

हेनिक्स मुंबई सामचार

R.N.I. No. 1568/1957 *

मुंबईची प्रसिद्ध वृत्त - स्थापना: १ जुलै १९२२ - पुरतक: २०३ - Volume 67 Issue 61 - विक्रम संपत २०२०

■ झाला सुट - २ ■ मुंबई ■ MUMBAI SAMACHAR ■ www.bombaysamachar.com ■ 12 March 2024, Tuesday ■ REGD.No. MCS/05/2024-26

■ मंगलवार, १२ मार्च २०२४, किंमत ₹ १०.००

तरोताजा पूरित

LIKE & FOLLOW



Mumbaisamachar4u

THIS IS A PUBLIC ANNOUNCEMENT FOR INFORMATION PURPOSES ONLY AND IS NOT A PROSPECTUS ANNOUNCEMENT AND DOES NOT CONSTITUTE AN INVITATION OR OFFER TO ACQUIRE, PURCHASE OR SUBSCRIBE TO SECURITIES. NOT FOR RELEASE, PUBLICATION OR DISTRIBUTION DIRECTLY OR INDIRECTLY OUTSIDE INDIA. THE EQUITY SHARES OF OUR COMPANY WILL GET LISTED ON THE MAIN BOARD PLATFORM 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, 2014, AS AMENDED ("SEBI ICDR REGULATIONS").



POPULAR VEHICLES AND SERVICES LIMITED

Our Company was originally incorporated as Popular Vehicles and Services Limited on July 5, 1953 at Kochi, Ernakulam, Kerala, India as a public limited company under the Companies Act, 1956 and received its certificate for commencement of business on July 14, 1953. Our Company was converted to a private limited company pursuant to a special resolution passed by our Shareholders at the Extraordinary General Meeting ("EGM") held on December 29, 2014 and the name of our Company was changed to Popular Vehicles and Services Private Limited. A fresh certificate of incorporation consequent upon conversion of our Company to a private limited company was issued on March 24, 2015 by the Registrar of Companies, Kerala at Ernakulam ("ROC"). Our Company was subsequently converted into a public limited company pursuant to a special resolution passed by our Shareholders at the EGM held on June 11, 2018 and the name of our Company was changed to Popular Vehicles and Services Limited. A fresh certificate of incorporation consequent upon conversion of our Company to a public limited company was issued on July 10, 2018 by the ROC. For details of change in name and Registered and Corporate Office of our Company, see "History and Certain Corporate Matters" on page 21 of the Red Herring Prospectus dated March 04, 2024 ("RHP" or "Red Herring Prospectus") filed with the ROC. Registered and Corporate Office: Kuttukaran Centre, Mangalagiri, Cochin, Ernakulam - 682 025, Kerala, India. Tel: +91 484 2341 134. Website: www.popularindia.com. Contact Person: Varun T.V., Company Secretary and Compliance Officer. E-Mail: cs@popular.com, Corporate Identity Number: U50102KL1953PLC00241



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

THE PROMOTERS OF OUR COMPANY ARE JOHN K. PAUL, FRANCIS K. PAUL AND NAVEEN PHILIP

INITIAL PUBLIC OFFER OF UP TO (A) EQUITY SHARES OF FACE VALUE OF ₹2 EACH ("EQUITY SHARES") OF POPULAR VEHICLES AND SERVICES LIMITED ("COMPANY") FOR CASH AT A PRICE OF ₹(A) PER EQUITY SHARE (INCLUDING A SHARE PREMIUM OF ₹(A) PER EQUITY SHARE) ("OFFER PRICE") AGGREGATING UP TO (B) MILLION COMPRISING A FRESH ISSUE OF UP TO (A) EQUITY SHARES AGGREGATING UP TO ₹2,508.00 MILLION BY OUR COMPANY ("FRESH ISSUE") AND AN OFFER FOR SALE OF UP TO 11,917,075 EQUITY SHARES AGGREGATING UP TO ₹(A) MILLION BY BANYAN TREE GROWTH CAPITAL II, LLC (THE "SELLING SHAREHOLDER") AND SUCH EQUITY SHARES OFFERED BY THE SELLING SHAREHOLDER ("OFFER FOR SALE", AND TOGETHER WITH THE FRESH ISSUE, THE "OFFER"). THE OFFER INCLUDES A RESERVATION OF UP TO (A) EQUITY SHARES, AGGREGATING UP TO (B) MILLION (CONSTITUTING UP TO (A) % 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 HERINAFTER REFERRED TO AS THE "NET OFFER". THE OFFER AND THE NET OFFER SHALL CONSTITUTE (A) % AND (A) % OF THE POST-OFFER PAID-UP EQUITY SHARE CAPITAL OF OUR COMPANY, RESPECTIVELY.

