and price for Applications registered on the Stock Exchanges Platform, a graphical representation of consolidated demand and price as available on the websites of the Stock Exchanges may be made available at the Bidding centres during the Issue Period.

### 5.4 WITHDRAWAL OF APPLICATIONS

- (a) RIIs can withdraw their Applications until Bid/Offer Closing Date. In case a RII wishes to withdraw the Bid during the Issue Period, the same can be done by submitting a request for the same to the concerned Designated Intermediary who shall do the requisite, including unblocking of the funds by the SCSB in the ASBA Account.
- (b) The Registrar to the Offer shall give instruction to the SCSB for unblocking the ASBA Account on the Designated Date. QIBs and NIIs can neither withdraw nor lower the size of their Applications at any stage.

### 5.5 REJECTION & RESPONSIBILITY FOR UPLOAD OF APPLICATIONS

- (a) The Designated Intermediaries are individually responsible for the acts, mistakes or errors or omission in relation to:
  - i. the Applications accepted by the Designated Intermediaries;
  - ii. the Applications uploaded by the Designated Intermediaries; and
  - iii. the Application Forms accepted but not uploaded by the Designated Intermediaries.
- (b) The LMs and their affiliate Syndicate Members, as the case may be, may reject Applications if all the information required is not provided and the Application Form is incomplete in any respect.
- (c) The SCSBs shall have no right to reject Applications, except in case of unavailability of adequate funds in the ASBA account or on technical grounds.
- (d) In case of QIB Applicants, only the (i) SCSBs (for Applications other than the Applications by Anchor Investors); and (ii) LMs and their affiliate Syndicate Members (only in the Specified Locations) have the right to reject Applications. However, such rejection shall be made at the time of receiving the Bid and only after assigning a reason for such rejection in writing.
- (e) All Applications by QIBs, NIIs & RIIs Applications can be rejected on technical grounds listed herein.

#### 5.5.1 GROUNDS FOR TECHNICAL REJECTIONS

Application Forms/Application Form can be rejected on the below mentioned technical grounds either at the time of their submission to any of the Designated Intermediaries, or at the time of finalisation of the Basis of Allotment. Applicants are advised to note that the Applications are liable to be rejected, inter-alia, on the following grounds, which have been detailed at various places in this GID:-

- (a) Application by persons not competent to contract under the Indian Contract Act, 1872, as amended, (other than minors having valid Depository Account as per Demographic Details provided by Depositories);
- (b) Applications by OCBs;
- (c) In case of partnership firms, Application for Equity Shares made in the name of the firm. However, a limited liability partnership can apply in its own name;
- (d) In case of Applications under power of attorney or by limited companies, corporate, trust etc., relevant documents not being submitted along with the Application Form;
- (e) Applications by persons prohibited from buying, selling or dealing in the shares directly or indirectly by SEBI or any other regulatory authority;
- (f) Applications by persons in the United States;
- (g) Applications by any person outside India if not in compliance with applicable foreign and Indian laws;
- (h) PAN not mentioned in the Application Form, except for Applications by or on behalf of the Central or State Government and officials appointed by the court and by the investors residing in the State of Sikkim, provided such claims have been verified by the Depository Participant;
- (i) In case no corresponding record is available with the Depositories that matches the DPID, the Client ID and the PAN;
- (j) Applications for lower number of Equity Shares than the minimum specified for that category of investors;
- (k) Applications at a price less than the Floor Price and Applications at a price more than the Cap Price;

- (l) Applications at Cut-off Price by NIIs and QIBs;
- (m) The amounts mentioned in the Application Form does not tally with the amount payable for the value of the Equity Shares Bid/Applied for;
- (n) Applications for amounts greater than the maximum permissible amounts prescribed by the regulations;
- (o) Submission of more than five Application Forms/Application Form as through a single ASBA Account;
- (p) Applications for number of Equity Shares which are not in multiples of Equity Shares which are not in multiples as specified in the RHP;
- (q) Multiple Applications as defined in this GID and the Prospectus;
- (r) Application Forms/Application Forms are not delivered by the Applicants within the time prescribed as per the Application Forms/Application Form, Bid/Offer Opening Date advertisement and as per the instructions in the RHP and the Application Forms;
- (s) Bank account mentioned in the Application Form not being an account maintained with an SCSB. Inadequate funds in the bank account to block the Application Amount specified in the Application Form at the time of blocking such Application Amount in the bank account;
- (t) In case of Anchor Investors, Applications where sufficient funds are not available in Anchor Escrow Accounts as per final certificate from the Escrow Collection Banks;
- (u) Where no confirmation is received from SCSB for blocking of funds;
- (v) Applications by Applicants (other than Anchor Investors) not submitted through ASBA process;
- (w) Applications submitted at locations other than the Specified Locations and Application Forms/Application Forms, under the ASBA process, submitted to the Anchor Escrow Bank (assuming that such bank is not a SCSB where the ASBA Account is maintained), to the issuer or the Registrar to the Offer;
- (x) Applications not uploaded on the terminals of the Stock Exchanges; and
- (y) Applications by SCSBs wherein a separate account in its own name held with any other SCSB is not mentioned as the ASBA Account in the Application Form.

