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# RAINBOW CHILDREN'S MEDICARE LIMITED

Our Company was originally incorporated as 'Rainbow Children's Medicare Private Limited' under the provisions of the Companies Act, 1956, as a private limited company, at Hyderabad, Telangana, pursuant to a certificate of incorporation dated August 7, 1998, issued by the Registrar of Companies, Hyderabad at Telangana ("RoC"). Subsequently, our Company was converted into a public limited company, and the name of our Company was changed to 'Rainbow Children's Medicare Limited' pursuant to a special resolution passed by the Shareholders of our Company on November 3, 2021 and a fresh certificate of incorporation was consequently issued by the RoC on November 20, 2021 under the Companies Act, 2013. For further details in relation to the changes to the name of our Company and the Registered Office, see "*History and Certain Corporate Matters*" on page 294 of the prospectus dated May 2, 2022 ("Prospectus").

Registered Office: 8-2-120/103/1, Survey No. 403, Road No. 2, Banjara Hills, Hyderabad – 500 034, Telangana, Telephone: + 91 40 49692244.  
Corporate Office: 8-2-19/1/A, Daulet Arcade, Road No. 11, Banjara Hills, Hyderabad – 500 034, Telangana, Telephone: +91 40 49692244  
Contact Person: Ashish Kapil, Company Secretary and Compliance Officer, E-mail: companysecretary@rainbowhospitals.in; Website: www.rainbowhospitals.in; Corporate Identity Number: U85110TG1998PLC029914

## OUR PROMOTERS: DR. RAMESH KANCHARLA, DR. DINESH KUMAR CHIRLA AND DR. ADARSH KANCHARLA

Our Company has filed the Prospectus dated May 2, 2022 with the RoC and the Equity Shares are proposed to be listed on the National Stock Exchange of India Limited ("NSE") and the BSE Limited ("BSE") and the trading will commence on May 10, 2022.

## BASIS OF ALLOTMENT

INITIAL PUBLIC OFFERING OF 29,168,579 EQUITY SHARES OF FACE VALUE OF ₹ 10 EACH ("EQUITY SHARES") OF RAINBOW CHILDREN'S MEDICARE LIMITED (THE "COMPANY" OR THE "ISSUER") FOR CASH AT A PRICE OF ₹ 542\* PER EQUITY SHARE (INCLUDING A SHARE PREMIUM OF ₹ 532 PER EQUITY SHARE) ("OFFER PRICE") AGGREGATING TO ₹ 15,808.49 MILLION (THE "OFFER"), COMPRISING A FRESH ISSUE OF 5,167,679 EQUITY SHARES AGGREGATING TO ₹ 2,800 MILLION (THE "FRESH ISSUE") AND AN OFFER FOR SALE OF 24,000,900 EQUITY SHARES AGGREGATING TO ₹ 13,008.49 MILLION BY THE SELLING SHAREHOLDERS REFERRED TO IN ANNEXURE A ON PAGE 641 OF THE PROSPECTUS (THE "OFFER FOR SALE"). THE OFFER INCLUDED A RESERVATION OF UPTO 300,000 EQUITY SHARES AGGREGATING TO ₹ 156.60 MILLION (CONSTITUTING 0.30% OF THE POST-OFFER PAID-UP EQUITY SHARE CAPITAL) FOR SUBSCRIPTION BY ELIGIBLE EMPLOYEES (THE "EMPLOYEE RESERVATION PORTION"). THE OFFER LESS THE EMPLOYEE RESERVATION PORTION IS HEREINAFTER REFERRED TO AS THE "NET OFFER". THE OFFER AND THE NET OFFER WOULD CONSTITUTE 28.74%\* AND 28.69%\*, RESPECTIVELY, OF OUR POST-OFFER PAID-UP EQUITY SHARE CAPITAL.

\*OUR COMPANY, DR. RAMESH KANCHARLA (ACTING ON BEHALF OF THE OTHER PROMOTER SELLING SHAREHOLDERS AND THE OTHER SELLING SHAREHOLDER) AND THE INVESTOR SELLING SHAREHOLDERS, IN CONSULTATION WITH THE BRLMs, OFFERED A DISCOUNT OF ₹ 20 TO ELIGIBLE EMPLOYEES BIDDING IN THE EMPLOYEE RESERVATION PORTION.

