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Initial Public Offer of equity shares on the main board of BSE Limited ("BSE") and National Stock Exchange of India Limited ("NSE") (and together with BSE, the Stock Exchanges) in compliance with Chapter II of the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, as amended ("SEBI ICDR Regulations").



(Please scan this QR code to view the Red Herring Prospectus)

# DAM CAPITAL ADVISORS LIMITED

Our Company was originally incorporated as "S. S. Kantilal Ishwarlal Sharebrokers and Investors Private Limited" as a private limited company under the provisions of the Companies Act, 1956, at Bombay, India, pursuant to a certificate of incorporation dated May 7, 1993, issued by the Registrar of Companies, Maharashtra at Mumbai ("RoC"). The name of our Company was changed to "S. S. Kantilal Ishwarlal Securities Private Limited" pursuant to a special resolution of our shareholders dated March 26, 1994, and a fresh certificate of incorporation dated April 22, 1994 was issued by the RoC. Subsequently, the name of our Company was changed to IDFC-SSKI Securities Private Limited, pursuant to a special resolution of our shareholders dated September 21, 2007, and a fresh certificate of incorporation dated October 24, 2007, was issued by the RoC. Thereafter, pursuant to a shareholders' resolution dated February 12, 2008, our Company was converted into a public limited company and the name of our Company was changed to "IDFC-SSKI Securities Limited", and a fresh certificate of incorporation dated March 10, 2008 was issued by the RoC. Pursuant to a special resolution dated February 16, 2010 passed by the shareholders, the name of our Company was changed to IDFC Securities Limited and a certificate of incorporation dated March 12, 2010 was issued by the RoC. The name of our Company changed to "DAM Capital Advisors Limited" pursuant to a special resolution of our shareholders dated June 25, 2020, and a fresh certificate of incorporation dated July 28, 2020, was issued by the RoC. For details in relation to the changes in the name and registered office of our Company, see "*History and Certain Corporate Matters- Brief history of our Company*" and "*History and Certain Corporate Matters - Changes in the registered office of our Company*" on page 195 of the red herring prospectus dated December 14, 2024 ("RHP" or "Red Herring Prospectus") filed with the RoC.

Corporate Identity Number: U99999MH1993PLC071865

Registered Office: PG-1, Ground Floor, Rotunda Building, Dalal Street, Fort, Mumbai - 400 001, Maharashtra, India

Corporate Office: One BKC, Tower C, 15<sup>th</sup> Floor, Unit No. 1511, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051 Maharashtra, India, **Contact Person:** Rajesh Tekadiwala, Company Secretary and Compliance Officer, **Tel:** +91 22 4202 2500 | **E-mail:** compliance@damcapital.in | **Website:** www.damcapital.in

## OUR PROMOTERS: DHARMESH ANIL MEHTA, SONALI DHARMESH MEHTA AND BOOMBUCKET ADVISORS PRIVATE LIMITED

INITIAL PUBLIC OFFERING OF UP TO 29,690,900 EQUITY SHARES OF FACE VALUE OF ₹2 EACH ("EQUITY SHARES") OF DAM CAPITAL ADVISORS LIMITED (OUR "COMPANY" OR THE "ISSUER") FOR CASH AT A PRICE OF ₹[●] PER EQUITY SHARE (THE "OFFER PRICE") BY THE INVESTOR SELLING SHAREHOLDERS AND BY THE PROMOTER SELLING SHAREHOLDER.

THE OFFER INCLUDES A RESERVATION OF UP TO 70,000 EQUITY SHARES OF FACE VALUE ₹2 EACH, AGGREGATING UP TO ₹[●] MILLION (CONSTITUTING UP TO [●]% OF THE POST-OFFER PAID-UP EQUITY SHARE CAPITAL, FOR SUBSCRIPTION BY ELIGIBLE EMPLOYEES ("EMPLOYEE RESERVATION PORTION"). THE OFFER LESS THE EMPLOYEE RESERVATION PORTION IS HEREINAFTER REFERRED TO AS THE "NET OFFER". THE OFFER AND THE NET OFFER SHALL CONSTITUTE [●]% AND [●]%, RESPECTIVELY, OF THE POST-OFFER PAID-UP EQUITY SHARE CAPITAL OF OUR COMPANY.