Name of Selling Shareholder	Type	NUMBER OF EQUITY SHARES OFFERED/ AMOUNT (₹ IN MILLION)	WEIGHTED AVERAGE COST OF ACQUISITION PER EQUITY SHARE (IN ₹)*
BanyanTree Growth Capital II, LLC	Selling Shareholder	Up to 11,917,075 Equity Shares of face value of ₹ 2 each aggregating to ₹(A) million	27.28

*As certified by R.G.N. Price & Co., Chartered Accountants, by way of their certificate dated March 04, 2024.

Our Company caters to the complete life cycle of vehicle ownership, right from the sale of new vehicles, servicing and repairing vehicles, distributing spare parts and accessories, to facilitating sale and exchange of pre-owned vehicles, operating driving schools and facilitating the sale of third-party financial and insurance products.

The Offer is being made through the Book Building Process in accordance with Regulation 6(1) of the SEBI ICDR Regulations
 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 (A) Equity Shares aggregating up to ₹ 10.00 Million

PRICE BAND: ₹280 TO ₹295 PER EQUITY SHARE OF FACE VALUE OF ₹2 EACH.

THE FLOOR PRICE AND THE CAP PRICE ARE 140.00 TIMES AND 147.50 TIMES THE FACE VALUE OF THE EQUITY SHARES RESPECTIVELY
 THE PRICE/EARNINGS RATIO BASED ON DILUTED EPS FOR FISCAL 2023 FOR OUR COMPANY AT THE UPPER END OF THE PRICE BAND IS AS HIGH AS 28.86 AS COMPARED TO THE AVERAGE INDUSTRY PEER GROUP PE RATIO OF 34.84. THE MARKET CAP AT OFFER PRICE TO TOTAL TURNOVER IS 0.43 TIMES AND P/E RATIO AT OFFER PRICE IS (A) TIMES

WEIGHTED AVERAGE RETURN ON NET WORTH FOR FISCAL 2023, 2022 AND 2021 IS 15.55%

BIDS CAN BE MADE FOR A MINIMUM OF 50 EQUITY SHARES AND IN MULTIPLES OF 50 EQUITY SHARES THEREAFTER.

A DISCOUNT OF ₹ 28 PER EQUITY SHARE IS BEING OFFERED TO ELIGIBLE EMPLOYEES BIDDING IN THE EMPLOYEE RESERVATION PORTION

Potential Bidders may note the following:
 This is in furtherance to the draft red herring prospectus of the Company dated September 28, 2023 ("DRHP"), filed with the Securities and Exchange Board of India, additionally with reference to the directive dated July 4, 2023, issued through an e-mail from the Securities and Exchange Board of India ("SEBI") and such directive, the "SEBI Directive") pursuant to which, the Company is required to intimate the National Stock Exchange of India Limited ("NSE") and the BSE Limited ("BSE") and along with the NSE, the "Stock Exchanges") in the event of transaction of shares aggregating up to 1% or more of the paid-up equity share capital of the Company by the Promoters and members of our Promoter Group. Pursuant to the letters dated September 28, 2023 and February 5, 2024, our Company, BanyanTree Growth Capital II, LLC and the Promoters of our Company, namely, John K. Paul, Francis K. Paul and Naveen Philip have entered into a share purchase agreement dated February 6, 2024 read with amendment agreement dated February 14, 2024 ("SPA"). We would like to inform you that, in accordance with the SPA, BanyanTree Growth Capital II, LLC has undertaken a transfer of 2,291,211 Equity Shares to the Promoters of our Company, aggregating to 3.65% of the pre-offer Equity Share capital of our Company, in the following manner:

Sr. No.	Date of transfer	Name of the transferee	Name of the transferee	Nature of transfer	Number of Equity Shares	Percentage of pre-offer Share capital of the Company (in %)	Transfer price per Equity Shares (in ₹)	Total consideration (in ₹)
1	February 21, 2024	BanyanTree Growth Capital II, LLC	John K. Paul	Pursuant to SPA	763,737	1.22	57	43,533,009
2	February 21, 2024	BanyanTree Growth Capital II, LLC	Francis K. Paul		763,737	1.22	57	43,533,009
3	February 21, 2024	BanyanTree Growth Capital II, LLC	Naveen Philip		763,737	1.22	57	43,533,009

In accordance with the recommendation of Independent Directors of our Company, pursuant to their resolution dated March 4, 2024, the above provided price band is justified based on quantitative factors/ KPIs disclosed in the "Basis for Offer Price" section 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 on page 119 of the RHP and provided below in the advertisement

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

RISKS TO INVESTORS

1. A large portion of our business revenue, approximately 77.03%, is derived from our dealership of Maruti, Tata Motors (Commercial) and Honda. Any adverse developments in the growth, demand or sales for these OEMs could have an adverse effect on our business, results of operations and financial condition.