\*PLEASE NOTE THAT THE OFFER AND THE NET OFFER % HAS BEEN ADJUSTED FOR THE FRESH ISSUE OF 5,167,679 EQUITY SHARES AND ALLOTMENT TO ELIGIBLE EMPLOYEE OF 44,118 EQUITY SHARES IN THE OFFER RESPECTIVELY.

OFFER PRICE: ₹ 542 PER EQUITY SHARE OF FACE VALUE OF ₹10 EACH  
ANCHOR INVESTOR OFFER PRICE: ₹ 542 PER EQUITY SHARE OF FACE VALUE OF ₹10 EACH  
THE OFFER PRICE IS 54.20 TIMES THE FACE VALUE OF THE EQUITY SHARES

### Risks to Investors

- The Offer Price is ₹542 per Equity Share. However, the average cost of acquisition per Equity Share for the Selling Shareholders is as follows:

| Name of the Selling shareholder                        | Avg. cost of acquisition per Equity Share as on the date of the RHP (in ₹) | Name of the Selling shareholder                                                                       | Avg. cost of acquisition per Equity Share as on the date of the RHP (in ₹) |
|--------------------------------------------------------|----------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------|
| Dr. Ramesh Kancharla (Promoter Selling Shareholder)    | 7.32                                                                       | Mrs. Padma Kancharla (Other Selling Shareholder)                                                      | Nil                                                                        |
| Dr. Dinesh Kumar Chirla (Promoter Selling Shareholder) | 0.91                                                                       | British International Investment plc (formerly known as CDC Group plc) (Investor Selling Shareholder) | 54.50                                                                      |
| Dr. Adarsh Kancharla (Promoter Selling Shareholder)    | Nil                                                                        | CDC India (Investor Selling Shareholder)                                                              | 110.29                                                                     |

- Our revenues are highly dependent on our hospitals in Hyderabad and Bengaluru. Of our 14 hospitals, six are situated in Hyderabad, Telangana and three are situated in Bengaluru, Karnataka. Any impact on the revenues from these hospitals could materially affect our business, financial condition and results of operations. The proportion of volumes at hospitals in Hyderabad and Bengaluru, of our aggregate inpatient and outpatient volumes across all our hospitals are as follows:

| Particulars                                                                                                                          | Fiscal 2019 | Fiscal 2020 | Fiscal 2021 | For the nine months period ended December 31, 2021 |
|--------------------------------------------------------------------------------------------------------------------------------------|-------------|-------------|-------------|----------------------------------------------------|
| Proportion of volumes at hospitals in Hyderabad and Bengaluru to aggregate inpatient and outpatient volumes across all our hospitals | 84.07%      | 81.89%      | 78.98%      | 77.28%                                             |

- We are dependent on our medical professionals and our business and financial results could be impacted if we are not able to attract and retain such medical professionals. The attrition rate for our permanent employees, which includes nurses (including interns and paramedical personnel) are as follows :

| Particulars                                                                                                     | Fiscal 2019 | Fiscal 2020 | Fiscal 2021 | For the nine months period ended December 31, 2021 |
|-----------------------------------------------------------------------------------------------------------------|-------------|-------------|-------------|----------------------------------------------------|
| Attrition rate for our permanent employees, which includes nurses (including interns and paramedical personnel) | 35.41%      | 38.75%      | 45.50%      | 26.74%                                             |

- The Offer Price, market capitalization to revenue multiple and price to earnings ratio based on the Offer Price of our Company, may not be indicative of the market price of our Company on listing or thereafter. The details of our price to earnings ratio and market capitalization to revenue from operations based on the Offer Price i.e. ₹542 per Equity Share are given below:

| Particulars                       | Price to earnings ratio (based on diluted EPS) | Market capitalization to revenue |
|-----------------------------------|------------------------------------------------|----------------------------------|
| For the year ended March 31, 2021 | 127.53                                         | 7.91                             |

For details of market capitalization to revenue multiple for our listed peers that have a similar business profile to us, please see "Basis for Offer Price" section at page 171 of the Prospectus.