DETAILS OF THE OFFER FOR SALE			
Name of the Selling Shareholder	Type	Number of Equity Shares offered/ Amount (in ₹ million)	Weighted average cost of acquisition per Equity Share (in ₹) <sup>(1)(2)</sup>
Multiples Alternate Asset Management Private Limited	Investor Selling Shareholder	Up to 8,714,400 Equity Shares of face value of ₹2 each aggregating up to ₹[●] million	14.64
Narotam Satyanarayan Sekhsaria	Investor Selling Shareholder	Up to 7,042,400 Equity Shares of face value of ₹2 each aggregating up to ₹[●] million	14.64
RBL Bank Limited	Investor Selling Shareholder	Up to 5,771,000 Equity Shares of face value of ₹2 each aggregating up to ₹[●] million	14.64
Easyaccess Financial Services Limited	Investor Selling Shareholder	Up to 5,064,250 Equity Shares of face value of ₹2 each aggregating up to ₹[●] million	14.64
Dharmesh Anil Mehta	Promoter Selling Shareholder	Up to 3,098,850 Equity Shares of face value of ₹2 each aggregating up to ₹[●] million	5.39 <sup>(3)</sup>

As certified by Shaparia Mehta & Associates LLP, Chartered Accountants, by way of their certificate dated December 14, 2024.

(1) Average cost of acquisition has been calculated after considering split of face value of equity shares from ₹10 per equity share to ₹2 per equity share pursuant to a Board resolution dated July 23, 2024 and Shareholders' resolution dated August 13, 2024.

(2) Average cost of acquisition has been calculated after considering equity shares received through gift.

(3) Average cost of acquisition has been calculated after considering equity shares received through gift.

We provide financial solutions in the areas of (i) merchant banking comprising equity capital markets ("ECM"), mergers and acquisitions ("M&A"), private equity ("PE"), and structured finance advisory; and (ii) institutional equities comprising broking and research.

The Offer is being made through the Book Building Process in accordance with Regulation 6(1) of the SEBI ICDR Regulations  
Qualified Institutional Buyer ("QIB") Portion: Not more than 50% of the Net Offer | Non-Institutional Portion: Not less than 15% of the Net Offer  
Retail Portion: Not less than 35% of the Net Offer  
Employee Reservation Portion: Up to 70,000 Equity Shares of Face Value of ₹2 each aggregating up to ₹ [●] million

PRICE BAND: ₹269 TO ₹283 PER EQUITY SHARE OF FACE VALUE OF ₹2 EACH.

THE FLOOR PRICE AND THE CAP PRICE ARE 134.50 TIMES AND 141.50 TIMES THE FACE VALUE OF THE EQUITY SHARES RESPECTIVELY.

BIDS CAN BE MADE FOR A MINIMUM OF 53 EQUITY SHARES AND IN MULTIPLES OF 53 EQUITY SHARES THEREAFTER.

THE PRICE TO EARNINGS RATIO BASED ON DILUTED EPS FOR FINANCIAL YEAR 2024 FOR THE COMPANY AT THE HIGHER END OF THE PRICE BAND IS AS HIGH AS 28.36 AND AT THE LOWER END OF THE PRICE BAND IS 26.95 TIMES WHICH IS HIGHER THAN THE INDUSTRY AVERAGE OF 23.63 TIMES.

In accordance with the recommendation of the Independent Directors of our Company, pursuant to their resolution dated December 14, 2024, the above provided price band is justified based on quantitative factors/ KPIs disclosed in the 'Basis for Offer Price' section beginning on page 102 of the RHP *vis-a-vis* the weighted average cost of acquisition ("WACA") of primary and secondary transaction(s), as applicable, disclosed in 'Basis for Offer Price' section beginning on page 102 of the RHP and provided below in the advertisement.

In making an investment decision and purchase in the Offer, potential investors must only rely on the information included in the RHP and the terms of the Offer, including the merits and risks involved and not rely on any other external sources of information about the Offer available in any manner.

In relation to price band, potential Investors should only refer to this price band advertisement for the Offer and should not rely on any media articles/reports in relation to the valuation of the Company as these are not endorsed, published or confirmed either by the Company or by the BRLM.

## RISK TO INVESTORS

Risk factors for our review refer to section titled "Risk Factors" on page 28 of the RHP

1. **Losses incurred and negative cash flows in past periods** - We have incurred losses in Fiscals 2023 and 2022 amounting to ₹147.84 million and ₹116.59 million, representing 35.75% and 32.65%, respectively from our stock broking segment. Any further reduction in our brokerage fee could have a material adverse effect on our business, financial condition, cash flows and results of operations.

For Fiscal 2024, we have had net cash outflow of ₹5,950.17 million from operating activities, compared to net cash inflows of ₹196.71 million in the six months ended September 30, 2024 and ₹6,793.96 million and ₹374.36 million in Fiscals 2023 and 2022, respectively

2. **Market Risk** - Our merchant banking and institutional equities business is highly dependent on market and economic conditions. The details of our advisory fee income and brokerage is as follows:

Particulars	Six months ended September 30, 2024		Fiscal 2024		Fiscal 2023		Fiscal 2022	
	Amount (₹ million)	Percentage of total income (%)	Amount (₹ million)	Percentage of total income (%)	Amount (₹ million)	Percentage of total income (%)	Amount (₹ million)	Percentage of total income (%)
Advisory fee income	602.44	54.98%	1,243.63	68.33%	522.88	61.49%	611.14	64.67%
Brokerage	422.52	38.56%	494.72	27.18%	291.50	34.28%	302.40	32.00%

3. The proceeds through Offer for Sale of ₹ 8,402.52 mn i.e. 100% of the total issue size of ₹ 8,402.52 mn would not go to the Company (computed at upper end of the price band).