OEM	Total consolidated revenue from vehicle sales in %			
	Six months period ended September 30, 2023	Fiscal 2023	Fiscal 2022	Fiscal 2021
Maruti	48.15	51.32	53.57	58.06
Tata Motors (Commercial)	24.13	29.35	27.52	23.87
Honda	4.75	6.59	9.09	8.15
Total	77.03	87.26	90.18	90.08

2. Non-renewal, termination or any adverse material modifications made by our OEMs to the dealership agreements, will have a material and adverse impact on our business prospects and results of operations.

3. We have had negative cash flows from operating activities for the period ended September 30, 2023, and it is possible that we may experience negative cash flows in the future which could adversely affect our cash flow requirements, our ability to operate our business and implement our growth plans, thereby affecting our financial performance.

Particulars	Six months period ended September 30, 2023
Net cash generated from/(used in) operating activities	(1,611.02)
Net cash generated from/(used in) investing activities	(296.70)
Net cash (used in)/generated from financing activities	1,971.67
Net increase/(decrease) in cash and cash equivalents	63.95
Cash and cash equivalents at the beginning of the period/ year	238.25
Cash and cash equivalents at the end of the period/ year	302.20

4. A large portion of our business operations, which is approximately 96.91% of our Company's consolidated revenue for the six months period ended September 30, 2023, are concentrated in the states of Kerala, Tamil Nadu and Karnataka. Any adverse developments (including any natural calamities) in these states could have an adverse effect on our business, results of operations and financial condition.

State	Total consolidated revenue in %			
	Six months period ended September 30, 2023	Fiscal 2023	Fiscal 2022	Fiscal 2021
Kerala	70.31	71.45	73.38	73.83
Tamil Nadu	18.08	22.41	20.56	19.61
Karnataka	8.52	5.49	6.06	6.55
Total	96.91	99.35	100.00	100.00

5. Increasing competition among automotive dealerships through online and offline marketing reduces our profit margins on vehicle sales and related businesses.

Particulars	Six months period ended September 30, 2023	Fiscal 2023	Fiscal 2022	Fiscal 2021
PAT Margin (in %)	1.41	1.31	0.97	1.11

6. Weighted average cost of acquisition of (i) all shares issued by our Company; and (ii) all shares acquired by our Promoters and Promoter Group, in the 3 years, 18 months and 1 year preceding the date of the Red Herring Prospectus is set out below:

Particulars	Weighted Average Cost of Acquisition (in ₹)	Cap Price (i.e., ₹ 295) is 'X' times the Weighted Average Cost of Acquisition*	Range of acquisition price: Lowest price - highest price* (in ₹)
Last 3 years	57	5.18	Lowest and Highest price ₹57
Last 18 months	57	5.18	Lowest and Highest price ₹57
Last 1 year	57	5.18	Lowest and Highest price ₹57

*As certified by R.G.N. Price & Co., Chartered Accountants, by way of their certificate dated March 05, 2024.

7. Set out below are the details of the weighted average cost of acquisition of the transactions undertaken during the 18 months preceding the date of the Red Herring Prospectus, as compared to the Floor Price and the Cap Price:

Particulars	Weighted Average cost of Acquisition (in ₹)	Floor Price (i.e., ₹280)	Cap Price (i.e., ₹295)
WACA of Primary Transactions	Not Applicable	-	-
WACA of Secondary Transactions	57	4.91 times	5.18 times

*As certified by R.G.N. Price & Co., Chartered Accountants, by way of their certificate dated March 05, 2024.

8. Margins earned from our services and repair vertical and our spare parts and accessories distribution vertical may be impacted by pricing guidelines set by our OEMs which may adversely affect our financial condition and results of operations.