## 5.6 BASIS OF ALLOCATION

- (a) The SEBI ICDR Regulations specify the allocation or Allotment that may be made to various categories of Applicants in an Offer depending on compliance with the eligibility conditions. Certain details pertaining to the percentage of Offer size available for allocation to each category is disclosed overleaf of the Application Form and in the Prospectus. For details in relation to allocation, the Applicant may refer to the Prospectus.
- (b) Under-subscription in any category (except QIB Category) is allowed to be met with spill- over from any other category or combination of categories at the discretion of the Issuer and in consultation with the LMs and the Designated Stock Exchange and in accordance with the SEBI ICDR Regulations. Unsubscribed portion in QIB Category is not available for subscription to other categories.
- (c) In case of under subscription in the Offer, spill-over to the extent of such under-subscription may be permitted from the Reserved Portion to the Offer. For allocation in the event of an under-subscription applicable to the Issuer, Applicants may refer to the RHP.
- (d) **Illustration of the Book Building and Price Discovery Process**

*Applicants should note that this example is solely for illustrative purposes and is not specific to the Offer; it also excludes Bidding by Anchor Investors.*

Applicants can bid at any price within the Price Band. For instance, assume a Price Band of Rs. 20 to Rs. 24 per share, Offer size of 3,000 Equity Shares and receipt of five Applications from Applicants, details of which are shown in the table below. The illustrative book given below shows the demand for the Equity Shares of the Issuer at various prices and is collated from Applications received from various investors.

| Application Quantity | Application Amount (Rs.) | Cumulative Quantity | Subscription |
|----------------------|--------------------------|---------------------|--------------|
| 500                  | 24                       | 500                 | 16.67%       |
| 1,000                | 23                       | 1,500               | 50.00%       |
| 1,500                | 22                       | 3,000               | 100.00%      |
| 2,000                | 21                       | 5,000               | 166.67%      |
| 2,500                | 20                       | 7,500               | 250.00%      |

The price discovery is a function of demand at various prices. The highest price at which the Issuer is able to Offer the desired number of Equity Shares is the price at which the book cuts off, i.e., Rs. 22.00 in the above example. The Issuer, in consultation with the LMs,

may finalise the Offer Price at or below such Cut-Off Price, i.e., at or below ₹ 22.00. All Applications at or above this Offer Price and cut-off Applications are valid Applications and are considered for allocation in the respective categories.

### **Alternate Method of Book Building**

In case of FPOs, Issuers may opt for an alternate method of Book Building in which only the Floor Price is specified for the purposes of Bidding (“**Alternate Book Building Process**”).

The Issuer may specify the Floor Price in the RHP or advertise the Floor Price at least one Working Day prior to the Bid/Offer Opening Date. QIBs may Bid at a price higher than the Floor Price and the Allotment to the QIBs is made on a price priority basis. The Applicant with the highest Bid Amount is allotted the number of Equity Shares Bid for and then the second highest Applicant is Allotted Equity Shares and this process continues until all the Equity Shares have been allotted. RIIs, NIIs and Employees are Allotted Equity Shares at the Floor Price and Allotment to these categories of Applicants is made proportionately. If the number of Equity Shares Bid for at a price is more than available quantity then the Allotment may be done on a proportionate basis. Further, the Issuer may place a cap either in terms of number of specified securities or percentage of issued capital of the Issuer that may be Allotted to a single Applicant, decide whether a Applicant be allowed to revise the bid upwards or downwards in terms of price and/or quantity and also decide whether a Applicant be allowed single or multiple Applications.

## **SECTION 6: ISSUE PROCEDURE IN FIXED PRICE ISSUE**

**Applicants may note that there is no Application Form in a Fixed Price Offer.** As the Offer Price is mentioned in the Fixed Price Offer therefore on filing of the Prospectus with the RoC, the Application so submitted is considered as the application form.

Applicants may only use the specified Application Form for the purpose of making an Application in terms of the Prospectus which may be submitted through the Designated Intermediary.

Applicants may submit an Application Form either in physical form to the any of the Application Collecting Intermediaries or in the electronic form to the SCSB or the Designated Branches of the SCSBs authorising blocking of funds that are available in the bank account specified in the Application Form only (“ASBA Account”). The Application Form is also made available on the websites of the Stock Exchanges at least one day prior to the Issue Opening Date.

In a fixed price Issue, allocation in the net offer to the public category is made as follows: minimum fifty per cent to Retail Individual Investors; and remaining to (i) individual investors other than Retail Individual Investors; and (ii) other Applicants including corporate bodies or institutions, irrespective of the number of specified securities applied for. The unsubscribed portion in either of the categories specified above may be allocated to the Applicants in the other category.

For details of instructions in relation to the Application Form, Applicants may refer to the relevant section of the GID.