4. **Business Risk** - We operate in a highly regulated environment

which is subject to changes in laws and, regulations and government policies. Further, we are required to maintain various licences and permits for our business from time to time. Any failure or delay in obtaining or renewing licences or permits or non-



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compliance to the changing laws may adversely affect our business, financial condition and results of operations.

5. **Regulatory Risk** - Our Company and Subsidiary, DAM USA, are subject to periodic inspections by various statutory and regulatory authorities and our international operations increase the risks that we face in the USA and from regulators of USA. Non-compliance with the observations made during any such inspections could lead to penalties, adverse regulatory actions or issue of warning letters which may adversely impact our reputation, financial condition and results of operations. In the past, based on findings of inspections conducted by the Stock Exchanges, internal audit observations, our Company has paid penalties to the Stock Exchanges. Our Company had also received warning letters from SEBI.
6. **Liquidity Risk** - A significant decrease in our liquidity could negatively affect our business and reduce client confidence. Further, we require margin money to execute trades for the equity broking segment for derivatives and cash equity segments. If these requirements are not met then it may have an adverse effect on our results of operations. The margin money paid for September 30, 2024 and for Fiscals 2024, 2023 and 2022 is ₹998.38 million, ₹728.38 million, ₹548.38 million and ₹302.38 million, respectively.
7. **Revenue Concentration** - A significant portion of our revenue is from only two income streams, namely, advisory fee income and brokerage, which are highly dependent on general macro-economic conditions, and their continued success is necessary for our business prospects.
8. **Key Man Concentration** - The success of our business operations is dependent on our Promoter and Managing Director, Mr. Dharmesh Anil Mehta and on Directors, Key Managerial Personnel and Senior Management as well as our ability to attract, train and retain employees. The attrition rate for six months period ended September 30, 2024 and for Fiscals 2024, 2023 and 2022 is 4.17%, 18.02%, 12.00% and 23.91%, respectively.
9. **Client Retention** - We face various risks in relation to our merchant banking business, such as ability to attract and retain clients, investors and employees, execution of the transaction in timely manner, unfavourable market conditions and regulatory environment and we may not be able to sustain our growth or expand our client base in light of competitive pressure or failure to implement business strategies. Our total number of billed clients in merchant banking business were 30, 27, 36 and 18 in Fiscal 2022, Fiscal 2023, Fiscal 2024 and six months ended September 30, 2024, respectively. Our total number of billed clients in institutional equities business increased from 133 in Fiscal 2022 to 167 in Fiscal 2023 to 203 in Fiscal 2024 and to 170 in the six months ended September 30, 2024.
10. **Operational Risk** - There are operational risks associated with the merchant banking and institutional equities industry including potential errors in research disseminated or advice provided by us which, if realised, may have a material adverse effect on our business, financial condition, cash flows, results of operations and prospects.
11. **Market Risk** - The determination of the Price Band is based on various factors and assumptions and the Offer Price of the Equity Shares may not be indicative of the market price of the Equity Shares after the Offer. Further, the current market price of some securities listed pursuant to certain previous issues managed by the BRLM is below their respective issue prices. Also, listing and quotation do not guarantee that a market for the Equity Shares will develop, or if developed, the liquidity of such market for the Equity Shares.

Accordingly, any valuation exercise undertaken for the purposes of the Offer by our Company would not be based on a benchmark with our industry peers.

The Offer Price of our Equity Shares, our Price to Earning ratio at Offer Price may not be indicative of the market price of the Equity Shares after the Offer.

Particulars	Ratio vis-à-vis Floor Price (₹ 269)	Ratio vis-à-vis Cap Price (₹ 283)
Price to Earning (Diluted)	26.95	28.36

12. The Weighted Average Cost of acquisition of all Equity Shares transacted in last three years, 18 months and one year preceding the date of the RHP:

Period	Weighted average cost of acquisition <sup>(1)</sup> (in ₹)	Cap Price is 'x' times the weighted average cost of acquisition <sup>(2)</sup>	Range of acquisition price: lowest price – highest price <sup>(1)</sup> (in ₹)
Last one year	Nil	NA	0-0
Last 18 months	Nil	NA	0-0
Last three years	Nil	NA	0-0

As certified by Shaparia Mehta & Associates LLP, Chartered Accountants, by way of their certificate dated December 14, 2024.

<sup>(1)</sup> Average cost of acquisition has been calculated after considering equity shares received through gift and split of face value of equity shares from ₹10 per equity share to ₹2 per equity share pursuant to a Board resolution dated July 23, 2024 and Shareholders' resolution dated August 13, 2024.