Particulars	Six months period ended September 30, 2023	Fiscal 2023	Fiscal 2022	Fiscal 2021
Authorised service centres				
Total Revenue (in %)	14.83	14.60	15.29	14.82
EBIDTA (in %)	46.60	55.48	54.10	53.44
Spare parts and accessories distribution				
Total Revenue (in %)	5.10	5.19	5.06	4.87
EBIDTA (in %)	7.11	7.39	7.70	6.24
PAT margin (in %)	11.88	11.98	16.85	15.78

9. We have certain unresolved customer complaints which may result in future litigation against our Company

Sr. No.	Details	FY 2023	FY 2022	FY 2021
1.	Customers complaints received	76,607	108,332	60,266
2.	Customers complaints resolved	43,925	55,138	31,827

10. Our inability or failure to maintain optimum inventory levels or any theft of inventory may adversely affect our business, results of operations and financial condition

11. The Offer consists of a Fresh Issue and an Offer for Sale. The Selling Shareholder will be entitled to their respective portion of the proceeds from the Offer for Sale in proportion of the Equity Shares offered by the Selling Shareholder as part of the Offer for Sale. Our Company will not receive any proceeds from the Offer for Sale.

12. We may be required to make significant capital investments to our existing showrooms, sales outlets, service centers and other premises, the cost of which may be unable to recoup. Further, we may be required to make significant capital investment to maintain the quality of post sales service and spare parts availability.

The table below shows the amount of capital investments made by us along with the percentage contribution of such capital expenditure to our total expenses, frequency of such capital expenditures and costs incurred by us, in the six months period ended September 30, 2023 and Fiscals 2023, 2022 and 2021, respectively:

Particulars	Amount of capital expenditure (in ₹ million)	% contribution of capital expenditure towards total expenses
Six months period ended September 30, 2023	314.62	1.13
Fiscal 2023	852.90	1.77
Fiscal 2022	481.04	1.40
Fiscal 2021	294.28	1.02

Continued on next page...

Continued from previous page.

- The automotive industry is sensitive to changing economic conditions and various other factors. Any decline in demand for vehicles by individuals or entities may adversely impact our business prospects and results of operations.
- We may fail to successfully implement our growth strategy, which includes acquiring existing dealerships, diversifying our portfolio and penetrating deeper into existing geographic locations which may adversely affect our financial condition and results of operations.
- The 3 BRLMs associated with the Issue have handled 72 public issues in the past 3 years, out of which 23 issues have closed below the offer price on the listing date

Name of the BRLMs	Total issues	Issues closed below IPO price on listing date
ICICI Securities Limited*	53	18
Nuvama Wealth Management Limited (formerly known as Edelweiss Securities Limited)*	10	3
Centrum Capital Limited*	0	0
Common Issues handled by the BRLMs	9	2
Total	72	23

*Issues handled where there were no common BRLMs

BID/OFFER PERIOD **BID/OFFER OPENS TODAY**
BID/OFFER CLOSES ON : THURSDAY, MARCH 14, 2024*

*The UPI mandate end time and date shall be at 5:00 p.m. on Bid/Offer Closing Day.
An indicative timetable in respect of the Offer is set out below:

Submission and Revision in Bids	Bid/Offer Period (except the Bid/Offer Closing Date)	Only between 10.00 a.m. and 5.00 p.m. (Indian Standard Time ("IST"))
Submission of Electronic Applications (Online ASBA through 3-in-1 accounts) – For RILs, other than QIBs and Non-Institutional Investors	Bid/Offer Closing Date*	Only between 10.00 a.m. and up to 5.00 p.m. IST
Submission of Electronic Applications (Bank ASBA through Online channels like Internet Banking, Mobile Banking and Syndicate LUI ASBA applications)		Only between 10.00 a.m. and up to 4.00 p.m. IST
Submission of Electronic Applications (Syndicate Non-Retail, Non-Individual Applications)		Only between 10.00 a.m. and up to 3.00 p.m. IST
Submission of Physical Applications (Bank ASBA)		Only between 10.00 a.m. and up to 1.00 p.m. IST
Submission of Physical Applications (Syndicate Non-Retail, Non-Individual Applications of QIBs and Non-Institutional Investors)		Only between 10.00 a.m. and up to 12.00 p.m. IST
Modification/Revision/cancellation of Bids		
Upward Revision of Bids by QIBs and Non-Institutional Investors categories#		Only between 10.00 a.m. on the Bid/Offer Opening Date and up to 5.00 p.m. IST on Bid/Offer Closing Date
Upward or downward Revision of Bids or cancellation of Bids by RILs		Only between 10.00 a.m. on the Bid/Offer Opening Date and up to 5.00 p.m. IST on Bid/Offer Closing Date

* UPI mandate end time and date shall be at 5:00 p.m. on the Bid/Offer Closing Date.
 # QIBs and Non-Institutional Investors can neither revise their bids downwards nor cancel/withdraw their Bids

