



...continued from previous page.

Financial Key Performance Indicators of the Group												
(in ₹ million except percentages and ratios)												
Key Financial Performance		December 31, 2023			Fiscal 2023			Fiscal 2022			Fiscal 2021	
Revenue from operations ⁽¹⁾		4,863.22			7,845.76			6,128.30			4,352.98	
Total Income ⁽²⁾		4,910.99			7,941.88			6,230.47			4,404.05	
EBITDA ⁽³⁾		329.42			851.17			663.78			486.07	
EBDITA Margin (%) ⁽⁴⁾		6.77 %			10.85%			10.83%			11.17%	
PAT		185.10			567.93			431.26			287.99	
PAT Margin (%) ⁽⁵⁾		3.81%			7.24%			7.04%			6.62%	
Operating Cash Flows		671.13			311.66			67.52			(73.46)	
Net Worth ⁽⁶⁾		2,178.56			1,998.86			1,476.58			1,084.77	
Net Debt ⁽⁷⁾		(709.07)			(421.51)			(39.59)			(136.22)	
Debt Equity Ratio ⁽⁸⁾		0.11			0.34			0.62			0.69	
ROCE (%) ^{(9)*}		11.86 %			29.38%			25.83%			25.27%	
ROE (%) ^{(10) *}		8.20%			30.50%			30.64%			24.23%	

For notes, please see chapter titled “Basis for Offer Price” on page 122 of the RHP.

8. Set forth below are the details of comparison of Key Performance of Indicators :

Parameters	J.G.Chemicals Limited			Rajratan Global Wire Limited			NOCIL Limited			Yasho Industries Limited		
	FY21	FY22	FY23	FY21	FY22	FY23	FY21	FY22	FY23	FY21	FY22	FY23
Revenue from operations ⁽¹⁾	4,352.98	6,128.30	7,845.76	5,465.40	8,928.70	8,953.70	9,246.60	15,713.10	16,165.70	3,594.36	6,126.61	6,715.52
Total Income ⁽²⁾	4,404.05	6,230.47	7,941.88	5,481.70	8,948.70	8,986.80	9,393.80	15,751.90	16,228.10	3,695.21	6,229.87	6,825.95
EBITDA ⁽³⁾	486.07	663.78	851.17	937.40	1,835.90	1,652.60	1,455.30	2,900.50	2,589.70	590.86	1,032.95	1,260.23
EBDITA Margin (%) ⁽⁴⁾	11.17	10.83	10.85	17.15	20.56	18.46	15.74	18.46	16.02	16.44	16.86	18.77
PAT	287.99	431.26	567.93	531.30	1,243.30	1,001.20	884.10	1,761.10	1,491.50	214.77	522.86	678.68
PAT Margin (%) ⁽⁵⁾	6.62	7.04	7.24	9.72	13.92	11.18	9.56	11.21	9.23	5.98	8.53	10.11
Operating Cash Flows	(73.46)	67.52	311.66	387.10	1,217.90	1,615.30	935.60	(302.20)	2,819.80	346.27	157.21	327.44
Net Worth ⁽⁶⁾	1,084.77	1,476.58	1,998.86	2,265.40	3,409.70	4,393.80	12,847.30	14,452.10	15,521.30	789.31	1,730.51	2,379.56
Net Debt ⁽⁷⁾	(136.22)	(39.59)	(421.51)	672.70	637.80	1,152.00	(2,188.60)	(2,507.10)	(2,761.10)	1,106.50	1,426.57	2,713.09
Debt Equity Ratio ⁽⁸⁾	0.69	0.62	0.34	0.63	0.40	0.39	NM	NM	NM	2.03	1.02	1.33
ROCE (%) ^{(9)*}	25.27	25.83	29.38	25.58	38.18	24.10	8.41	16.72	13.10	20.48	24.23	19.16
ROE (%) ^{(10) *}	24.23	30.64	30.50	23.45	43.82	25.66	6.88	12.90	9.95	27.21	41.50	33.03

NM : Not Measurable

For notes, please see chapter titled “Basis for Offer Price” on page 122 of the RHP.

9. Weighted average cost of acquisition

a) The price per share of our Company based on the primary/ new issue of shares (equity / convertible securities)

There has been no issuance of Equity Shares or convertible securities during the 18 months preceding the date of the Red Herring Prospectus, where such issuance is equal to or more than 5% of the fully diluted paid-up share capital of the Company (calculated based on the pre- Offer capital before such transaction(s) and excluding employee stock options granted but not vested), in a single transaction or multiple transactions combined together over a span of 30 days.

b) The price per share of our Company based on the secondary sale / acquisition of shares (equity / convertible securities)

There have been no secondary sale / acquisitions of Equity Shares or any convertible securities, where the promoters, members of the promoter group, selling shareholders, or shareholder(s) having the right to nominate director(s) in the board of directors of the Company are a party to the transaction (excluding gifts) except 68,25,000 Equity Shares acquired by Vision Projects & Finvest Private Limited under a scheme of merger *, during the 18 months preceding the date of the Red Herring Prospectus, where

either acquisition or sale is equal to or more than 5% of the fully diluted paid up share capital of the Company (calculated based on the pre- Offer capital before such transaction/s and excluding employee stock options granted but not vested), in a single transaction or multiple transactions combined together over a span of rolling 30 days.