- Weighted average cost of acquisition of all shares transacted in last three years and one year preceding the date of the Prospectus:

| Period       | Weighted Average Cost of Acquisition <sup>A</sup> (in ₹) | Cap Price (₹ 542) is 'X' times the Weighted Average Cost of Acquisition | Range of acquisition price: Lowest Price - Highest Price <sup>A</sup> (in ₹) |
|--------------|----------------------------------------------------------|-------------------------------------------------------------------------|------------------------------------------------------------------------------|
| Last 1 year  | 7.80                                                     | 69.49                                                                   | 0-70                                                                         |
| Last 3 years | 7.80                                                     | 69.49                                                                   | 0-70                                                                         |

<sup>A</sup>As certified by Madhu Mantri and Associates, Chartered Accountants, in their certificate dated May 2, 2022.

- We are significantly dependent on certain specialties for a majority of our revenues. We have four core specialties, namely secondary pediatric care, tertiary pediatric care, quaternary pediatric care and women care (gynecology, obstetrics and related services), of which our secondary pediatric care services have historically accounted for the largest portion of our revenues. See "Our Business – Key Specialties – Pediatric services (including secondary, tertiary and quaternary care)" on page 259 of the Prospectus.

### BID/OFFER PROGRAMME

ANCHOR INVESTOR BIDDING DATE WAS: TUESDAY, APRIL 26, 2022

BID/OFFER OPENED ON: WEDNESDAY, APRIL 27, 2022

BID/OFFER CLOSED ON: FRIDAY, APRIL 29, 2022

The Offer was made through the Book Building Process, in terms of Rule 19(2)(b) of the SCRR, read with Regulation 31 of the SEBI ICDR Regulations, and in compliance with Regulation 6(1) of the SEBI ICDR Regulations, wherein not more than 50% of the Net Offer was available for allocation on a proportionate basis to Qualified Institutional Buyers ("QIBs"), and such portion, the "QIB Portion", provided that our Company, Dr. Ramesh Kancharla (acting on behalf of the other Promoter Selling Shareholders and the Other Selling Shareholder) and the Investor Selling Shareholders may, in consultation with the BRLMs, allocated up to 60% of the QIB Portion to Anchor Investors on a discretionary basis (the "Anchor Investor Portion"), of which one-third was reserved for domestic Mutual Funds, subject to valid Bids having been received from domestic Mutual Funds at or above the Anchor Investor Allocation Price, in accordance with the SEBI ICDR Regulations. Further, 5% of the Net QIB Portion was made available for allocation on a proportionate basis only to Mutual Funds, and the remainder of the Net QIB Portion was made available for allocation on a proportionate basis to all QIBs, including Mutual Funds, subject to valid Bids having been received at or above the Offer Price. Further, not less than 15% of the Net Offer was made available for allocation to Non-Institutional Bidders ("Non-Institutional Portion") of which one-third of the Non-Institutional Portion was made available for allocation to Bidders with an application size of more than ₹ 200,000 and up to ₹ 1,000,000 and two-thirds of the Non-Institutional Portion was made available for

allocation to Bidders with an application size of more than ₹ 1,000,000 and under-subscription in either of these two sub-categories of Non-Institutional Portion was allocated to Bidders in the other sub-category of Non-Institutional Portion, and not less than 35% of the Net Offer was made available for allocation to Retail Individual Bidders in accordance with the SEBI ICDR Regulations, subject to valid Bids being received at or above the Offer Price. All potential Bidders, other than Anchor Investors, were required to mandatorily utilise the Application Supported by Blocked Amount ("ASBA") process by providing details of their respective ASBA accounts and UPI ID (in case of Retail Individual Bidders using UPI Mechanism), if applicable, in which the corresponding Bid Amounts was blocked by the self-certified syndicate banks ("SCSBs") or under the UPI Mechanism, as applicable, to participate in the Offer. Anchor Investors were not permitted to participate in the Anchor Investor Portion through the ASBA process. See "Offer Procedure" on page 523 of the Prospectus.