## **SECTION 7: ALLOTMENT PROCEDURE AND BASIS OF ALLOTMENT**

### **7.1 BASIS OF ALLOTMENT**

Allotment will be made in consultation with the NSE SME Exchange of NSE (The Designated Stock Exchange). In the event of oversubscription, the allotment will be made on a proportionate basis in marketable lots as set forth here:

1. The total number of Shares to be allocated to each category as a whole shall be arrived at on a proportionate basis i.e. the total number of Shares applied for in that category multiplied by the inverse of the over subscription ratio (number of applicants in the category x number of Shares applied for).
2. The number of Shares to be allocated to the successful applicants will be arrived at on a proportionate basis in marketable lots (i.e. Total number of Shares applied for into the inverse of the over subscription ratio).
3. For applications where the proportionate allotment works out to less than 3,000 equity shares the allotment will be made as follows:
  - a) Each successful applicant shall be allotted 3,000 equity shares; and
  - b) The successful applicants out of the total applicants for that category shall be determined by the drawl of lots in such a manner that the total number of Shares allotted in that category is equal to the number of Shares worked out as per (2) above.
4. If the proportionate allotment to an applicant works out to a number that is not a multiple of 3,000 equity shares, the applicant would be allotted Shares by rounding off to the nearest multiple of 3,000 equity shares subject to a minimum allotment of 3,000 equity shares.
5. If the Shares allotted on a proportionate basis to any category is more than the Shares allotted to the applicants in that category, the balance available Shares for allocation shall be first adjusted against any category, where the allotted Shares are not sufficient for proportionate allotment to the successful applicants in that category, the balance Shares, if any, remaining after such adjustment will be added to the category comprising of applicants applying for the minimum number of Shares. If as a result of the process of rounding off to the nearest multiple of 3,000 equity shares, results in the actual allotment being higher than the shares offered, the final allotment may be higher at the sole discretion of the Board of Directors, up to 110% of the size of the offer specified under the Capital Structure mentioned in this Prospectus.

6. The above proportionate allotment of shares in an Issue that is oversubscribed shall be subject to the reservation for small individual applicants as described below:
  - a) As the retail individual investor category is entitled to more than fifty percent on proportionate basis, the retail individual investors shall be allocated that higher percentage.
  - b) The balance net offer of shares to the public shall be made available for allotment to
    - i. individual applicants other than retails individual investors and
    - ii. other investors, including Corporate Bodies/ Institutions irrespective of number of shares applied for.
  - c) The unsubscribed portion of the net offer to any one of the categories specified in a) or b) shall/may be made available for allocation to applicants in the other category, if so required.

As per Regulation 43 (4) of SEBI (ICDR) Regulations, 2009 as amended, if the retail individual investor category is entitled to more than fifty per cent on proportionate basis, the retail individual investors shall be allocated that higher percentage.

‘Retail Individual Investor’ means an investor who applies for shares of value of not more than Rs.2,00,000. Investors may note that in case of over subscription allotment shall be on proportionate basis and will be finalized in consultation with NSE.

The Executive Director / Managing Director of NSE - the Designated Stock Exchange in addition to Lead Manager and Registrar to the Public Issue shall be responsible to ensure that the basis of allotment is finalized in a fair and proper manner in accordance with the SEBI (ICDR) Regulations.

## 7.2 DESIGNATED DATE AND ALLOTMENT OF EQUITY SHARES

- (a) **Designated Date:** On the Designated Date, the SCSBs shall transfer the funds represented by allocation of Equity Shares into the Public Issue Account with the Bankers to the Issue.
- (b) **Issuance of Allotment Advice:** Upon approval of the Basis of Allotment by the Designated Stock Exchange, the Registrar shall upload the same on its website. On the basis of the approved Basis of Allotment, the Issuer shall pass necessary corporate action to facilitate the Allotment and credit of Equity Shares. Applicants are advised to instruct their Depository Participant to accept the Equity Shares that may be allotted to them pursuant to the Offer.  
  
Pursuant to confirmation of such corporate actions, the Registrar will dispatch Allotment Advice to the Applicants who have been Allotted Equity Shares in the Offer.
- (c) The dispatch of Allotment Advice shall be deemed a valid, binding and irrevocable contract.
- (d) Issuer will ensure that: (i) the Allotment of Equity Shares; and (ii) initiate corporate action for credit of shares to the successful Applicants Depository Account will be completed within 4 Working Days of the Issue Closing Date. The Issuer also ensures the credit of shares to the successful Applicant’s depository account is completed within one Working Day from the date of Allotment, after the funds are transferred from the ASBA Account to the Public Issue Account on the Designated Date.

## SECTION 8: INTEREST AND REFUNDS

### 8.1. COMPLETION OF FORMALITIES FOR LISTING & COMMENCEMENT OF TRADING

The Issuer may ensure that all steps for the completion of the necessary formalities for listing and commencement of trading at all the Stock Exchanges are taken within six Working Days of the Issue Closing Date. The Registrar to the Issue may give instructions for credit to Equity Shares the beneficiary account with CDPs, and dispatch the Allotment Advice within six Working Days of the Issue Closing Date.

### 8.2. GROUNDS FOR REFUND

#### 8.2.1 NON RECEIPT OF LISTING PERMISSION

An Issuer makes an application to the Stock Exchange(s) for permission to deal in/list and for an official quotation of the Equity Shares. All the Stock Exchanges from where such permission is sought are disclosed in Prospectus. The Designated Stock Exchange may be as disclosed in the Prospectus with which the Basis of Allotment may be finalised.

If the permissions to deal in and for an official quotation of the Equity Shares are not granted by any of the Stock Exchange(s), the Issuer may forthwith take steps to refund, without interest, all moneys received from Applicants.

