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JUNIPER  
HOTELS

JUNIPER HOTELS LIMITED



(Please scan the QR code to view the RHP)

Our Company was incorporated as "Seajuli Finance Private Limited" on September 18, 1985, as a private limited company under the Companies Act, 1956, at Kolkata, pursuant to a certificate of incorporation granted by the Registrar of Companies, West Bengal at Kolkata ("RoC WB"). Pursuant to an allotment of Equity Shares by our Company and in accordance with the provisions of Section 43A of the Companies Act, 1956, our Board passed a resolution on September 2, 1986, where our Board noted that the Company had become a deemed public company, and the name of our Company was changed to "Seajuli Finance Limited" with effect from September 2, 1986, pursuant to a certificate of incorporation endorsed by the RoC WB to that effect. Pursuant to resolutions passed by our Board and our Shareholders on August 4, 1985 and August 31, 1985 respectively, the name of our Company was changed to "Seajuli Property & Vinayak Limited" to reflect the business activities of our Company and a fresh certificate of incorporation was issued by the RoC WB on October 13, 1985. Since the incorporation of our Company till October 30, 1986, our Company was involved in the business of making investments. Pursuant to a special resolution passed by our Shareholders on October 30, 1986, the commencement of hotel business of our Company was approved. Consequently to the amendment in Section 43A of the Companies Act, 1956 by the Companies (Amendment) Act, 2000, the Company was re-converted from a deemed public company to a private limited company pursuant to a resolution passed by our Board on June 13, 2001 and the certificate of incorporation of our Company was endorsed by the RoC WB to that effect. Thereafter, pursuant to a special resolution passed by our Shareholders on October 16, 2003, the name of our Company was changed from "Seajuli Property & Vinayak Private Limited" to "Juniper Hotels Private Limited", to reflect the main activities, i.e., hotel business, undertaken by our Company and a fresh certificate of incorporation was issued by the RoC WB on December 23, 2003. Further, pursuant to a special resolution passed by the Shareholders dated October 16, 2003 which was confirmed by an order of the Company Law Board, Eastern Region Bench, Kolkata dated February 18, 2005, the registered office of the Company was shifted from the state of West Bengal to the state of Maharashtra with effect from February 5, 2005 and a certificate of registration of the order of the Company Law Board for change of state was issued by the Registrar of Companies, Maharashtra at Mumbai ("RoC") on April 27, 2005. On the conversion of our Company from a private limited company to a public limited company, pursuant to a resolution passed by our Board on August 4, 2023 and a special resolution passed by our Shareholders on August 7, 2023, our name was changed to "Juniper Hotels Limited" and a fresh certificate of incorporation dated August 28, 2023 was issued by the RoC. For details of the change in the name and the registered office address of our Company, see "History and Certain Corporate Matters" on page 238 of the red herring prospectus dated February 13, 2024 filed with the RoC ("RHP" or "Red Herring Prospectus").

Corporate Identity Number: U55101MH1085PLC152653

Registered and Corporate Office: Off Western Express Highway, Santacruz East, Mumbai 400 055, Maharashtra, India. Contact Person: Sandeep L. Joshi - Company Secretary and Compliance Officer. Tel: + 91 22 6676 1000. E-mail: compliance@juniperhotels.com. Website: www.juniperhotels.com

PROMOTERS OF OUR COMPANY: ARUN KUMAR SARAF, SARAF HOTELS LIMITED, TWO SEAS HOLDINGS LIMITED AND JUNIPER INVESTMENTS LIMITED

INITIAL PUBLIC OFFERING OF [•] EQUITY SHARES BEARING FACE VALUE OF ₹ 10 EACH ("EQUITY SHARES") OF JUNIPER HOTELS LIMITED ("COMPANY" OR THE "ISSUER") FOR CASH AT A PRICE OF ₹ [•] PER EQUITY SHARE (INCLUDING A SHARE PREMIUM OF ₹ [•] PER EQUITY SHARE) (THE "ISSUE PRICE") AGGREGATING UP TO ₹ 18,000.00 MILLION (THE "ISSUE"). THE ISSUE SHALL CONSTITUTE [•]% OF THE POST-ISSUE PAID UP EQUITY SHARE CAPITAL OF OUR COMPANY.

Juniper Hotels Limited is a luxury hotel development and ownership company operating in luxury, upper upscale and upscale category of hotels across various locations in India, namely Mumbai, Delhi, Ahmedabad, Lucknow, Raipur and Hampi.