The bidding for Anchor Investor opened and closed on Tuesday, April 26, 2022. The Company received 36 applications from 23 anchor investors for 8,878,896 Equity Shares. The Anchor Investor Offer Price was finalized at ₹ 542 per Equity Share. A total of 8,663,404 Equity Shares were allocated under the Anchor Investor Portion aggregating to ₹ 4,695,564,968.

The Offer received 254,335 applications for 257,733,603 Equity Shares (including applications from Anchor Investors and prior to technical rejections) resulting in 8,8331 times subscription. The details of the applications received in the Offer from various categories are as under (before technical rejections):

| Sl no. | Category                                                     | No of Applications applied | No. of Equity Shares | Shares Reserved as per Prospectus | No. of times Subscribed | Amount (₹)      |
|--------|--------------------------------------------------------------|----------------------------|----------------------|-----------------------------------|-------------------------|-----------------|
| A      | Anchor Investors                                             | 36                         | 8,878,896            | 8,663,404                         | 1.0249                  | 4,812,361,632   |
| B      | Qualified Institutional Bidders (excluding Anchor Investors) | 71                         | 223,952,040          | 5,775,605                         | 38.7755                 | 121,382,005,680 |
| C      | Non-Institutional Investors -Upto ₹ 10 Lakhs                 | 4,292                      | 1,851,984            | 1,443,901                         | 1.2826                  | 1,005,242,238   |
| D      | Non-Institutional Investors - Above ₹ 10 Lakhs               | 4,414                      | 14,755,797           | 2,887,803                         | 5.1097                  | 7,997,641,974   |
| E      | Retail Individual Investors                                  | 244,404                    | 8,208,297            | 10,107,308                        | 0.8121                  | 4,448,913,978   |
| F      | Eligible Employee                                            | 1,118                      | 86,589               | 300,000                           | 0.2886                  | 45,482,580      |
|        | Total                                                        | 254,335                    | 257,733,603          | 29,178,021                        | 8.8331                  | 139,691,648,082 |

### Final Demand

A summary of the final demand as at different Bid prices is as under:

| Sr. No. | Bid Price | No. of Equity Shares | % to Total | Cumulative Total | Cumulative % of Total |
|---------|-----------|----------------------|------------|------------------|-----------------------|
| 1       | 516       | 197,100              | 0.08       | 197,100          | 0.08                  |
| 2       | 517       | 9,666                | 0.00       | 206,766          | 0.08                  |
| 3       | 518       | 6,939                | 0.00       | 213,705          | 0.08                  |
| 4       | 519       | 1,647                | 0.00       | 215,352          | 0.08                  |
| 5       | 520       | 42,012               | 0.02       | 257,364          | 0.10                  |
| 6       | 521       | 4,104                | 0.00       | 261,468          | 0.10                  |
| 7       | 522       | 8,181                | 0.00       | 269,649          | 0.11                  |
| 8       | 523       | 1,593                | 0.00       | 271,242          | 0.11                  |
| 9       | 524       | 1,701                | 0.00       | 272,943          | 0.11                  |
| 10      | 525       | 23,247               | 0.01       | 296,190          | 0.12                  |
| 11      | 526       | 3,240                | 0.00       | 299,430          | 0.12                  |
| 12      | 527       | 1,458                | 0.00       | 300,888          | 0.12                  |
| 13      | 528       | 1,998                | 0.00       | 302,886          | 0.12                  |
| 14      | 529       | 7,560                | 0.00       | 310,446          | 0.12                  |
| 15      | 530       | 38,367               | 0.01       | 348,813          | 0.14                  |
| 16      | 531       | 2,673                | 0.00       | 351,486          | 0.14                  |
| 17      | 532       | 4,887                | 0.00       | 356,373          | 0.14                  |
| 18      | 533       | 675                  | 0.00       | 357,048          | 0.14                  |
| 19      | 534       | 1,242                | 0.00       | 358,290          | 0.14                  |
| 20      | 535       | 17,280               | 0.01       | 375,570          | 0.15                  |
| 21      | 536       | 2,268                | 0.00       | 377,838          | 0.15                  |
| 22      | 537       | 1,431                | 0.00       | 379,269          | 0.15                  |
| 23      | 538       | 4,590                | 0.00       | 383,859          | 0.15                  |
| 24      | 539       | 1,620                | 0.00       | 385,479          | 0.15                  |
| 25      | 540       | 23,139               | 0.01       | 408,618          | 0.16                  |
| 26      | 541       | 10,341               | 0.00       | 418,959          | 0.16                  |
| 27      | 542       | 243,844,776          | 95.31      | 244,263,735      | 95.47                 |
| 28      | CUTOFF    | 11,591,667           | 4.53       | 255,855,402      | 100.00                |
|         | TOTAL     | 255,855,402          | 100.00     |                  |                       |