*Pursuant to a scheme of merger u/s 230 & 232 of the Companies Act, 2013, approved by Hon'ble National Company Law Tribunal dated. June 19, 2023, Alkan Fiscal Services Private Limited, BDJ Chemicals Private Limited, Prestige Towers Private Limited, Swarnim Complex Private Limited, Eeshwar Fiscal Services Private Limited, BDJ Speciality Chemicals Private Limited, (collectively, “Transferor Companies”) has merged with Vision Projects & Finvest Private Limited (“Transferee Company”) with effect from July 14, 2023, appointed date being April 01, 2021.

c) Since there are no such transactions to report to under (a) therefore, information based on last 5 primary transactions, not older than 3 years prior to the date of the Red Herring Prospectus irrespective of the size of transactions, is as below:

Primary transactions:

Except as disclosed below, there have been no primary transactions in the last three years preceding the date of the Red Herring Prospectus:

Date of allotment	No. of equity shares allotted	Face value per equity share (₹)	Issue price per equity share (₹)	Nature of allotment	Nature of consideration	Total Consideration (in ₹ million)
June 21, 2022	30,500,000	10	Nil	Bonus Issue	N.A.	Nil
Weighted average cost of acquisition (WACA)						Nil

d) Weighted average cost of acquisition, floor price and cap price

Types of transactions	Weighted average cost of acquisition (₹ per Equity Share)	Floor price* (i.e. ₹ 210)	Cap price* (i.e. ₹ 221)
Weighted average cost of acquisition of primary / new issue as per paragraph 9(a) above.	NA^	NA	NA
Weighted average cost of acquisition for secondary sale / acquisition as per paragraph 9(b) above.	0.39	538.46 times	566.67 times
Weighted average cost of acquisition of primary issuances / secondary transactions as per paragraph 9(c) above	Nil	Nil	Nil

For notes, please see chapter titled “Basis for Offer Price” on page 122 of the RHP.

Explanation for Cap Price being ₹ 221 price in comparison to weighted average cost of acquisition of primary issuance price / secondary transaction price of Equity Shares (set out in paragraph 8 above) along with the Company's key performance indicators and financial ratios for the nine months period ended December 31, 2023 and the Fiscals 2023, 2022 and 2021.

- We are India's largest zinc oxide manufacturer in terms of production and revenue for zinc oxide manufacturing through French process, which is the dominant production technology for producing zinc oxide and has been adopted by all the major producers in Americas, Europe and Asia (Source: CARE Report);
- We sell over 80 grades of zinc oxide and are among the top ten manufacturers of zinc oxide globally (Source: CARE Report);
- As on December 31, 2023, our aggregate installed capacity of 77,040 MTPA is spread across our three manufacturing facilities;
- Long-term relationships with customers and suppliers & having robust supply chain with more than 250 customers in last 3 years;
- Along with being suppliers to 9 out of top 10 global tyre manufacturers and to all of the top 11 tyre manufacturers in India, we also supply to leading paints manufacturers, footwear players and cosmetics players in India (Source: CARE Report);
- Strong and consistent financial performance with growth of revenue from operations and profit after tax growth at a CAGR 34.28% and 40.43%, respectively, from FY21 to FY23;
- Our restated profit after tax, grew at a CAGR of 40.43% between the Fiscals 2021 and 2023;
- Our Material Subsidiary, BDJ Oxides is the only zinc oxide manufacturing facility in India to have an IATF certification (Source: CARE Report).

Explanation for Cap Price being ₹ 221 in comparison to weighted average cost of acquisition of primary issuance price / secondary transaction price of Equity Shares (set out in paragraph 8 above) in view of the external factors which may have influenced the pricing of the Offer.

- The market share of our Company is around 30% as on March 2022 (Source: CARE Report).
- High entry barriers in key end-use industries;
- Long-term relationships with customers and suppliers & having robust supply chain with more than 250 customers in last 3 years;
- We have built a diverse global supplier base having procured raw materials from over 100 global suppliers in the last three years
- Our Material Subsidiary, BDJ Oxides is the only zinc oxide manufacturing facility in India to have an IATF certification (Source: CARE Report)

The Offer Price will be [●] times of the face value of the Equity Shares. The Offer Price of ₹ [●] has been determined by Our Company in consultation with the BRLMs, on the basis of the demand from investors for the Equity Shares through the Book Building Process. Our Company in consultation with the BRLMs, is justified of the Offer Price in view of the above qualitative and quantitative parameters. The trading price of the Equity Shares could decline due to the factors mentioned in the section titled “Risk Factors” on page 33 or any other factors that may arise in the future and you may lose all or part of your investments.