If such money is not refunded to the Applicants within the prescribed time after the Issuer becomes liable to repay it, then the Issuer and every director of the Issuer who is an officer in default may, on and from such expiry of such period, be liable to repay the money, with interest at such rate, as prescribed under Companies Act and disclosed in the Prospectus.

#### 8.2.2 NON RECEIPT OF MINIMUM SUBSCRIPTION

This Issue is not restricted to any minimum subscription level. This Issue is 100% underwritten. As per Section 39 of the Companies Act, 2013, if the “stated minimum amount” has not been subscribed and the sum payable on application is not received, the application money has

to be returned within such period as may be prescribed. If the Issuer does not receive the subscription of 100% of the Issue through this offer document including devolvement of Underwriters within sixty days from the date of closure of the Issue, the Issuer shall forthwith refund the entire subscription amount received.

If there is a delay beyond the prescribed time after the Issuer becomes liable to pay or unblock the amount received from Applicants, then the Issuer and every director of the Issuer who is an officer in default may on and from expiry of prescribed time period under applicable laws, be jointly and severally liable to repay the money, with interest at the rate of 15% per annum in accordance with the Companies (Prospectus and Allotment of Securities) Rules, 2014, as amended.

### 8.2.3 MINIMUM NUMBER OF ALLOTTEES

The Issuer may ensure that the number of prospective Allottees to whom Equity Shares may be allotted may not be less than 50 failing which the entire application monies may be refunded forthwith.

### 8.3. MODE OF REFUND

- (a) **In case of Applications/Applications (other than Anchor Investors):** Within six Working Days of the Issue Closing Date, the Registrar to the Offer may give instructions to SCSBs for unblocking the amount in ASBA Account on unsuccessful Application and also for any excess amount blocked on Bidding/Application.
- (b) **In case of Anchor Investors:** Within six Working Days of the Bid/Offer Closing Date, the Registrar to the Offer may dispatch the refund advices for all amounts payable to unsuccessful Anchor Investors.
- (c) In case of Anchor Investors, the Registrar to the Offer may obtain from the depositories, the Applicants' bank account details, including the MICR code, on the basis of the DP ID, Client ID and PAN provided by the Anchor Investors in their Anchor Investor Application Forms for refunds. Accordingly, Anchor Investors are advised to immediately update their details as appearing on the records of their depositories. Failure to do so may result in delays in dispatch of refunds through electronic transfer of funds, as applicable, and any such delay may be at the Anchor Investors' sole risk and neither the Issuer, the Registrar to the Offer, the Anchor Escrow Bank, or the Syndicate, may be liable to compensate the Anchor Investors for any losses caused to them due to any such delay, or liable to pay any interest for such delay. Please note that refunds to Anchor Investors shall be credited only to the bank account from which the Bid Amount was remitted to the Anchor Escrow Bank.

#### 8.3.1. Electronic mode of making refunds for Anchor Investors

The payment of refund, if any, may be done through various electronic modes as mentioned below:

- (a) **NEFT**—Payment of refund may be undertaken through NEFT wherever the branch of the Anchor Investors' bank is NEFT enabled and has been assigned the Indian Financial System Code ("**IFSC**"), which can be linked to the MICR of that particular branch. The IFSC may be obtained from the website of RBI as at a date prior to the date of payment of refund, duly mapped with MICR numbers. Wherever the Anchor Investors have registered their nine- digit MICR number and their bank account number while opening and operating the demat account, the same may be duly mapped with the IFSC of that particular bank branch and the payment of refund may be made to the Anchor Investors through this method. In the event NEFT is not operationally feasible, the payment of refunds may be made through any one of the other modes as discussed in this section;
- (b) **Direct Credit**—Anchor Investors having their bank account with the Refund Banker may be eligible to receive refunds, if any, through direct credit to such bank account; and
- (c) **RTGS**—Anchor Investors having a bank account with a bank branch which is RTGS enabled as per the information available on the website of RBI and whose refund amount exceeds Rs. 0.2 million, shall be eligible to receive refund through RTGS, provided the Demographic Details downloaded from the Depositories contain the nine digit MICR code of the Anchor Investor's bank which can be mapped with the RBI data to obtain the corresponding Indian Financial System Code ("**IFSC**"). Charges, if any, levied by the Anchor Escrow Bank for the same would be borne by our Company and the Selling Shareholders. Charges, if any, levied by the Anchor Investor's bank receiving the credit would be borne by the Anchor Investor.

Please note that refunds through the above mentioned modes shall be credited only to the bank account from which the application Amount was remitted to the Banker to the Issue.

For details of levy of charges, if any, for any of the above methods including bank charges, etc., Anchor Investors may refer to Prospectus.

### 8.4. INTEREST IN CASE OF DELAY IN ALLOTMENT OR REFUND

The Issuer may pay interest at the rate of 15% per annum where the refund or portion thereof is made in electronic manner, the refund instructions have not been given to the clearing system in the disclosed manner and/or demat credits are not made to Applicants or instructions for unblocking of funds in the ASBA Account are not dispatched within the six Working days of the Issue Closing Date.

The Issuer may pay interest at 15% per annum if Allotment is not made in accordance with timelines prescribes under applicable law.