<sup>(2)</sup> As weighted average cost of acquisition is Nil, this is Not Applicable.

13. Weighted average cost of acquisition compared to Floor Price and Cap Price:

Past transactions	Weighted average cost of acquisition per Equity Share (₹) <sup>#</sup>	Floor Price (₹) <sup>*</sup>	Cap Price (₹) <sup>*</sup>
WACA of Equity Shares based on primary issuances undertaken during the three immediately preceding years	Nil	NA	NA
WACA of Equity Shares based on secondary transactions undertaken during the three immediately preceding years	Nil	NA	NA

<sup>#</sup> As certified by Shaparia Mehta & Associates LLP, Chartered Accountants by way of their certificate dated December 14, 2024.

<sup>\*</sup>As weighted average cost of acquisition is Nil, this is Not Applicable.

14. The BRLM associated with the Offer have handled 27 public issues in the past three Financial Years, out of which 8 issues closed below the Offer price on the listing date.

Name of BRLM	Total Public Issues	Issued Closed below the Offer Price on Listing Date
Nuvama Wealth Management Limited	27	8



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BID/OFFER PERIOD

ANCHOR INVESTOR BIDDING DATE : WEDNESDAY, DECEMBER 18, 2024

BID/OFFER OPENS ON : THURSDAY, DECEMBER 19, 2024

BID/OFFER CLOSES ON : MONDAY, DECEMBER 23, 2024<sup>(1)</sup>

(1) Unified Payments Interface ("UPI") mandate end time and date shall be at 5:00 pm on the Bid/Offer Closing Date.

BASIS FOR OFFER PRICE

The Price Band and Offer Price will be determined by our Company, in consultation with the BRLM, and in accordance with applicable law, on the basis of assessment of market demand for the Equity Shares offered through the Book Building Process and quantitative and qualitative factors as described below. The face value of the Equity Shares is ₹2 each and the Offer Price is 134.50 times the face value at the lower end of the Price Band and 141.50 times the face value at the higher end of the Price Band. Investors should also refer to the sections **"Risk Factors", "Our Business", "Restated Consolidated Financial Statements", and "Management's Discussion and Analysis of Financial Condition and Results of Operations"** on pages 28, 173, 220 and 276, respectively of the RHP, to have an informed view before making an investment decision.

I. Qualitative Factors

Some of the qualitative factors and our strengths which form the basis for the Offer Price are:

- We are the fastest-growing merchant bank in India.
- Proven execution with in-depth understanding of sectors and products.
- Institutional equities platform with comprehensive research and execution capabilities.
- Extensive coverage of corporates, financial sponsors and institutional investors, with repeat business.
- Experienced management and professionals, backed by a majority independent board.
- Strong track record of revenue growth and profitability.

For further details, see **"Our Business - Strengths"** on page 174 of the RHP

II. Quantitative Factors

Some of the information presented below relating to our Company is based on the Restated Consolidated Financial Statements. For details, see **"Restated Consolidated Financial Statements"** on page 220 of the RHP

Pursuant to the Board resolution dated July 23, 2024, and the Shareholders' resolution dated August 13, 2024, the authorised share capital of our Company was sub-divided from 52,000,000 equity shares of face value of ₹10 each into 260,000,000 equity shares of ₹2 each. Accordingly, the issued, subscribed and paid-up equity share capital of our Company consisting of 14,137,200 equity shares of ₹10 each were sub-divided into 70,686,000 equity shares of ₹2 each. Sub-division of shares has been retrospectively considered for the computation of Earnings Per Share ("EPS") in accordance with Ind AS 33 for all Fiscals' periods presented.

Some of the quantitative factors which may form the basis for calculating the Offer Price are as follows:

1. Basic and diluted earnings per Equity Share ("EPS"), as adjusted for change in capital:

Financial Year ended	Basic EPS (₹)	Diluted EPS (₹)	Weight
March 31, 2024	9.98	9.98	3
March 31, 2023	1.23	1.23	2
March 31, 2022	3.10	3.10	1
Weighted Average	5.92	5.92	
Six months ended September 30, 2024	6.19*	6.19*	

\*Not annualised

Source:

(i) Financial information for the Company is derived from the Restated Consolidated Financial Statements for the six months ended September 30, 2024 and the financial years ended March 31, 2024, March 31, 2023 and March 31, 2022.