The Issue is being made through the Book Building Process in accordance with Regulation 6(2) of the SEBI ICDR Regulations.  
• QIB Portion: Not less than 75% of the Issue • Non-Institutional Portion: Not more than 15% of the Issue • Retail Portion: Not more than 10% of the Issue

PRICE BAND: ₹342 TO ₹360 PER EQUITY SHARE OF FACE VALUE OF ₹10 EACH  
THE FLOOR PRICE IS 34.2 TIMES THE FACE VALUE OF THE EQUITY SHARES AND THE CAP PRICE IS 36.0 TIMES THE FACE VALUE OF THE EQUITY SHARES  
THE PRICE TO EARNINGS RATIO IS NOT CALCULABLE GIVEN THAT THE BASIC AND DILUTED EPS FOR FISCAL 2023 IS NEGATIVE  
BIDS CAN BE MADE FOR A MINIMUM OF 40 EQUITY SHARES AND IN MULTIPLES OF 40 EQUITY SHARES THEREAFTER

In accordance with the recommendation of Committee of Independent Directors of our Company, pursuant to their resolution dated February 14, 2024, the above provided price band is justified based on quantitative factors/ KPIs disclosed in the "Basis for Issue Price" section of the RHP vis-a-vis the weighted average cost of acquisition ("WACA") of primary and secondary transactions, as applicable, disclosed in the "Basis for Issue Price" section on pages 139-150 of the RHP and provided below in this advertisement.

In making an investment decision, potential investors must only rely on the information included in the Red Herring Prospectus and the terms of the Issue, including the risks involved and not rely on any other external sources of information about the Issue available in any manner.

RISKS TO INVESTORS:

1. Losses in past: Our Company and our Subsidiaries have incurred losses in the past:

Particulars	Six months ended		Fiscal	
	September 30, 2023	2023	2022	2021
	Profit/ (loss) before tax (₹ million)			
Our Company	(465.11)	(254.60)	(2,140.50)	(2,693.93)
MHPL	(0.28)	(0.59)	(0.50)	(0.12)
CHPL	(50.59)	(57.60)	(403.58)	(443.27)
CHHPL	17.53	62.29	8.52	(27.52)

2. Substantial Indebtedness: As of September 30, 2023, we had total borrowings (including current and non-current borrowings) of ₹22,527.47 million requiring significant cash flows to service and limiting our ability to operate freely. The table below sets forth details as of dates indicated:

Particulars	As of September 30, 2023*	As of September 30, 2022*	As of March 31, 2023	As of March 31, 2022	As of March 31, 2021
	(₹ million, unless otherwise specified)				
Total Borrowings (₹ million)	22,527.47	21,435.12	20,456.08	21,218.09	18,304.77
Net Borrowings (₹ million) (A)	22,396.91	21,049.55	20,357.66	21,069.13	18,082.40
Total Equity (₹ million) (B)	8,596.80	3,390.90	3,545.07	3,563.67	5,438.97
Net Borrowings to Total Equity ratio (C = A/B) (in times)	2.61	6.21	5.74	5.91	3.32

\* Not annualized

3. Past delays in repayment of loans by a recently acquired entity, which is now our wholly owned subsidiary, Chartered Hotels Private Limited ("CHPL"): CHPL has witnessed certain instances of delays in the repayment of interest and principal in the past due to the long-term impact of the COVID-19 pandemic on its business, which impacted its financial performance resulting in inadequate cash flows to service payments to be made to lenders. To rectify the mismatch of cash flows, CHPL submitted a restructuring proposal in Fiscal 2020 and entered into a master restructuring agreement in March 2023 with Union Bank of India I (erstwhile Corporation Bank), Union Bank of India II (erstwhile Andhra Bank) and Indian Overseas Bank. As of September 30, 2023, CHPL, and its wholly owned subsidiary had total borrowings (including current and non-current borrowings) of ₹1,692.04 million and ₹312.32 million, respectively.

4. Negative operating cash flows in the past: Out of the last three fiscals (Fiscal 2023, Fiscal 2022 and Fiscal 2021) and six months ended September 30, 2023, we have witnessed negative operating cash flows in Fiscal 2022 of ₹364.49 million, primarily due to changes in our working capital.