## SECTION 9: GLOSSARY AND ABBREVIATIONS

*Unless the context otherwise indicates or implies, certain definitions and abbreviations used in this document may have the meaning as provided below. References to any legislation, act or regulation may be to such legislation, act or regulation as amended from time to time.*

| <b>Term</b>  | <b>Description</b>  |
|--|---|
| Allotment/Allot/<br>Allotted                                     | The allotment of Equity Shares pursuant to the Offer to successful Applicants   |
| Allotment Advice   | Note or advice or intimation of Allotment sent to the Applicants who have been Allotted Equity Shares after the Basis of Allotment has been approved by the designated Stock Exchanges  |
| Allottee   | An Applicant to whom the Equity Shares are Allotted   |
| Anchor Investor  | A Qualified Institutional Buyer, applying under the Anchor Investor Portion in accordance with the requirements specified in SEBI ICDR Regulations and the Prospectus   |
| Anchor Investor Application Form                                 | The form used by an Anchor Investor to make a Bid in the Anchor Investor Portion and which will be considered as an application for Allotment in terms of the Prospectus and Prospectus   |
| Anchor Investor Portion  | Up to 60% of the QIB Category which may be allocated by the Issuer in consultation with the LMs, to Anchor Investors on a discretionary basis. One-third of the Anchor Investor Portion is reserved for domestic Mutual Funds, subject to valid Applications being received from domestic Mutual Funds at or above the price at which allocation is being done to Anchor Investors  |
| Application  | An indication to make an offer during the Issue Period by a prospective pursuant to submission of Application Form or during the Anchor Investor Issue Period by the Anchor Investors, to subscribe for or purchase the Equity Shares of the Issuer at a price including all revisions and modifications thereto.   |
| Application Form   | The form in terms of which the Applicant should make an application for Allotment in case of issues other than Book Built Issues, includes Fixed Price Issue  |
| Application Collecting Intermediaries                            | (i) an SCSB, with whom the bank account to be blocked, is maintained<br>(ii) a syndicate member (or sub-syndicate member)<br>(iii) a stock broker registered with a recognised stock exchange (and whose name is mentioned on the website of the stock exchange as eligible for this activity) ("broker")<br>(iv) a depository participant ("DP") (whose name is mentioned on the website of the stock exchange as eligible for this activity)<br>(v) a registrar to an issue and share transfer agent ("RTA") (whose name is mentioned on the website of the stock exchange as eligible for this activity) |
| Designated Intermediaries / Collecting Agent                     | Syndicate Members, Sub-Syndicate/Agents, SCSBs, Registered Brokers, Brokers, the CDPs and RTAs, who are authorized to collect Application Forms from the Applicants, in relation to the Offer   |
| Application Supported by Blocked Amount / ASBA                   | An application, whether physical or electronic, used by Applicants, other than Anchor Investors, to make a Bid and authorising an SCSB to block the Bid Amount in the specified bank account maintained with such SCSB  |
| Application Amount   | The value indicated in Application Form and payable by the Applicant upon submission of the Application, less discounts (if applicable).  |
| ASBA Account   | Account maintained with an SCSB which may be blocked by such SCSB to the extent of the Bid Amount of the Applicant  |
| Banker(s) to the Issue /Anchor Escrow Bank(s)/ Collecting Banker | The banks which are clearing members and registered with SEBI as Banker to the Offer with whom the Anchor Escrow Account(s) for Anchor Investors may be opened, and as disclosed in the Prospectus and Application Form of the Issuer   |
| Basis of Allotment   | The basis on which the Equity Shares may be Allotted to successful Applicants under the Offer   |
| Bid  | An indication to make an offer during the Issue Period by a prospective Applicant pursuant to submission of Application Form or during the Anchor Investor Issue Period by the Anchor Investors, to subscribe for or purchase the Equity Shares of the Issuer at a price within the Price Band, including all revisions and modifications thereto. In case of issues undertaken through the fixed price process, all references to a Bid should be construed to mean an Application   |
| Bid Amount   | The highest value of the optional Applications indicated in the Application Form and payable by the Applicant upon submission of the Bid (except for Anchor Investors), less discounts (if applicable). In case of issues undertaken through the fixed price process, all references to the Bid Amount should be construed to mean the Application Amount   |
| Bid/Offer Closing Date   | Except in the case of Anchor Investors (if applicable), the date after which the Designated Intermediaries may not accept any Applications for the Offer, which may be notified in an English national daily, a Hindi national daily and a regional language newspaper at the place where the registered office of the Issuer is situated, each with wide circulation. Applicants/Applicants may refer to the Prospectus for the Bid/Offer Closing Date   |
| Bid/Offer Opening Date   | The date on which the Designated Intermediaries may start accepting Applications for the Offer, which may be the date notified in an English national daily, a Hindi national daily and a regional language newspaper at the place where the registered office of the Issuer is situated, each with wide circulation. Applicants/Applicants may refer to the Prospectus for the Bid/Offer Opening Date  |