Notes:

- (i) Basic and diluted earnings per share (₹) = Restated consolidated net profit after tax for the years/ period attributable to equity shareholders / number of equity shares outstanding during the years/ period as adjusted for stock split.
- (ii) Basic and diluted earnings per equity share (₹): Basic and diluted earnings per share are computed in accordance with Indian Accounting Standard 33 – 'Earnings per Share' notified under the Companies (Indian Accounting Standards) Rules of 2015.
- (iii) Weighted average = Aggregate of year-wise weighted EPS divided by the aggregate of weights i.e. [(EPS x Weight) for each year] / [Total of weights].
- (iv) Pursuant to resolutions passed by our Board dated July 23, 2024, and the Shareholders' dated August 13, 2024, the face value of the Equity Shares of our Company was sub-divided from ₹10 each to ₹2 each, the disclosure of basic and diluted earnings per share for all the period/ years presented has been arrived at after giving effect to the sub-division.

2. Price/Earning ("P/E") ratio in relation to the Price Band of ₹ 269 to ₹ 283 per Equity Share:

Particulars	P/E at the Floor Price (no. of times)	P/E at the Cap Price (no. of times)
Based on basic EPS for Fiscal 2024 <sup>(i)</sup>	26.95	28.36
Based on diluted EPS for Fiscal 2024 <sup>(ii)</sup>	26.95	28.36

Notes:

- (i) Basic EPS = Net profit after tax (loss after tax) as restated for Fiscal 2024 / Weighted average number of equity shares outstanding during the Fiscal 2024.
- (ii) Diluted EPS = Net profit after tax (loss after tax) as restated for Fiscal 2024 / Weighted average number of potential equity shares outstanding during the Fiscal 2024.

3. Industry Peer Group P/E ratio

Based on the peer group information (excluding our Company), details of the highest, lowest and industry average P/E ratio are set forth below:

Particulars	P/E ratio
Highest	32.66
Lowest	17.06
Average	23.63

Source:

- (i) Financial information for the Company is derived from the Restated Consolidated Financial Statements for the financial year ended March 31, 2024.
- (ii) All the financial information for listed industry peers mentioned above is on consolidated basis (unless otherwise available only on standalone basis) and is sourced from the annual reports/ financial results as available of the respective company for the financial year ended March 31, 2024 submitted to stock exchanges or on company's website as available.

Note:

- (iii) P/E Ratio (Based on Diluted EPS) = Closing market price of equity shares on NSE on December 6, 2024 / Diluted EPS for the year provided later in this section.
- (iv) The industry high and low has been considered from the industry peer set provided later in this section.
- (v) For Industry P/E, P/E figures for the peers are computed based on the Last Traded Price (LTP) as on December 6, 2024 at NSE, / Diluted EPS (on consolidated basis unless otherwise available only on standalone basis) based on financial results of the respective company for the financial year ended March 31, 2024 submitted to stock exchanges

4. Return on Net Worth ("RoNW")

Financial Year ended	RoNW (%)	Weight
March 31, 2024	44.98%	3
March 31, 2023	9.89%	2
March 31, 2022	26.99%	1
Weighted Average	30.29%	
Six months ended September 30, 2024	22.22%*	

\*Not annualised

Source:

(i) Financial information for the Company is derived from the Restated Consolidated Financial Statements for the six months ended September 30, 2024, and financial years ended March 31, 2024, March 31, 2023, and March 31, 2022.

Notes:

- (i) Return on Net Worth (%) = Net profit after tax attributable to shareholders of the Company, as per Restated Consolidated Financial Statements for the closing years/period divided by net worth for the years/period as per Restated Consolidated Financial Statements
- (ii) 'Net worth': Net worth means the aggregate value of the paid-up share capital and all reserves created out of the profits and securities premium account and debit or credit balance of profit and loss account, after deducting the aggregate value of the accumulated losses, deferred expenditure and miscellaneous expenditure not written off, as per the audited balance sheet, but does not include reserves created out of revaluation of assets, write-back of depreciation and amalgamation.
- (iii) Weighted Average = Aggregate of year-wise weighted RoNW divided by the aggregate of weights i.e. (RoNW x Weight) for each year/Total of weights

5. Net Asset Value per Equity Share ("NAV"), as adjusted for change in capital

Financial Year ended	Consolidated (₹)
As on September 30, 2024	27.87
As on March 31, 2024	22.18
After the Offer	
-At the Floor Price	27.87
-At the Cap Price	27.87
At Offer Price	27.87

Source:

(i) Financial information for the Company is derived from the Restated Consolidated Financial Statements for the six months ended September 30, 2024.