5. Financing agreements covenants: Our financing agreements contain certain restrictive covenants that limit our ability to undertake certain types of actions, which could adversely affect our business and financial condition. Our Company has faced instances in Fiscals 2023, 2022 and 2021, where we failed to comply with certain covenants of our financing agreements such as Debt to EBITDA not over 6.0x, DSCR – at least 1.35x and EBITDA falling below 33% (ascertained annually).

6. Revenue Concentration: We are dependent on three hotels/serviced apartments, namely Grand Hyatt Mumbai Hotel and Residences in Mumbai and Andaz Delhi and Hyatt Delhi Residences in New Delhi which cumulatively contributed 90.48%, 90.72%, 90.13%, 88.55% and 90.09% to our Company's revenue from operations for the six months ended September 30, 2023, September 30, 2022, Fiscal 2023, Fiscal 2022 and Fiscal 2021, respectively.

7. Fixed Expenses: A portion of our operating expenses such as employee related costs, insurance costs, lease rentals for land, power and fuel and finance costs are relatively fixed in nature, constituting 57.21%, 58.33%, 55.90%, 58.02% and 58.19% of our total expenses for the six months ended September 30, 2023, September 30, 2022, Fiscal 2023, Fiscal 2022 and Fiscal 2021, respectively. Even if the demand for our hotels/serviced apartments is adversely affected, we will be required to continue to incur such costs to maintain our properties.

8. Hyatt Brand: All our hotels and serviced apartments are currently operating under the Hyatt brands, on a non-exclusive basis. We are obligated to pay operator management and other fees and charges to Hyatt's affiliates for services, know-how rendered and trademark license granted by them which aggregated to 4.23%, 4.19%, 4.39%, 3.00% and 2.00% of our revenue from operations for the six months ended September 30, 2023, September 30, 2022, Fiscal 2023, Fiscal 2022 and Fiscal 2021, respectively.

9. Higher Equity Valuation: The equity valuation of our Company based on the Cap Price of ₹ 360 per share is ₹ 62,100.86 million which is higher than the equity valuation ascribed to our Company prior to the Issue at the time of acquiring CHPL from our Corporate Promoters in September 2023:

Particulars	Our Company (including MHPL) (in ₹ million, unless expressly stated otherwise)	CHPL (including CHHPL) (in ₹ million, unless expressly stated otherwise)
Enterprise Value (including land) (in ₹ million)	47,533	7,400
Equity Value (in ₹ million)	26,514	5,314
No of Equity Shares outstanding (prior to acquisition of CHPL by JHL)	143,700,000	257,601,924
Equity Value Per Share (in ₹)	184.51	20.63

10. Pricing Risk: The Issue Price, market capitalization to total income ratio, the market capitalization to tangible assets ratio and the enterprise value ("EV") to EBITDA ratio and P/E ratio may not be indicative of the market price of the Equity Shares on listing or thereafter.

Particulars	Market capitalization to total income ratio		Market capitalization to tangible assets ratio		EV to EBITDA ratio		P/E ratio	
	Cap Price	Floor Price	Cap Price	Floor Price	Cap Price	Floor Price	Cap Price	Floor Price
Our Company	11.17	10.73	3.38	3.25	25.58	24.62	NA***	NA***
Chalet Hotels Limited	13.13	NA	4.02	NA	36.11	NA	84.37	NA
Lemon Tree Hotels Limited	12.41	NA	3.75	NA	27.79	NA	95.52	NA
The Indian Hotels Company Limited	11.26	NA	11.05	NA	34.34	NA	66.78	NA
EIH Limited	8.81	NA	8.50	NA	27.17	NA	58.71	NA

\*\*\* P/E is not calculable as EPS is negative

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**11. Weighted Average Return on Net Worth for Fiscals 2023, 2022 & 2021 is (23.91)%.**

Financial Year/ period ended	RoNW (%)
March 31, 2023	(0.42)
March 31, 2022	(52.76)
March 31, 2021	(36.68)
Weighted Average	(23.91)
Six months ended September 30, 2023*	(3.08)
Six months ended September 30, 2022*	(5.16)

\*Not annualised

**12. Details of weighted average cost of acquisition of all Equity Shares transacted in last one year, eighteen months and three years immediately preceding the date of the RHP**

Period	Weighted average cost of acquisition (in ₹)	Cap Price is 'x' times the weighted average cost of acquisition	Range of acquisition (Lowest Price-Highest Price) (in ₹)
Last one year	184.51	1.95	184.51
Last eighteen months	184.51	1.95	184.51
Last three years	184.51	1.95	184.51

As certified by ASCBSR And Company LLP, Chartered Accountants (FRN No. 013811N), by way of their certificate dated February 14, 2024.