Bid Offer Period	Event	Indicative Date
Bid/Offer Opens On		Tuesday, March 12, 2024
Bid/Offer Closes On		Thursday, March 14, 2024
Finalisation of Basis of Allotment with the Designated Stock Exchange		On or about Friday, March 15, 2024
Initiation of refunds (if any, for Anchor Investors)/unlocking of funds from ASBA Account		On or about Monday, March 18, 2024
Credit of Equity Shares to dematerialized accounts of Allottees		On or about Monday, March 18, 2024
Commencement of trading of the Equity Shares on the Stock Exchanges		On or about Tuesday, March 19, 2024

ASBA Simple, Safe Smart way of Application!!!
 (APPLICATION SUPPORTED BY BLOCKED AMOUNT)
 * Applications supported by blocked amount (ASBA) is a better way of applying to issues by simply blocking the fund in the bank account. For further details, check website on ASBA.
 † Mandatory in public issues. No cheque will be accepted.

LUI Now available in ASBA for Retail individual investors and Non-Institutional investor for amount upto ₹ 5,00,000. Applying through Registered Brokers, DP and RTAs. LUI Bidder also have the option to submit the application directly to the ASBA Bank (SCSBs) 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 CBIOT notification dated February 13, 2020 and press release dated June 25, 2021, read with press release dated September 17, 2021.
 ASBA has to be availed by the investors except anchor investors. LUI may be availed by LUI Bidders. For details on the ASBA and LUI process, please refer to the details given in ASBA form and abridged prospectus and also please refer to the section on Issue Process under ASBA Bidding on page 415 of the RHP. The process is also available on the website of Association of Investment Banks of India ("AIBI") and Stock Exchanges and in the General Information Document, ASBA bid-cum-application form can be downloaded from the websites of 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/web/other/OtherAction.do?method=getApplicableBanks and www.sebi.gov.in/web/other/OtherAction.do?method=getApplicableBanks respectively as updated from time to time. For the list of LUI apps and banks on PO, please refer to the link: www.sebi.gov.in/web/other/OtherAction.do?method=getApplicableBanks. LUI Bidders Bidding using the LUI process may only through the SCBSBs and mobile applications whose names appear on the website of SEBI, as updated from time to time. Axis Bank Limited and ICICI Bank Limited have been appointed as Sponsor Banks for the Offer, in accordance with the requirements of the SEBI Circular dated November 1, 2018 as amended. For offer related queries, please contact the BRLMs on their respective email IDs as mentioned below. For LUI related queries, investors can contact NPCI at the toll free number: 1800 2101740 and mail to: info.upi@npci.org.in

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

Note to Investors: Further to the public announcement dated February 22, 2024, issued in Financial Express, Janasata and Deepika, the transfer of Equity Shares from Bonghan Finance Capital I LLC to John K. Paul, Francis K. Paul and Naveen Philip was completed on February 21, 2024. The details related to such transfers have been updated in all the relevant sections of the RHP including Cover Page, "Offer Document Summary", "Capital Structure", "Our Management", "Our Promoters and Promoter Group" on pages 14, 17, 220 and 230, respectively.
 The weighted average cost of acquisition for the Selling Shareholder has also been updated in all relevant sections of the RHP.