| <b>Term</b>   | <b>Description</b>  |
|---|---|
| Issue Period  | Except in the case of Anchor Investors (if applicable), the period between the Bid/Offer Opening Date and the Bid/Offer Closing Date inclusive of both days and during which prospective Applicants (other than Anchor Investors) can submit their Applications, inclusive of any revisions thereof. The Issuer may consider closing the Issue Period for QIBs one working day prior to the Bid/Offer Closing Date in accordance with the SEBI ICDR Regulations. Applicants/Applicants may refer to the Prospectus for the Issue Period |
| Application Form  | An application form, whether physical or electronic, used by Applicants, other than Anchor Investors, to make a Bid and which will be considered as the application for Allotment in terms of the Red Herring Prospectus and the Prospectus   |
| Applicant   | Any prospective investor who makes a Bid pursuant to the terms of the Prospectus and the Application Form. In case of issues undertaken through the fixed price process, all references to a Applicant should be construed to mean an Applicant   |
| Book Built Process/<br>Book Building Process<br>/ Book Building<br>Method | The book building process as provided under SEBI ICDR Regulations, in terms of which the Offer is being made  |
| Broker Centres  | Broker centres notified by the Stock Exchanges, where Applicants can submit the Application Forms to a Registered Broker. The details of such broker centres, along with the names and contact details of the Registered Brokers are available on the websites of the Stock Exchanges   |
| LM(s)/Book Running<br>Lead Manager(s)/ Lead<br>Manager/LM                 | The Book Running Lead Manager to the Offer as disclosed in the Prospectus and the Application Form of the Issuer. In case of issues undertaken through the fixed price process, all references to the Book Running Lead Manager should be construed to mean the Lead Manager or LM  |
| Business Day  | Monday to Saturday (except 2nd and 4th Saturday of a month and public holidays)   |
| CAN/Confirmation of<br>Allotment Note                                     | The note or advice or intimation sent to each successful Applicant indicating the Equity Shares which may be Allotted, after approval of Basis of Allotment by the Designated Stock Exchange  |
| Cap Price   | The higher end of the Price Band, above which the Offer Price and the Anchor Investor Offer Price may not be finalised and above which no Applications may be accepted  |
| Client ID   | Client Identification Number maintained with one of the Depositories in relation to demat account   |
| Collecting Depository<br>Participant or CDPs                              | A depository participant as defined under the Depositories Act, 1996, registered with SEBI and who is eligible to procure Applications at the Designated CDP Locations in terms of circular no. CIR/CFD/POLICYCELL/11/2015 dated November 10, 2015 issued by SEBI   |
| Cut-off Price   | Offer Price, finalised by the Issuer in consultation with the Book Running Lead Manager(s), which can be any price within the Price Band. Only RIIs, Retail Individual Shareholders and employees are entitled to Bid at the Cut-off Price. No other category of Applicants are entitled to Bid at the Cut-off Price  |
| DP  | Depository Participant  |
| DP ID   | Depository Participant's Identification Number  |
| Depositories  | National Securities Depository Limited and Central Depository Services (India) Limited  |
| Demographic Details   | Details of the Applicants including the Applicant's address, name of the Applicant's father/husband, investor status, occupation and bank account details   |
| Designated Branches   | Such branches of the SCSBs which may collect the Application Forms used by Applicants (excluding Anchor Investors) and a list of which is available on <a href="http://www.sebi.gov.in/sebiweb/home/list/5/33/0/0/Recognised-Intermediaries">http://www.sebi.gov.in/sebiweb/home/list/5/33/0/0/Recognised-Intermediaries</a>  |
| Designated CDP<br>Locations   | Such locations of the CDPs where Applicants can submit the Application Forms to Collecting Depository Participants<br>The details of such Designated CDP Locations, along with names and contact details of the Collecting Depository Participants eligible to accept Application Forms are available on the respective websites of the Stock Exchanges ( <a href="http://www.bseindia.com">www.bseindia.com</a> and <a href="http://www.nseindia.com">www.nseindia.com</a> )   |
| Designated Date   | The date on which funds are transferred by the Anchor Escrow Bank from the Anchor Escrow Account and the amounts blocked by the SCSBs are transferred from the ASBA Accounts, as the case may be, to the Public Issue Account or the Refund Account, as appropriate, after the Prospectus is filed with the RoC, following which the board of directors may Allot Equity Shares to successful Applicants in the Fresh Issue may give delivery instructions for the transfer of the Equity Shares constituting the Offer for Sale        |
| Designated RTA<br>Locations   | Such locations of the RTAs where Applicants can submit the Application Forms to RTAs.<br>The details of such Designated RTA Locations, along with names and contact details of the RTAs eligible to accept Application Forms are available on the respective websites of the Stock Exchanges ( <a href="http://www.bseindia.com">www.bseindia.com</a> and <a href="http://www.nseindia.com">www.nseindia.com</a> )  |
| Designated Stock<br>Exchange  | The designated stock exchange as disclosed in the Prospectus of the Issuer  |
| Discount  | Discount to the Offer Price that may be provided to Applicants in accordance with the SEBI ICDR Regulations.  |
| Draft Prospectus  | The draft prospectus filed with SEBI in case of Fixed Price Issues and which may mention a price or a Price Band  |
| Employees   | Employees of an Issuer as defined under SEBI ICDR Regulations and including, in case of a new company, persons in the permanent and full time employment of the promoting companies excluding the promoters and immediate relatives of the promoters. For further details, Applicant may refer to the Prospectus  |
| Equity Shares   | Equity Shares of the Issuer   |