**BID/ISSUE PERIOD**

\*UPI mandate end time and date shall be at 5:00 pm on the Bid/Issue Closing Date.

An indicative timetable in respect of the Issue is set out below:

Submission of Bids (other than Bids from Anchor Investors)

Bid/ Issue Period (except the Bid/ Issue Closing Date)	
Submission and Revision in Bids	Only between 10:00 am and 5:00 pm (Indian Standard Time ("IST"))
Bid/ Issue Closing Date*	
Submission of Electronic Applications (Online ASBA through 3-in-1 accounts)	Only between 10:00 am and 5:00 pm IST
Submission of Electronic Applications (Bank ASBA through Online channels like Internet Banking, Mobile Banking and Syndicate UPI ASBA applications where Bid Amount is up to ₹ 0.50 million)	Only between 10:00 am and 4:00 pm IST
Submission of Electronic Applications (Syndicate Non-Retail, Non-Individual Applications)	Only between 10:00 am and 3:00 pm IST
Submission of Physical Applications (Bank ASBA)	Only between 10:00 am and 1:00 pm IST
Submission of Physical Applications (Syndicate Non-Retail, Non-Individual Applications where Bid Amount is more than ₹0.50 million)	Only between 10:00 am and 12:00 pm IST

**BID/ISSUE OPEN****BID/ ISSUE CLOSING ON FRIDAY, FEBRUARY 23, 2024\*****13. 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., ₹ 342)	Cap price (i.e., ₹ 360)
WACA for Primary Transactions	184.51	1.85 times	1.95 times
WACA for Secondary Transactions	N.A.	N.A.	N.A.

As certified by ASCBSR And Company LLP, Chartered Accountants (FRN No. 013811N), by way of their certificate dated February 14, 2024

**14. The three BRLMs associated with the Issue have handled 85 public issues in the past three financial years, out of which 22 Issues closed below the offer price on listing date.**

Name of the BRLMs	Total Public Issues	Issues closed below issue price on listing date
JM Financial Limited	24	3
CLSA India Private Limited	2	1
ICICI Securities Limited	34	10
Common issues handled by the BRLMs	25	8
Total	85	22

In case of a revision in the Price Band, the Bid/Issue Period will be extended for at least three additional Working Days after such revision of the Price Band subject to the Bid/Issue Period not exceeding 10 Working Days. In cases of force majeure, banking strike or similar circumstances, our Company may, in consultation with the BRLMs, for reasons to be recorded in writing, extend the Bid/Issue Period for a minimum of three Working Days, subject to the Bid/Issue Period not exceeding 10 Working Days. Any revision in the Price Band and the revised Bid/Issue Period, if applicable, will be widely disseminated by notification to the Stock Exchanges, by issuing a press release, and also by indicating the change on the respective websites of the Book Running Lead Managers ("BRLMs") and at the terminals of the other Members of the Syndicate and by an intimation to Designated Intermediaries and the Sponsor Banks, as applicable.

The Issue is being made in terms of Rule 19(2)(b) of the SCRR read with Regulation 31 of the SEBI CIR Regulations. The Issue is being made through the Book Building Process, in compliance with Regulation 6(2) of the SEBI CIR Regulations, where not less than 75% of the Issue shall be available for allocation on a proportionate basis to Qualified Institutional Buyers ("QIBs") (the "QIB Portion"), provided that our Company, in consultation with the BRLMs, may allocate up to 60% of the QIB Portion to Anchor Investors, on a discretionary basis (the "Anchor Investor Portion"), of which one-third shall be reserved for domestic Mutual Funds, subject to valid Bids being received from domestic Mutual Funds at or above the price at which Equity Shares are allocated to Anchor Investors. Further, 5% of the QIB Portion (excluding the Anchor Investor Portion) (the "Net QIB Portion") shall be available for allocation on a proportionate basis to Mutual Funds and the remainder of the Net QIB Portion shall be available for allocation on a proportionate basis to QIBs (other than Anchor Investors), including Mutual Funds, subject to valid Bids being received at or above the Issue Price. Further, not more than 15% of the Issue shall be available for allocation on a proportionate basis to Non-Institutional Investors ("Non-Institutional Portion"), of which (a) one-third of the Non-Institutional Portion shall be reserved for applicants with application size of more than ₹ 2.0 million and up to ₹ 1.0 million; and (b) two-thirds of the Non-Institutional Portion shall be reserved for applicants with application size of more than ₹ 1.0 million, provided that the unsubscribed portion in either of these sub-categories may be allocated to applicants in the other sub-category of Non-Institutional Portion, subject to valid Bids being received at or above the Issue Price, and not more than 10% of the Issue shall be available for allocation to Retail Individual Investors ("RIIs"), in accordance with the SEBI CIR Regulations, subject to valid Bids being received at or above the Issue Price. All Bidders (other than Anchor Investors) shall mandatorily participate in this Issue through the Application Supported by Blocked Amount ("ASBA") process and shall provide details of their respective bank account (including UPI ID (defined hereinafter) in case of UPI Bidders (defined hereinafter)) in which the Bid Amount will be blocked by the SCBSs or the Sponsor Banks, as the case may be, as Anchor Investors are not permitted to participate in the Anchor Investor Portion through the ASBA process. For details, specification is invited to "Issue Procedure" beginning on page 705 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 RIs and NIs filled 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 Issue, 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 Issue. 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!!!