In case of any revision in the Price Band, the Bid Offer Period will be extended by at least three additional Working Days after each revision in the Price Band, subject to the Bid Offer Period not exceeding 30 Working Days. In case of force majeure, banking strike or similar circumstances, our Company may, in consultation with the BRLMs, extend the Bid Offer Period by extending the Bid Offer Period for a minimum of three Working Days, subject to the Bid Offer Period not exceeding 30 Working Days. Any revision in the Price Band and the revised Bid Offer Period, if applicable, shall be widely disseminated by notification to the Stock Exchanges, by issuing a public notice, and also by indicating the change on the respective website of the BRLMs and at the terminals of the Syndicate Members and to the investors to Self-Certified Syndicate Banks ("SCSBs"), the Designated Intermediaries and the Sponsor Banks, as applicable.
 This Offer is being made in terms of Regulation 19(2)(b) of the SCRR read with Regulation 31 of the SEBI ICDR Regulations. The Offer is being made through the Book Building Process and is in compliance with Regulation 31 of the SEBI ICDR Regulations wherein in terms of Regulation 30(1) of the SEBI ICDR Regulations, not more than 50% of the Net Offer shall be available for allocation on a proportionate basis to Qualified Institutional Buyers ("QIBs"), and such portion, the "QIB Portion" provided that our Company, in consultation with the BRLMs, may allocate up to 80% of the QIB Portion to Anchor Investors of a discretionary basis in accordance with the SEBI ICDR Regulations ("Anchor Investor Portion"), which, at least one-third shall be available for allocation to demutualized Mutual Funds, subject to valid bids being received from demutualized Mutual Funds or to the Anchor Investor Portion. In the event of under-subscription or non-allocation to the Anchor Investor Portion, the balance Equity Shares shall be added to the Net QIB Portion. Further, 5% of the Net QIB Portion shall be available for allocation on a proportionate basis only to Mutual Funds and the remainder of the Net QIB Portion shall be available for allocation on a proportionate basis to all QIBs (other than Anchor Investor) including Mutual Funds, subject to valid bids being received at or above the Offer Price. However, if the aggregate demand from Mutual Funds is less than 5% of the QIB Portion, the balance Equity Shares available for allocation in the Mutual Fund Portion shall be added to the remaining QIB Portion for proportionate allocation to QIBs. Further, not less than 15% of the Net Offer shall be available for allocation to Non-Institutional Bidders out of which one-third of such portion shall be reserved for applicants with application size of more than ₹ 20 million and up to ₹ 100 million, and the two-third of such portion shall be reserved for applicants with application size of less than ₹ 10 million, provided that the unsubscribed portion in either of such sub-categories may be allocated to applicants in the other sub-category of Non-Institutional Bidders and not less than 20% of the Net Offer shall be available for allocation to Retail Individual Bidders ("RIBs") in accordance with the SEBI ICDR Regulations, subject to valid bids being received from them or at or above the Offer Price. Further, Equity Shares will be allocated on a proportionate basis to Eligible Employees applying under the Employee Retention Program, subject to valid bids received from them or at or above the Offer Price. All potential Bidders (except Anchor Investors) are required to mandatorily utilize the Application Supported by Blocked Amount ("ASBA") process by providing details of their respective bank accounts (including LUI ID for LUI Bidders using UPI Mechanism) (as defined hereinafter) which the Bid amount will be blocked by the SCBSB or the Sponsor Banks, as applicable, to participate in the Offer. Anchor Investors are not permitted to participate in the Anchor Investor Portion of the Offer through the ASBA process. For details, see "Offer Process" on page 415 of the RHP.

Bidders Applicants should ensure that DP ID, PAN, Client ID and UPI ID (for LUI Bidders bidding through the 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 available 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 the UPI Bidders bidding through the UPI Mechanism, the Bid cum Application Form, will be blocked for the Offer. Bidders Applicants should ensure that the Beneficiary to provide to the Registrar to the Offer, may receive Demographic Details of the Bidder/Applicant as available on the records of the depositories. These Demographic Details will be used, among other things, for giving Allotment Advice or Unlocking of ASBA Account or for other correspondence(s) related to the Offer. Bidders/Applicants are advised to update any changes to their Demographic Details as available in the records of the Depository Participant to ensure accuracy of records. Any delay resulting from failure to update the Demographic Details would be at the Bidder/Applicant's sole risk. Investors must ensure that their PAN is linked with Aadhaar and are in compliance with CBIOT notification dated February 13, 2020 and press release dated June 25, 2021, read with press release dated September 17, 2021.

Contents of the Memorandum of Association of our Company as regards its objects: For information on the main objects of our Company, please see the section "History and Certain Corporate Matters" on page 218 of the RHP. The Memorandum of Association of our Company is a material document for inspection in relation to the Offer. For further details, please see the section titled "Material Contracts and Documents for Inspection" on page 441 of the RHP.

Liability of the members of our Company: Limited by shares.

Amount of share capital of our Company and Capital Structure: As on the date of the RHP, the authorized share capital of our Company was sub-divided into 15,00,000 equity shares of face value of ₹10 each to 75,00,000 equity shares of face value of ₹2 each. Further, issued, subscribed and paid-up capital of our Company was sub-divided from 12,544,289 equity shares of face value of ₹10 each to 62,721,445 equity shares of face value of ₹2 each. For details, please see the section titled "Capital Structure" on page 77 of the RHP.

Names of signatories to the Memorandum of Association of our Company and the number of Equity Shares subscribed by them: The initial signatories to the Memorandum of Association of our Company are P.K. Paul, Francis K. Paul, John K. Paul, Suresh K. Paul, Susan Francis and Ely Thomas each of whom subscribed to 1,000 equity shares of the Company of face value of ₹10 each. For details of the book-capital history and capital structure of our Company, please see the section titled "Capital Structure" on page 77 of the RHP.