| <b>Term</b>   | <b>Description</b>  |
|---|---|
| Anchor Escrow Account   | Account opened with the Anchor Collection Bank and in whose favour the Anchor Investors may transfer money through NEFT or RTGS in respect of the Bid Amount when submitting a Bid  |
| Anchor Escrow Agreement   | Agreement to be entered into among the Issuer, the Registrar to the Offer, the Book Running Lead Manager(s), the Anchor Escrow Bank and the Refund Bank(s) for collection of the Bid Amounts from Anchor Investors and where applicable, remitting refunds of the amounts collected to the Anchor Investors on the terms and conditions thereof   |
| Anchor Escrow Bank  | Refer to definition of Banker(s) to the Offer   |
| FCNR Account  | Foreign Currency Non-Resident Account   |
| First Applicant   | The Applicant whose name appears first in the Application Form or Revision Form   |
| FII(s)  | Foreign Institutional Investors as defined under the SEBI (Foreign Institutional Investors) Regulations, 1995 and registered with SEBI under applicable laws in India   |
| Fixed Price Issue/<br>Fixed Price Process /<br>Fixed Price Method | The Fixed Price process as provided under SEBI ICDR Regulations, in terms of which the Offer is being made  |
| Floor Price   | The lower end of the Price Band, at or above which the Offer Price and the Anchor Investor Offer Price may be finalised and below which no Applications may be accepted, subject to any revision thereto  |
| FPIs  | Foreign Portfolio Investors as defined under the Securities and Exchange Board of India (Foreign Portfolio Investors) Regulations, 2014   |
| FPO   | Further public offering   |
| Foreign Venture Capital Investors or FVCIs                        | Foreign Venture Capital Investors as defined and registered with SEBI under the SEBI (Foreign Venture Capital Investors) Regulations, 2000  |
| IPO   | Initial public offering   |
| Issuer/Company  | The Issuer proposing the initial public offering/further public offering as applicable  |
| Maximum RII Allottees   | The maximum number of RIIs who can be Allotted the minimum Bid Lot. This is computed by dividing the total number of Equity Shares available for Allotment to RIIs by the minimum Bid Lot.  |
| MICR  | Magnetic Ink Character Recognition - nine-digit code as appearing on a cheque leaf  |
| Mutual Fund   | A mutual fund registered with SEBI under the SEBI (Mutual Funds) Regulations, 1996  |
| Mutual Funds Portion  | 5% of the QIB Category (excluding the Anchor Investor Portion) available for allocation to Mutual Funds only, being such number of equity shares as disclosed in the Prospectus and Application Form  |
| NEFT  | National Electronic Fund Transfer   |
| NRE Account   | Non-Resident External Account   |
| NRI   | NRIs from such jurisdictions outside India where it is not unlawful to make an offer or invitation under the Offer and in relation to whom the Prospectus constitutes an invitation to subscribe to or purchase the Equity Shares   |
| NRO Account   | Non-Resident Ordinary Account   |
| Net Issuer  | The Issue less reservation portion  |
| Non-Institutional Investors or NIIs                               | All Applicants, including sub accounts of FIIs registered with SEBI which are foreign corporate or foreign individuals and FPIs which are Category III foreign portfolio investors, that are not QIBs or RIBs and who have Bid for Equity Shares for an amount of more than ₹ 200,000 (but not including NRIs other than Eligible NRIs)   |
| Non-Institutional Category  | The portion of the Offer being such number of Equity Shares available for allocation to NIIs on a proportionate basis and as disclosed in the Prospectus and the Application Form   |
| Non-Resident  | A person resident outside India, as defined under FEMA and includes Eligible NRIs, FPIs and FVCIs registered with SEBI  |
| OCB/Overseas Corporate Body                                       | A company, partnership, society or other corporate body owned directly or indirectly to the extent of at least 60% by NRIs including overseas trusts, in which not less than 60% of beneficial interest is irrevocably held by NRIs directly or indirectly and which was in existence on October 3, 2003 and immediately before such date had taken benefits under the general permission granted to OCBs under FEMA  |
| Issue   | Public issue of Equity Shares of the Issuer including the Offer for Sale if applicable  |
| Offer for Sale  | Public offer of such number of Equity Shares as disclosed in the Prospectus through an offer for sale by the Selling Shareholder  |
| Issue Price   | The final price, less discount (if applicable) at which the Equity Shares may be Allotted to Applicants other than Anchor Investors, in terms of the Prospectus. Equity Shares will be Allotted to Anchor Investors at the Anchor Investor Offer Price The Offer Price may be decided by the Issuer in consultation with the Lead Manager(s)  |
| Other Investors   | Investors other than Retail Individual Investors in a Fixed Price Issue. These include individual applicants other than retail individual investors and other investors including corporate bodies or institutions irrespective of the number of specified securities applied for   |
| PAN   | Permanent Account Number allotted under the Income Tax Act, 1961  |
| Price Band  | Price Band with a minimum price, being the Floor Price and the maximum price, being the Cap Price and includes revisions thereof. The Price Band and the minimum Bid lot size for the Offer may be decided by the Issuer in consultation with the Book Running Lead Manager(s) and advertised, at least five working days in case of an IPO and one working day in case of FPO, prior to the Bid/Offer Opening Date, in English national daily, Hindi national daily and regional language at the place where the registered office of the Issuer is situated, newspaper each with wide circulation |