\*Applications Supported by Blocked Amount ("ASBA") is a better way of applying to offers by simply blocking the fund in the bank account. For further details, check section on ASBA.

Mandatory in public issues. No cheque will be accepted.



UNITED PAYMENTS INTERFACE

UPI-NOW available in ASBA for Retail Individual Investors and Non Institutional Investor applying in public issues where the application amount is up to ₹ 0.50 million applying through Registered Brokers, Syndicate, CDPs &amp; RTAs. Retail Individual Investors and Non-Institutional Investors also have the option to submit the application directly to the ASBA Bank (SCBSs) or use the facility of linked online trading, demat and bank account. Investors are required to ensure that the bank account used for bidding is linked to their PAN. Bidders must ensure that their PAN is linked with Aadhaar and are in compliance with CDBT notification dated February 13, 2020 and press release dated June 25, 2021 dated with press release dated September 17, 2021, CDBT Circular No. 7 of 2022 dated March 30, 2022 and with the press release dated March 28, 2023.

ASBA may be used by all investors except Anchor Investors. UPI may be used by (i) Retail Individual Bidders in the Retail Portion; (ii) Non-Institutional Investors with an application size of up to ₹ 0.50 million in the Non-Institutional Portion. For details on the ASBA and UPI process, please refer to the details given in the Bid Cum Application Form and abridged prospectus and also please refer to the section "Issue Procedure" on page 705 of the RHP. The process is also available on the website of Association of Investment Bankers of India ("AIBI") and Stock Exchanges and in the General Information Document. The Bid Cum Application Form and the Abridged Prospectus can be downloaded from the websites of BSE Limited ("BSE") and National Stock Exchange of India Limited ("NSE") and together with BSE, the "Stock Exchanges") and can be obtained from the list of banks that is displayed on the website of SEBI at [www.sebi.gov.in/sebiweb/other/OtherAction.do?do=RecognisedFnyes&intlink=35](http://www.sebi.gov.in/sebiweb/other/OtherAction.do?do=RecognisedFnyes&intlink=35) and [www.sebi.gov.in/sebiweb/other/OtherAction.do?do=RecognisedFnyes&intlink=43](http://www.sebi.gov.in/sebiweb/other/OtherAction.do?do=RecognisedFnyes&intlink=43), respectively as updated from time to time.

For the list of UPI apps and banks live on IPO, please refer to the link: [www.sebi.gov.in](http://www.sebi.gov.in). UPI Bidders Bidding using the UPI Mechanism may apply through the SCBSs and mobile applications whose names appear on the website of SEBI, as updated from time to time. ICICI Bank Limited and Kotak Mahindra Bank Limited have been appointed as the Sponsor Banks for the Issue, in accordance with the requirements of SEBI circular dated November 1, 2018 as amended. For Issue related queries, please contact the Book Running Lead Managers ("BRLMs") on their respective email IDs as mentioned below. For UPI related queries, investors can contact NPCI at the toll free number: 18001201740 and mail id: [ipo.upi@npci.org.in](mailto:ipo.upi@npci.org.in).