Notes:

- (i) Net Asset Value per Equity Share is computed as the closing net worth divided by the number of equity shares outstanding as at the end of year/period.
  - (ii) Pursuant to resolutions passed by our Board dated July 23, 2024, and the Shareholders' dated August 13, 2024, the face value of the Equity Shares of our Company was sub-divided from ₹10 each to ₹2 each, the disclosure of basic and diluted earnings per share for all the period/ years presented has been arrived at after giving effect to the sub-division.
  - (iii) Offer Price per Equity Share will be determined on conclusion of the Book Building Process.
  - (iv) Net Asset Value per Equity Share for Fiscal 2024= Net worth as per the Restated Consolidated Financial Statements for financial year ended March 31, 2024/ Number of equity shares outstanding as at the end of financial year adjusted for stock split.
  - (v) 'Net worth': Net worth means the aggregate value of the paid-up share capital and all reserves created out of the profits and securities premium account and debit or credit balance of profit and loss account, after deducting the aggregate value of the accumulated losses, deferred expenditure and miscellaneous expenditure not written off, as per the audited balance sheet, but does not include reserves created out of revaluation of assets, write-back of depreciation and amalgamation.
6. Comparison of Accounting Ratios with listed industry peers
- Set forth below is a comparison of our accounting ratios with our listed peer company as identified in accordance with the SEBI ICDR Regulations:

IV. Comparison of Key Performance Indicators with listed industry peers

Set forth below is a comparison of our KPIs with our peer company listed in India:

Particulars <sup>(i)</sup>	DAM Capital Advisors Limited				ICICI Securities Limited				IIFL Capital Services Limited				Motilal Oswal Financial Services Limited				JM Financial Limited			
	Six months ended September 30, 2024	Fiscal 2024	Fiscal 2023	Fiscal 2022	Six months ended September 30, 2024	Fiscal 2024	Fiscal 2023	Fiscal 2022	Six months ended September 30, 2024	Fiscal 2024	Fiscal 2023	Fiscal 2022	Six months ended September 30, 2024	Fiscal 2024	Fiscal 2023	Fiscal 2022	Six months ended September 30, 2024	Fiscal 2024	Fiscal 2023	Fiscal 2022
Financial performance indicators																				
Total Income <sup>(2)</sup>	1,095.82	1,820.00	850.41	945.08	33,512.00	50,511.00	34,254.80	34,384.80	13,475.10	22,312.87	13,703.85	13,164.11	51,636.80	71,305.20	41,971.20	43,164.10	23,050.80	48,321.60	33,430.70	37,632.80
Merchant Banking Revenue as a % of Total Income <sup>(3)</sup>	54.06%	67.24%	60.01%	64.01%	NA	4.82%	3.27%	7.23%	NA	10.06%	9.39%	11.43%	NA	NA	NA	NA	NA	NA	NA	NA
Broking Revenue as a % of Total Income <sup>(3)</sup>	39.47%	28.27%	35.75%	32.65%	NA	59.77%	63.92%	70.15%	NA	62.84%	64.73%	60.54%	NA	NA	NA	NA	NA	NA	NA	NA
Revenue per Employee <sup>(4)</sup>	9.13	16.40	8.50	10.27	NA	9.33	7.62	8.40	NA	15.02	8.68	5.84	NA	6.32	5.75	6.21	NA	12.08	13.90	11.55
Employee cost as % of Total Income <sup>(5)</sup>	35.17%	35.90%	62.92%	51.04%	16.99%	17.31%	20.37%	19.32%	20.70%	20.48%	26.13%	24.62%	16.47%	18.65%	24.03%	20.35%	22.69%	16.46%	18.62%	14.56%
Profit After Tax	437.80	705.23	86.74	218.98	10,559.50	16,966.90	11,176.30	13,826.00	3,876.22	5,133.46	2,498.10	3,058.31	20,053.70	24,456.20	9,328.20	13,107.30	3,295.70	275.20	7,087.60	9,923.70
PAT Margin <sup>(6)</sup>	39.95%	38.75%	10.20%	23.17%	31.51%	33.59%	32.63%	40.21%	28.77%	23.01%	18.23%	23.23%	38.84%	34.30%	22.23%	30.37%	14.30%	0.57%	21.20%	26.37%
Return on Equity <sup>(7)</sup>	23.98%	54.72%	9.47%	28.53%	25.18%	50.09%	42.31%	65.02%	21.67%	32.72%	19.74%	28.46%	20.18%	32.50%	15.57%	25.71%	2.95%	0.25%	6.47%	9.78%
Operating performance indicators																				
Total Number of Employees	120	111	100	92	NA	5,413	4,494	4,094	NA	1,486	1,579	2,254	NA	11,290	7,303	6,951	NA	4,000	2,405	3,259
Capital Market Issuances	6	21	13	12	20	56	19	47	16	37	18	25	14	14	8	11	24	47	19	34
Number of Stocks Covered by Research	162	168	153	128	NA	NA	NA	NA	281+	273+	262+	263+	280+	250+	250+	250+	NA	295	256	226
Number of Sectors Covered by Research	20	19	20	19	NA	30+	30+	30+	20+	20+	21+	21+	24	20+	20+	20+	NA	NA	NA	NA

NA – Not available

Notes:

- (i) Data is taken on a consolidated basis
- (ii) For our Company, for calculating Broking Revenue % and Merchant Banking Revenue %: (a) Merchant Banking Revenue includes Merchant Banking segment; (b) Broking Revenue includes stock broking segment as per the segment reporting in restated financials.
- (iii) For ICICI Securities Limited, for calculating Broking revenue % and Merchant Banking revenue %: (a) Broking business includes retail and equities, distribution revenue and institutional equities; (b) IB includes issuer and advisory services. (c) Others include Private wealth management.
- (iv) For IIFL Capital Services Limited, for calculating Broking revenue % and Merchant Banking revenue %: (a) Broking business includes retail broking, financial product distribution and institutional broking; (b) IB includes merchant banking.
- (v) For Motilal Oswal Financial Services Limited, Segment reporting defines 'Capital Market' activities includes broking services to clients, research and advisory services,

Name of Company	Total income <sup>(1)</sup> (in ₹ million)	Face value (₹ per share)	Closing price on December 6, 2024 <sup>(1)</sup> (in ₹)	EPS (₹)		NAV (per share) <sup>(5)</sup> (₹)	P/E (Based on Basic EPS) <sup>(6)</sup>	P/E (Based on Diluted EPS) <sup>(7)</sup>	RoNW <sup>(8)</sup> (%)	Market Cap (INR Mn) <sup>(9)</sup>
				Basic <sup>(3)</sup>	Diluted <sup>(4)</sup>					
Our Company	1,820.00	2.00	N.A.	9.98	9.98	22.18	N.A.	N.A.	44.98%	N.A.
ICICI Securities Limited	50,511.00	5.00	890.65	52.51	52.22	121.31	16.96	17.06	43.25%	289,510.5
IIFL Capital Services Limited	22,312.87	2.00	344.00	16.73	16.40	58.09	20.56	20.98	28.71%	106,523.6
JM Financial Limited	48,321.60	1.00	140.09	4.29	4.29	115.70	32.66	32.66	0.25%	133,893.2
Motilal Oswal Financial Services Limited <sup>(10)</sup>	71,305.20	1.00	970.30	41.16	40.73	147.12	23.57	23.82	27.89%	580,741.8

Source:

- (i) Financial information for the Company is derived from the Restated Consolidated Financial Statements for the year ended March 31, 2024.
- (ii) All the financial information for listed industry peers mentioned above is on consolidated basis (unless otherwise available only on standalone basis) and is sourced from the annual reports/ financial results as available of the respective company for the year ended March 31, 2024 submitted to stock exchanges or on company's website as available.

Notes:

1. Total Income = Total revenue from operations + other income
2. Closing price on December 6, 2024, 2024 has been taken as the Last Traded Price (LTP) as on December 6, 2024 at NSE
3. Basic EPS refers to the basic EPS sourced from the annual report/ financial results of the respective company for the year ended March 31, 2024.
4. Diluted EPS refers to the diluted EPS sourced from the annual report/ financial results of the respective company for the year ended March 31, 2024.
5. Net Asset Value per Equity Share for the year ended March 31, 2024 = Net worth as per the Restated Consolidated Financial Statements for the year ended March 31, 2024 / Number of equity shares outstanding as at the end of year ended March 31, 2024.
6. P/E Ratio (Based on Basic EPS) has been computed based on the closing market price of equity shares on NSE on December 6, 2024 divided by the Basic EPS.
7. P/E Ratio (Based on Diluted EPS) has been computed based on the closing market price of equity shares on NSE on December 6, 2024 divided by the Diluted EPS provided under Note 3.
8. Return on Net Worth (%) = Net Profit after tax attributable to shareholders of the Company, as per Restated Consolidated Financial Statements for the year ended March 31, 2024/ net worth for the year ended March 31, 2024 as per Restated Consolidated Financial Statements.
9. 'Net worth': Net worth means the aggregate value of the paid-up share capital and all reserves created out of the profits and securities premium account and debit or credit balance of profit and loss account, after deducting the aggregate value of the accumulated losses, deferred expenditure and miscellaneous expenditure not written off, as per the audited balance sheet, but does not include reserves created out of revaluation of assets, write-back of depreciation and amalgamation.
10. Market Capitalization has been taken as the Market Capitalization as on December 6, 2024 at NSE
11. For Motilal Oswal, basic and diluted EPS reflects increase in paid-up share capital from ₹149,260,903 to ₹597,043,612 after the bonus issue (3 bonus shares for every share issued) approved by the Board of Directors and Shareholders of the Company in their resolutions dated April 26, 2024 and May 30, 2024, respectively.

III. Key Performance Indicators ("KPIs")

The table below sets forth the details of the KPIs that our Company considers have a bearing for arriving at the basis for Offer Price. These KPIs have been used historically by our Company to understand and analyse the business performance, which in result, help us in analysing the growth of various verticals segments in comparison to our peers. The Bidders can refer to the below-mentioned KPIs, being a combination of financial and operational key financial and operational metrics, to make an assessment of our Company's performance in various business verticals and make an informed decision.