The Basis of Allotment was finalized in consultation with the Designated Stock Exchange, being NSE on May 5, 2022.

### INVESTORS, PLEASE NOTE

The Employee Reservation as per the Prospectus was mentioned in amount terms aggregating to not more than ₹156.60 million, translating to 300,000 Equity Shares at ₹ 522 per Equity Share (after Employee discount of ₹20 per Equity Share). Valid Bids received and considered for Allotment under Employee Category were for 44,118 Equity Shares amounting to ₹ 23.02 million. The unsubscribed portion was adjusted as follows:

| Particulars                                         | No. of Equity Shares                                                            | Amount (in ₹) |
|-----------------------------------------------------|---------------------------------------------------------------------------------|---------------|
| Employee Reservation Portion in ₹ as per Prospectus | A                                                                               | 300,000       |
| Valid Bids considered for allotment                 | B                                                                               | 44,118        |
| Deficit in ₹.                                       | C = (A-B)                                                                       | 255,882       |
| Deficit in Equity Shares                            | C / ₹ 522 (after employee discount of ₹ 20 per Equity Share to the Offer Price) | 255,882       |
| No. of Shares for Spillover                         | C / ₹ 542 (Offer Price)                                                         | 246,440**     |
| Difference in Spillover due to Employee Discount    |                                                                                 | -9,442        |

\*Unsubscribed portion of Employee Reservation Portion of 246,440 Equity Shares spilled over to QIBs, NIB and Retail Categories in the ratio of 50:15:35.

### A. Allotment to Retail Individual Bidders (after technical rejections)

The Basis of Allotment to the Retail Individual Bidders, who have bid at the Cut-Off Price or at the Offer Price of ₹ 542 per Equity Share, was finalized in consultation with NSE. This category has been subscribed to the extent of 7,6967 times (including spillover from Employee category). The total number of Equity Shares Allotted in Retail Portion is 7,845,660 Equity Shares (including spillover of 86,254 Equity Shares from Employee category) to 234,230 successful Retail Individual Bidder. The category-wise details of the Basis of Allotment are as under:

| Category | No. of Applications Received | % of Total | Total No. of Equity Shares applied | % to Total | No. of Equity Shares allotted per Bidder | Ratio | Total No. of Equity Shares Allotted |
|----------|------------------------------|------------|------------------------------------|------------|------------------------------------------|-------|-------------------------------------|
| 27       | 216,596                      | 92.47      | 5,848,092                          | 74.54      | 27                                       | 1:1   | 5,848,092                           |
| 54       | 9,314                        | 3.98       | 502,956                            | 6.41       | 54                                       | 1:1   | 502,956                             |
| 81       | 2,414                        | 1.03       | 195,534                            | 2.49       | 81                                       | 1:1   | 195,534                             |
| 108      | 1,583                        | 0.68       | 170,964                            | 2.18       | 108                                      | 1:1   | 170,964                             |
| 135      | 775                          | 0.33       | 104,625                            | 1.33       | 135                                      | 1:1   | 104,625                             |
| 162      | 352                          | 0.15       | 57,024                             | 0.73       | 162                                      | 1:1   | 57,024                              |
| 189      | 506                          | 0.22       | 95,634                             | 1.22       | 189                                      | 1:1   | 95,634                              |
| 216      | 224                          | 0.10       | 48,384                             | 0.62       | 216                                      | 1:1   | 48,384                              |
| 243      | 73                           | 0.03       | 17,739                             | 0.23       | 243                                      | 1:1   | 17,739                              |
| 270      | 370                          | 0.16       | 99,900                             | 1.27       | 270                                      | 1:1   | 99,900                              |
| 297      | 61                           | 0.03       | 18,117                             | 0.23       | 297                                      | 1:1   | 18,117                              |
| 324      | 73                           | 0.03       | 23,652                             | 0.30       | 324                                      | 1:1   | 23,652                              |
| 351      | 1,889                        | 0.81       | 663,039                            | 8.45       | 351                                      | 1:1   | 663,039                             |
| TOTAL    | 234,230                      | 100.00     | 7,845,660                          | 100.00     |                                          |       | 7,845,660                           |