Listing: The Equity Shares that will be offered through the Red Herring Prospectus are proposed to be listed on the Stock Exchanges. Our Company has received in-principle approval from BSE and NSE for the listing of the Equity Shares pursuant to their letters, each dated November 8, 2023, for the purposes of the Offer. The Designated Stock Exchange shall be NSE. A copy of the Red Herring Prospectus and the Prospectus shall be filed with the BSE in accordance with Sections 32 and 26(a) of the Companies Act, 2013, respectively. For details of the material contracts and documents available for inspection from the date of the Red Herring Prospectus to the Bid Offer Closing Date, see "Material Contracts and Documents for Inspection" on page 441 of the RHP.

Disclaimer Clause of the Securities and Exchange Board of India ("SEBI"): SEBI only gives to investors on the offer documents and it does not constitute approval of either the Offer or the specified securities or the offer document. The investors are advised to refer to page 134 of the RHP for the full text of the disclaimer clause of SEBI.

Disclaimer Clause of NSE (Designated Stock Exchange): It is to be distinctly understood that the permission given by NSE shall not in any way be deemed or construed that the RHP has been approved or approved by NSE nor does it certify the correctness or completeness of any of the contents of the RHP. The investors are advised to refer to page 336 of the RHP for the full text of the disclaimer clause of NSE.

General Risk: Investments in equity and equity-related securities involve a degree of risk and Bidders should not invest any funds in the Offer unless they can afford to bear the risk of losing their entire investment. Bidders are advised to read the risk factors carefully before making an investment decision in the Offer. For taking an investment decision, Bidders must rely on their own examination of our Company and the Offer, including the risks involved. The Equity Shares in the Offer have neither been recommended, nor approved by SEBI, nor does SEBI guarantee the accuracy or adequacy of the contents of the Red Herring Prospectus. Specific attention of the Bidders is invited to "Risk Factors" on page 28 of the RHP.

ICICI Securities	nuvama	C-NTRUM	LINKIntime	COMPANY SECRETARY AND COMPLIANCE OFFICER
ICICI Securities Limited ICICI Venture House, Appasahy Marathe Marg Prabhadevi, Mumbai - 400 025, Maharashtra, India Tel: +91 22 6987 7100 E-mail: cpillar.pillar@icicisecurities.com Website: www.icicisecurities.com Investor Grievance E-mail: customerservice@icicisecurities.com Contact Person: Harish Thakkar / Shekhar Anand SEBI Registration No.: IM0000011178	Nuvama Wealth Management Limited (formerly known as Edelweiss Securities Limited) 301-304, WYA Building No. 3, Hegde Road, Block B, Bandra Kurla Complex, Bandra East, Mumbai - 400 051, Maharashtra, India Tel: +91 22 4205 4040 E-mail: cpillar.pillar@nuvama.com Website: www.nuvama.com Investor Grievance E-mail: customerservice.mn@nuvama.com Contact Person: Lakshmi Shah SEBI Registration No.: IM0000013004	Centrum Capital Limited Level 6, Centrum House, C-2 Road, Vidyanagar Marg Kurla, Santacruz (East), Mumbai - 400 088, Maharashtra, India Tel: +91 22 4215 9000 E-mail: popular@ccm.com Website: www.centrum.co.in Investor Grievance E-mail: grievance@ccm.com Contact Person: Sonali Bhatnagar Pooj Bangshi SEBI Registration No.: IM0000010465	Link Intime India Private Limited C-101, 1st Floor, 247 Park, Lal Bahadur Shastri Marg, Vastred (West), Mumbai - 400 088, Maharashtra, India Tel: +91 810 811 6940 E-mail: popular@linkintime.com Website: www.linkintime.co.in Investor Grievance E-mail: customerservice@linkintime.co.in Contact Person: Shanti Gupta/Kishor SEBI Registration No.: IM0000040456	Varun T.V. Kulkarni Centre, Manganalim, Kochi, Ernakulam - 682 025 Kerala, India. Tel: +91 484 2361 134 E-mail: cs@popul.com Bidders can contact the Compliance Officer/ Company Secretary or the Registrar to the Offer in case of any pre-Offer or post-Offer related grievances including non-receipt of letters of Allotment, non-receipt of Allotment Equity Shares in the respective beneficiary account, non-receipt of refund intimations or non-receipt of funds by electronic mode.

AVAILABILITY OF THE RHP: Investors are advised to refer to the RHP and the section titled "Risk Factors" on page 28 of the RHP before applying in the Offer. A copy of the RHP shall be available on website of SEBI at www.sebi.gov.in, websites of the Stock Exchanges, i.e. BSE Limited and National Stock Exchange of India Limited and on www.beindia.com and www.nseindia.com, respectively, and on the website of the Company at www.popul.com and on the website of the BRLMs, i.e. ICICI Securities Limited, Nuvama Wealth Management Limited (formerly known as Edelweiss Securities Limited) and Centrum Capital Limited. Tel: +91 22 4215 9000.