The KPIs disclosed below have been approved by a resolution of our Audit Committee dated December 14, 2024 and the Audit Committee has confirmed that the KPIs pertaining to our Company that have been disclosed to investors at any point of time during the three years period prior to the date of the Red Herring Prospectus. All the have been disclosed in this section have been subject to verification and certification by Shaparia Mehta & Associates LLP, Chartered Accountants, pursuant to its certificate dated December 14, 2024, which has been included as part of the **"Material Contracts and Documents for Inspections"** on page 387 of the RHP and shall be accessible on the website of our Company at <https://www.damcapital.in/static/investor-relation.aspx>.

For details of other business and operating metrics disclosed elsewhere in this Red Herring Prospectus, see **"Our Business"** and **"Management's Discussion and Analysis of Financial Condition and Results of Operations"** beginning on pages 173 and 276, respectively of the RHP.

Details of our KPIs for the six months ended September 30, 2024 and Fiscals 2024, 2023 and 2022 are set out below:

(in ₹ million, unless otherwise indicated)

Particulars <sup>(1)</sup>	Six months ended September 30, 2024	Fiscal 2024	Fiscal 2023	Fiscal 2022
Financial performance indicators				
Total Income <sup>(2)</sup>	1,095.82	1,820.00	850.41	945.08
Merchant Banking Revenue as a % of Total Income <sup>(3)</sup>	54.06%	67.24%	60.01%	64.01%
Broking Revenue as a % of Total Income <sup>(3)</sup>	39.47%	28.27%	35.75%	32.65%
Revenue per Employee <sup>(4)</sup>	9.13	16.40	8.50	10.27
Employee cost as % of Total Income <sup>(5)</sup>	35.17%	35.90%	62.92%	51.04%
Profit After Tax	437.80	705.23	86.74	218.98
PAT Margin <sup>(6)</sup>	39.95%	38.75%	10.20%	23.17%
Return on Equity <sup>(7)</sup>	23.98%*	54.72%	9.47%	28.53%
Operating performance indicators				
Total Number of Employees	120	111	100	92
Capital Market Issuances	6	21	13	12
Number of Stocks Covered by Research	162	168	153	128
Number of Sectors Covered by Research	20	19	20	19

Notes:

- (1) Data is taken on a consolidated basis
- (2) Total Income = Total revenue from operations + other income
- (3) For our Company, for calculating Broking Revenue % and Merchant Banking Revenue %:(a) Merchant Banking Revenue includes Merchant Banking segment; (b) Broking Revenue includes stock broking segment as per the segment reporting in restated financials
- (4) Revenue / employee is calculated as total income / number of employees
- (5) Employee cost as % of total income is calculated as employee benefit expense / total income
- (6) PAT Margin is calculated as PAT / total income
- (7) Return on Equity is calculated as PAT / average total equity.

\*Not annualised

Our Company confirms that it shall continue to disclose all the KPIs included hereinabove in this section on a periodic basis, at least once in a year (or for any lesser period as determined by the Board of our Company), for a duration of one year after the date of listing of the Equity Shares on the Stock Exchanges, or for such other period as may be required under the SEBI ICDR Regulations.

All such KPIs have been defined consistently and precisely in **"Definitions and Abbreviations – Conventional and General Terms or Abbreviations"** on page 10 of the RHP

**Explanation of the historic use of the Key Performance Indicators by our Company to analyse, track or monitor the operational and/or financial performance of our Company**

In evaluating our business, we consider and use certain KPIs, as presented above, as a supplemental measure to review and assess our performance. The presentation of these KPIs is not intended to be considered in isolation or as a substitute for the Restated Consolidated Financial Statements. These KPIs may not be defined under Ind AS and are not presented in accordance with Ind AS and hence, should not be considered in isolation or construed as an alternative to Ind AS measures of performance or as an indicator of our performance, liquidity, profitability or results of operations. These KPIs have limitations as analytical tools. Further, these KPIs may differ from the similar information used by other companies and hence their comparability may be limited. Therefore, these metrics should not be considered in isolation or construed as an alternative to Ind AS measures of performance or as an indicator of our operating performance, liquidity, profitability or results of operation. Although these KPIs are not a measure of performance calculated in accordance with applicable accounting standards, our Company's management believes that it provides an additional tool for investors to use in evaluating our ongoing operating results and trends.

Investors are encouraged to review the Ind AS financial measures and to not rely on any single financial or operational metric to evaluate our business. For further details please see **"Risk Factors - We have included certain Non-GAAP Measures, industry metrics and key performance indicators related to our operations and financial performance in this Red Herring Prospectus that are subject to inherent measurement challenges. These Non-GAAP Measures, industry metrics and key performance indicators may not be comparable with financial, or industry-related statistical information of similar nomenclature computed and presented by other companies. Such supplemental financial and operational information is therefore of limited utility as an analytical tool for investors and there can be no assurance that there will not be any issues or such tools will be**