For further details, please see the chapter titled “BASIS FOR OFFER PRICE” beginning on page 122 of the RHP.

THE EQUITY SHARES OF OUR COMPANY WILL GET LISTED ON MAIN BOARD PLATFORM OF BSE AND NSE

In case of any revision to the Price Band, the Bid/Offer Period will be extended by at least three additional Working Days after such revision of the Price Band, subject to the Bid/Offer Period not exceeding a total of 10 Working Days. In case of force majeure, banking strike or similar circumstances, our Company may, Our Company in consultation with the Selling Shareholders and BRLMs, for reasons to be recorded in writing, extend the Bid/Offer Period for a minimum of three Working Days, subject to the Bid/Offer Period not exceeding 10 Working Days. Any revision in the Price Band and the revised Bid/Offer Period, if applicable, will be widely disseminated by notification to the Stock Exchanges, by issuing a public notice, and also by indicating the change on the respective websites of the BRLMs and at the terminals of the Syndicate Members and by intimation to the Designated Intermediaries and the Sponsor Banks, as applicable.

The Offer is being made in terms of Rule 19(2)(b) of the Securities Contracts (Regulation) Rules, 1957 (“SCRR”), read with Regulation 31 of the SEBI ICDR Regulations. The Offer is being made in accordance with Regulation 6(1) of the SEBI ICDR Regulations, through the Book Building Process wherein not more than 50% of the offer shall be allocated on a proportionate basis to Qualified Institutional Buyers (“QIBs”) (“QIB Portion”), provided that our Company in consultation with the Selling Shareholders and the BRLMs may allocate up to 60% of the QIB Portion to Anchor Investors on a discretionary basis in accordance with the SEBI ICDR Regulations (“Anchor Investor Portion”), out of which one-third shall be reserved for domestic Mutual Funds only, subject to valid Bids being received from domestic Mutual Funds at or above the price at which allocation is made to Anchor Investors (“Anchor Investor Allocation Price”), in accordance with the SEBI ICDR Regulations. In the event of under-subscription or non-allocation in the Anchor Investor Portion, the balance Equity Shares shall be added to the Net QIB Portion. Further, 5% of the Net QIB Portion shall be available for allocation on a proportionate basis to Mutual Funds only, and the remainder of the Net QIB Portion shall be available for allocation on a proportionate basis to all QIB Bidders, including Mutual Funds, subject to valid Bids being received at or above the Offer Price. However, if the aggregate demand from Mutual Funds is less than 5% of the Net QIB Portion, the balance Equity Shares available for allocation in the Mutual Fund Portion will be added to the remaining Net QIB Portion for proportionate allocation to QIBs. Further, not less than 15% of the Offer shall be available for allocation to Non-Institutional Bidders out of which (a) one third of such portion shall be reserved for applicants with application size of more than two lakh rupees and up to ten lakh rupees; and (b) two third of such portion shall be reserved for applicants with application size of more than ten lakh rupees, provided that the unsubscribed portion in either of such sub-categories may be allocated to applicants in the other sub-category of non-institutional investors and not less than 35% of the Offer shall be available for allocation to Retail Individual Bidders (“RIBs”) in accordance with the SEBI ICDR Regulations, subject to valid Bids being received at or above the Offer Price. All potential Bidders (except Anchor Investors) are required to mandatorily utilise the Application Supported by Blocked Amount (“ASBA”) process providing details of their respective ASBA accounts, and UPI ID in case of RIBs, if applicable, in which the corresponding Bid Amounts will be blocked by the SCSBs or by the Sponsor Banks under the UPI Mechanism, as applicable, to the extent of the respective Bid Amounts. Anchor Investors are not permitted to participate in the Offer through the ASBA process. For further details, please see section titled “Offer Procedure” on page 367 of the RHP.

Bidders/Applicants should ensure that DP ID, PAN and the Client ID and UPI ID (for UPI Bidders bidding through UPI Mechanism) are correctly filled in the Bid cum Application Form. The DP ID, PAN and Client ID provided in the Bid cum Application Form should match with the DP ID, PAN, Client ID and UPI ID available (for UPI Bidders bidding through the UPI Mechanism) in the Depository database, otherwise, the Bid cum Application Form is liable to be rejected. Bidders/Applicants should ensure that the beneficiary account provided in the Bid cum Application Form is active. Bidders/Applicants should note that on the basis of the PAN, DP ID, Client ID and UPI ID (for RIBs and NILs bidding through the UPI mechanism) as provided in the Bid cum Application Form, the Bidder/Applicant may be deemed to have authorized the Depositories to provide to the Registrar to the Offer, any requested Demographic Details of the Bidder/Applicant as available on the records of the depositories. These Demographic Details may be used, among other things, for giving Allotment Advice or unblocking of ASBA Account or for other correspondence(s) related to the Offer. Bidders/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 Bidders/Applicants' sole risk.

ASBA* Simple, Safe, Smart way of Application!!!
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