BOOK RUNNING LEAD MANAGERS		REGISTRAR TO THE ISSUE		COMPANY SECRETARY AND COMPLIANCE OFFICER
 <b>JM FINANCIAL</b> JM Financial Limited 1 Floor, Chengalpet, Appalashah Marathe Marg, Prabhadevi, Mumbai 400 025 Maharashtra, India Telephone: +91 22 6630 3030 E-mail: <a href="mailto:juniperhotels.co@gmail.com">juniperhotels.co@gmail.com</a> Investor Grievance E-mail: <a href="mailto:grievance.jd@gmail.com">grievance.jd@gmail.com</a> Website: <a href="http://www.jmfi.com">www.jmfi.com</a> Contact person: Prachee Dhruv SEBI Registration No.: INM00010361	 <b>CLSA</b>   CITIC Securities Company CLSA India Private Limited 87 Dalhousie Square, Nariman Point, Mumbai 400 021 Maharashtra, India Telephone: +91 22 6650 5050 E-mail: <a href="mailto:juniper.pd@clsa.com">juniper.pd@clsa.com</a> Investor Grievance E-mail: <a href="mailto:investor.grievance@clsa.com">investor.grievance@clsa.com</a> Website: <a href="http://www.india.clsa.com">www.india.clsa.com</a> Contact Person: Prachi Chandgoli/Siddhant Thakur SEBI Registration No.: INM00010619	 <b>ICICI Securities</b> ICICI Securities Limited ICICI Venture House, Appalashah Marathe Marg, Prabhadevi, Mumbai 400 025 Maharashtra, India Telephone: +91 22 6807 7100 E-mail: <a href="mailto:juniperhotels.pd@icicisecurities.com">juniperhotels.pd@icicisecurities.com</a> Investor Grievance E-mail: <a href="mailto:customer.care@icicisecurities.com">customer.care@icicisecurities.com</a> Website: <a href="http://www.icicisecurities.com">www.icicisecurities.com</a> Contact Person: Namrata Ravasi/ Gaurav Mittal SEBI Registration No.: INM00011179	 <b>KFINTECH</b> KFin Technologies Limited (formerly known as KFin Technologies Private Limited) Salemur, Tower-B, Plot No. 31 & 32, Gachibowli, Financial District, Naranavaramda, Serilingampally Hyderabad 500 032 Telangana, India Telephone: +91 40 6716 2222 / 1600 309 4001 E-mail: <a href="mailto:ipo.jd@kfintech.com">ipo.jd@kfintech.com</a> Investor Grievance E-mail: <a href="mailto:investor.grievance@kfintech.com">investor.grievance@kfintech.com</a> Contact Person: M. Murali Krishna SEBI Registration No.: INR000000221	 <b>Sandeep L. Joshi</b> Juniper Hotels Limited Off Western Express Highway, Sarilnagar East, Mumbai 400 055 Maharashtra, India Tel: +91 22 6676 1000; E-mail: <a href="mailto:compliance@kfintech.com">compliance@kfintech.com</a> Website: <a href="http://www.juniperhotels.com">www.juniperhotels.com</a> Investors may contact our Company Secretary and Compliance Officer or the Registrar to the Issue in case of any pre-issue or post-issue related problems, such as non-receipt of letters of Allotment, non-credit of Allotment Equity Shares in the respective beneficiary account, non-receipt of refund orders or non-credit of funds by electronic mode. For all issue related queries and for redressal of complaints, investors may also write to the

**AVAILABILITY OF THE RHP:** Investors are advised to refer to the RHP and the "Risk Factors" beginning on page 35 of the RHP before applying in the Issue. A copy of the RHP will be made available on the website of SEBI at [www.sebi.gov.in](http://www.sebi.gov.in) and is available on the websites of the BRLMs, JM Financial Limited at [www.jmfi.com](http://www.jmfi.com); CLSA India Private Limited at [www.india.clsa.com](http://www.india.clsa.com) and ICICI Securities Limited at [www.icicisecurities.com](http://www.icicisecurities.com), the website of the Company, Juniper Hotels Limited at [www.juniperhotels.com](http://www.juniperhotels.com) and the websites of the Stock Exchanges, for BSE at [www.bseindia.com](http://www.bseindia.com) and for NSE Limited at [www.nseindia.com](http://www.nseindia.com).