Unsubscribed portion of 2,261,648 Equity Shares spilled over to QIB and NIB Categories in the ratio of 50:15:

### B. Allotment to Non-Institutional Bidders (Upto ₹ 10 Lakhs) (after technical rejections)

The Basis of Allotment to the Non-Institutional Bidders (Upto ₹10 Lakhs), who have bid at the Offer Price of ₹ 542 per Equity Share or above, was finalized in consultation with NSE. The Non-Institutional Portion (Upto ₹ 10 Lakhs), has been subscribed to the extent of 1.11673 times (including spillover from Employee and Retail Individual categories). The total number of Equity Shares Allotted in this category is 1,636,831 Equity Shares (including spillover of 192,930 Equity Shares from Employee and Retail categories) to 4,242 successful Non-Institutional Bidder. The category-wise details of the Basis of Allotment are as under: (Sample)

| Category | No. of Applications Received | % of Total | Total No. of Equity Shares applied | % to Total | No. of Equity Shares allotted per Bidder | Ratio  | Total No. of Equity Shares Allotted |
|----------|------------------------------|------------|------------------------------------|------------|------------------------------------------|--------|-------------------------------------|
| 378      | 3867                         | 91.16      | 1,461,726                          | 79.97      | 378                                      | 1:1    | 1,461,726                           |
| 405      | 71                           | 1.67       | 28,755                             | 1.57       | 386                                      | 1:1    | 27,122                              |
| 432      | 13                           | 0.31       | 5,616                              | 0.31       | 382                                      | 1:1    | 5,018                               |
| 459      | 15                           | 0.35       | 6,885                              | 0.38       | 390                                      | 1:1    | 5,850                               |
| 486      | 7                            | 0.17       | 3,402                              | 0.19       | 394                                      | 1:1    | 2,758                               |
| 513      | 4                            | 0.09       | 2,052                              | 0.11       | 398                                      | 1:1    | 1,592                               |
| 540      | 39                           | 0.92       | 21,060                             | 1.15       | 402                                      | 1:1    | 15,678                              |
| 567      | 4                            | 0.09       | 2,268                              | 0.12       | 406                                      | 1:1    | 1,624                               |
| 810      | 11                           | 0.26       | 8,910                              | 0.49       | 442                                      | 1:1    | 4,862                               |
| 837      | 1                            | 0.02       | 837                                | 0.05       | 446                                      | 1:1    | 446                                 |
| 1,350    | 5                            | 0.12       | 6,750                              | 0.37       | 522                                      | 1:1    | 2,610                               |
| 1,458    | 7                            | 0.17       | 10,206                             | 0.56       | 539                                      | 1:1    | 3,773                               |
| 1,485    | 3                            | 0.07       | 4,455                              | 0.24       | 543                                      | 1:1    | 1,629                               |
| 1,512    | 1                            | 0.02       | 1,512                              | 0.08       | 547                                      | 1:1    | 547                                 |
| 1,620    | 4                            | 0.09       | 6,480                              | 0.35       | 563                                      | 1:1    | 2,252                               |
| 1,701    | 1                            | 0.02       | 1,701                              | 0.09       | 575                                      | 1:1    | 575                                 |
| 1,755    | 4                            | 0.09       | 7,020                              | 0.38       | 583                                      | 1:1    | 2,332                               |
| 1,809    | 7                            | 0.17       | 12,663                             | 0.69       | 591                                      | 1:1    | 4,137                               |
| 1,836    | 81                           | 1.91       | 148,716                            | 8.14       | 594                                      | 1:1    | 48,114                              |
|          |                              |            |                                    |            | 1*                                       | 67: 81 | 67                                  |
| TOTAL    | 4,242                        | 100.00     | 1,827,900                          | 100.00     |                                          |        | 1,636,831                           |