| <b>Term</b>                                  | <b>Description</b>  |
|--|---|
| Pricing Date                                 | The date on which the Issuer in consultation with the Book Running Lead Manager(s), finalise the Offer Price  |
| Prospectus                                   | The prospectus to be filed with the RoC in accordance with Section 26 of the Companies Act, 2013 after the Pricing Date, containing the Offer Price, the size of the Offer and certain other information  |
| Public Issue Account                         | An account opened with the Banker to the Offer to receive monies from the Anchor Escrow Account and from the ASBA Accounts on the Designated Date   |
| QIB Category                                 | The portion of the Offer being such number of Equity Shares to be Allotted to QIBs on a proportionate basis   |
| Qualified Institutional Buyers or QIBs       | As defined under SEBI ICDR Regulations  |
| RTGS   | Real Time Gross Settlement  |
| Red Herring Prospectus/RHP                   | The red herring prospectus issued in accordance with Section 32 of the Companies Act, 2013, which does not have complete particulars of the price at which the Equity Shares are offered and the size of the Offer. The RHP may be filed with the RoC at least three days before the Bid/Offer Opening Date and may become a Prospectus upon filing with the RoC after the Pricing Date. In case of issues undertaken through the fixed price process, all references to the RHP should be construed to mean the Prospectus |
| Refund Account(s)                            | The account opened with Refund Bank(s), from which refunds to Anchor Investors, if any, of the whole or part of the Bid Amount may be made  |
| Refund Bank(s)                               | Refund bank(s) as disclosed in the Prospectus and Application Form of the Issuer  |
| Refunds through electronic transfer of funds | Refunds through Direct Credit, NEFT, RTGS or ASBA, as applicable  |
| Registrar and Share Transfer Agents or RTAs  | Registrar and share transfer agents registered with SEBI and eligible to procure Applications at the Designated RTA Locations in terms of circular no. CIR/CFD/POLICYCELL/11/2015 dated November 10, 2015 issued by SEBI  |
| Registered Broker                            | Stock Brokers registered with the Stock Exchanges having nationwide terminals, other than the members of the Syndicate  |
| Registrar to the Offer/ RTO                  | The Registrar to the Offer as disclosed in the Prospectus and Application Form  |
| Reserved Category / Categories               | Categories of persons eligible for making application/Bidding under reservation portion   |
| Reservation Portion                          | The portion of the Offer reserved for such category of eligible Applicants as provided under the SEBI ICDR Regulations  |
| Retail Individual Investors/RIIs             | Investors who applies or Applications for a value of not more than Rs.200,000 (including HUFs applying through their karta and eligible NRIs and does not include NRIs other than Eligible NRIs.  |
| Retail Individual Shareholders               | Shareholders of a listed Issuer who applies or Applications for a value of not more than Rs. 200,000.   |
| Retail Category                              | The portion of the Offer being such number of Equity Shares available for allocation to RIIs which shall not be less than the minimum Bid Lot, subject to availability in RII category and the remaining shares to be Allotted on proportionate basis   |
| Revision Form                                | The form used by the Applicants in an issue through Book Building Process to modify the quantity of Equity Shares and/or bid price indicated therein in any of their Application Forms or any previous Revision Form(s)   |
| RoC  | The Registrar of Companies  |
| SEBI   | The Securities and Exchange Board of India constituted under the Securities and Exchange Board of India Act, 1992   |
| SEBI ICDR Regulations                        | The Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009 as amended  |
| Self Certified Syndicate Bank (s) or SCSB(s) | The banks registered with the SEBI which offer the facility of ASBA and the list of which is available on the website of the SEBI <a href="http://www.sebi.gov.in/sebiweb/home/list/5/33/0/0/Recognised-Intermediaries">http://www.sebi.gov.in/sebiweb/home/list/5/33/0/0/Recognised-Intermediaries</a>   |
| SME IPO                                      | SME IPO Initial public offering as chapter XB of SEBI (ICDR) Regulation   |
| SME Issuer                                   | The Company making the Issue under chapter XB of SEBI (ICDR) Regulation   |
| Specified Locations                          | Bidding centres where the Syndicate shall accept Application Forms, a list of which is included in the Application Form   |
| Stock Exchanges/SE                           | The stock exchanges as disclosed in the Prospectus of the Issuer where the Equity Shares Allotted pursuant to the Offer are proposed to be listed   |
| Syndicate                                    | The Book Running Lead Manager(s) and the Syndicate Member   |
| Syndicate Agreement                          | The agreement to be entered into among the Issuer, and the Syndicate in relation to collection of Application Forms by Syndicate Members  |
| Syndicate Member(s)/ SM                      | The Syndicate Member(s) as disclosed in the Prospectus  |
| Underwriters                                 | The Lead Manager(s) and the Syndicate Member(s), if any   |
| Underwriting Agreement                       | The agreement amongst the Issuer, and the   |
| Working Day                                  | Any day, other than 2nd and 4th Saturday of the month, Sundays or public holidays, on which commercial banks in Mumbai are open for business, provided however, with reference to (a) announcement of Price Band; and (b) Issue Period, "Working Days" shall mean all days, excluding Saturdays, Sundays & public holidays, which are working days for commercial banks in India.   |