**AVAILABILITY OF BID CUM APPLICATION FORM:** Bid cum Application Form can be obtained from the Registered Office of our Company, JUNIPER HOTELS LIMITED, Tel: +91 22 6676 1000, BRLMs, JM Financial Limited, Tel: +91 22 6630 3030, CLSA India Private Limited, Tel: +91 22 6650 5050 and ICICI Securities Limited, Tel: +91 22 6807 7100 and Syndicate Member, JM Financial Services Limited, Tel: +91 22 6136 3400 and at selected locations of Sub-Syndicate Members (as given below), Registered Brokers, SCBSs, Designated RTA Locations and Designated CDP Locations for participating in the Issue. Bid cum Application Forms will also be available on the websites of the Stock Exchanges at [www.bseindia.com](http://www.bseindia.com) and [www.nseindia.com](http://www.nseindia.com) and at all the Designated Branches of SCBSs, the list of which is available on the websites of the Stock Exchanges and SEBI.

**SUB-SYNDICATE MEMBERS:** Almond Global Securities Ltd.; Anand Rathi Share & Stock Brokers Ltd.; Axis Capital Ltd.; Bajaj Financial Securities Ltd.; Centum Broking Ltd.; Centum Wealth Management Ltd.; Choice Equity Broking Private Limited; DB(International) Stock Brokers Ltd.; Eureka Stock & Share Broking Services Ltd.; Global Capital Markets Ltd.; HDPC Securities Ltd.; IDBI Capital Markets and Securities Ltd.; IFL Securities Ltd.; IFL Wealth Management

**JUNIPER HOTELS LIMITED** is proposing, subject to receipt of requisite approvals, market conditions and other considerations, to make an initial public offering of its Equity Shares and has filed a red herring prospectus dated February 13, 2024 with the RoC. The RHP is made available on the website of the SEBI at [www.sebi.gov.in](http://www.sebi.gov.in) as well as on the website of the BRLMs at [www.jmfi.com](http://www.jmfi.com); CLSA India Private Limited at [www.india.clsa.com](http://www.india.clsa.com) and ICICI Securities Limited at [www.icicisecurities.com](http://www.icicisecurities.com), the website of the Company, Juniper Hotels Limited at [www.juniperhotels.com](http://www.juniperhotels.com) and the websites of the Stock Exchanges, for BSE at [www.bseindia.com](http://www.bseindia.com) and for NSE Limited at [www.nseindia.com](http://www.nseindia.com). Any potential investor should note that investment in equity shares involves a high degree of risk for details relating to such risks, please see the section titled "Risk Factors" beginning on page 35 of the RHP. Potential investors should not rely on the DRHP for making any investment decision but can only rely on the information included in the Red Herring Prospectus.

The Equity Shares have not been and will not be registered under the U.S. Securities Act of 1933, as amended ("U.S. Securities Act") or any state securities laws in the United States, and unless so registered, may not be offered or sold within the United States, except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the U.S. Securities Act and applicable U.S. state securities laws. Accordingly, the Equity Shares are being offered and sold outside the United States in "offshore transactions" as defined in and in reliance on Regulation S and the applicable laws of each jurisdiction where such offers and sales occur. There will be no public offering of Equity Shares in the United States.

Ltd.; JM Financial Services Limited; Jobanputra Fiscal Services Pvt. Ltd.; Kantilal Chhagani Securities Pvt. Ltd.; Keynote Capital Limited; KJM Capital Markets Ltd.; Kotak Securities Limited; LKP Securities Ltd.; Inventure Growth & Capital Ltd.; Mollat Oswal Financial Services Ltd.; Nuvama Wealth and Investment Limited (Formerly known as Edelweiss Broking Limited); Prabhudas Lbadkar Pvt. Ltd.; Pravin Rattal Share and Stock Brokers Ltd.; Religare Broking Ltd.; RR Equity Brokers Pvt. Ltd.; SBCIS Securities Ltd.; Shanekhan Ltd.; SMC Global Securities Ltd.; Systematic Shares and Stocks (India) Limited; Trade Bulls Securities (P) Ltd. and YES Securities Ltd.

**ESCROW COLLECTION BANK AND REFUND BANK:** ICICI Bank Limited. **PUBLIC ISSUE ACCOUNT BANK:** Kotak Mahindra Bank Limited.

**SPONSOR BANKS:** ICICI Bank Limited and Kotak Mahindra Bank Limited.

UPI Bidders can also Bid through UPI Mechanism.

All capitalised terms used herein and not specifically defined shall have the same meaning as ascribed to them in the RHP.

For JUNIPER HOTELS LIMITED

On behalf of the Board of Directors

Sd/-

Sandeep L. Joshi

Company Secretary & Compliance Officer