\* 1 additional Equity Share has been allotted to Category 1,836 in the ratio of 67 : 81

### C. Allotment to Non-Institutional Bidders (Above ₹ 10 Lakhs) (after technical rejections)

The Basis of Allotment to the Non-Institutional Bidders (Above ₹ 10 Lakhs), who have bid at the Offer Price of ₹ 542 per Equity Share or above, was finalized in consultation with NSE. The Non-Institutional Portion (Above ₹ 10 Lakhs) has been subscribed to the extent of 4.47945 times (including spillover of 385,860 Equity Shares from Employee and Retail Individuals categories). The total number of Equity Shares Allotted in this category is 3,273,663 Equity Shares (including spillover from Employee and Retail categories) to 4,365 successful Non-Institutional Bidder. The category-wise details of the Basis of Allotment are as under: (Sample)

| Category | No. of Applications Received | % of Total | Total No. of Equity Shares applied | % to Total | No. of Equity Shares allotted per Bidder | Ratio   | Total No. of Equity Shares Allotted |
|----------|------------------------------|------------|------------------------------------|------------|------------------------------------------|---------|-------------------------------------|
| 1,863    | 4022                         | 92.14      | 74,92,986                          | 51.10      | 563                                      | 1 : 1   | 22,64,386                           |
|          |                              |            |                                    |            | 1*                                       | 19 : 73 | 1,047                               |
| 1,998    | 1                            | 0.02       | 1,998                              | 0.01       | 580                                      | 1:1     | 580                                 |
| 2,025    | 17                           | 0.39       | 34,425                             | 0.23       | 583                                      | 1:1     | 9,911                               |
| 2,052    | 1                            | 0.02       | 2,052                              | 0.01       | 587                                      | 1:1     | 587                                 |
| 2,106    | 6                            | 0.14       | 12,636                             | 0.09       | 594                                      | 1:1     | 3,564                               |
| 2,160    | 4                            | 0.09       | 8,640                              | 0.06       | 600                                      | 1:1     | 2,400                               |
| 13,500   | 1                            | 0.02       | 13,500                             | 0.09       | 2,015                                    | 1:1     | 2,015                               |
| 13,851   | 1                            | 0.02       | 13,851                             | 0.09       | 2,059                                    | 1:1     | 2,059                               |
| 16,227   | 1                            | 0.02       | 16,227                             | 0.11       | 2,355                                    | 1:1     | 2,355                               |
| 16,470   | 1                            | 0.02       | 16,470                             | 0.11       | 2,386                                    | 1:1     | 2,386                               |
| 92,259   | 1                            | 0.02       | 92,259                             | 0.63       | 11,841                                   | 1:1     | 11,841                              |
| 100,008  | 2                            | 0.05       | 200,016                            | 1.36       | 12,808                                   | 1:1     | 25,616                              |
| 110,700  | 1                            | 0.02       | 110,700                            | 0.75       | 14,142                                   | 1:1     | 14,142                              |
| 184,491  | 2                            | 0.05       | 368,982                            | 2.52       | 23,349                                   | 1:1     | 46,698                              |
| 184,518  | 1                            | 0.02       | 184,518                            | 1.26       | 23,352                                   | 1:1     | 23,352                              |
| 196,479  | 1                            | 0.02       | 196,479                            | 1.34       | 24,844                                   | 1:1     | 24,844                              |
| 276,750  | 1                            | 0.02       | 276,750                            | 1.89       | 34,859                                   | 1:1     | 34,859                              |
| 461,160  | 3                            | 0.07       | 1,383,480                          | 9.43       | 57,866                                   | 1:1     | 173,598                             |
| 553,500  | 1                            | 0.02       | 553,500                            | 3.77       | 69,387                                   | 1:1     | 69,387                              |
| Total    | 4365                         | 100.00     | 14,664,213                         | 100.00     |                                          |         | 3,273,663                           |