Availability of the Abridged Prospectus: A copy of the abridged prospectus shall be available on the website of the Company, the BRLMs and the Registrar to the Offer at www.popul.com, www.icicisecurities.com, www.nuvama.com and www.centrum.co.in and www.linkintime.com, respectively.
Availability of the Bid/Cum-Application Form: Bid-cum-application forms can be obtained from the Registrars of the Company POPULAR VEHICLES AND SERVICES LIMITED, Tel: +91 484 2361 134; The BRLMs: ICICI Securities Limited, Tel: +91 22 6987 7100; Nuvama Wealth Management Limited (formerly known as Edelweiss Securities Limited), Tel: +91 22 4215 9000 and Centrum Capital Limited, Tel: +91 22 4215 9000. Syndicate Members: Nuvama Wealth Management Limited, (formerly known as Edelweiss Securities Limited), Tel: +91 22 4215 9000 and Centrum Broking Limited, Tel: +91 22 4215 9000 and all the participants of the Sub-Syndicate Members (as given below), SCBSB, Registered Brokers, RTAs and CDPs participating in the Offer. ASBA forms will also be available on the websites of BSE and NSE and the Designated Brokers of SCBSB, the list of which is available at websites of the Stock Exchanges and SEBI.
Sub-Syndicate Members: Almonds Global Securities Limited, Anand Rathi Share & Stock Brokers Ltd., ANS Pvt. Limited, Axis Capital Limited, Axis Capital Services Ltd., Centrum Broking Limited, Citicore Equity Broking Private Limited, Datta & Brodetsky Stock Broking Pvt. Ltd., DIB International Stock Brokers Ltd., Eureka Stock & Share Broking Services Ltd., Fininvest Technology Private Limited, HDPC Securities Limited, IIBI Capital Markets & Securities Limited, IFCI Finance Services Ltd., IPI Securities Ltd., Jyoti Securities Ltd., Kaveri Securities, All Financial Services Limited, Jagadiprasad Finance Services Pvt. Ltd., Keynote Capital Limited, KJ&C Capital Market Services Limited, Kropac Securities Limited, LJP Securities Limited, Invirenture Growth & Securities Ltd., Marwad Stores & Finance, Mobal Owal Financial Services Ltd., Mobal Owal Securities Limited, Nirmal Bang Securities Limited, Nival Bang Securities Pvt. Ltd., Prabudatta Lathar Pvt. Limited, Pravin Rastogi Share & Stock Brokers Limited, Rekrage Securities Ltd, RR Equity Brokers Pvt. Limited, SBICAP Securities Limited, Shankhshil Ltd., SMC Global Securities Limited, SS Corporate Securities Limited, Symbian Shares and Stocks (India) Limited, Trade Bulls Securities (Pvt.) Ltd, Way2wealth Brokers Pvt.Ltd and YES Securities (India) Limited

Escrow Collection Bank and Refund Bank: Axis Bank Limited
Public Offer Account Bank: ICICI Securities Limited
Sponsor Banks: Axis Bank Limited and ICICI Bank Limited
LUI Bidders can also bid through UPI Mechanism.
 All capitalized terms used herein and not specifically defined shall have the same meaning as ascribed to them in the RHP.

Place: Ernakulam, Kerala
 Date: March 11, 2024
POPULAR VEHICLES AND SERVICES LIMITED (proposing, subject to applicable statutory and regulatory requirements, receipt of requisite approvals, market conditions and other considerations, to make an initial public offering of its Equity Shares and has filed the RHP dated March 04, 2024 with RoC on March 05, 2024. The RHP shall be available on the website of SEBI at www.sebi.gov.in, websites of the Stock Exchanges, i.e. BSE Limited and National Stock Exchange of India Limited and on www.beindia.com and www.nseindia.com, respectively, and on the website of the Company at www.popul.com and on the website of the BRLMs, i.e. ICICI Securities Limited, Nuvama Wealth Management Limited (formerly known as Edelweiss Securities Limited) and Centrum Capital Limited. Tel: +91 22 4215 9000. Syndicate Members: Nuvama Wealth Management Limited, (formerly known as Edelweiss Securities Limited), Tel: +91 22 4215 9000 and Centrum Broking Limited, Tel: +91 22 4215 9000 and all the participants of the Sub-Syndicate Members (as given below), SCBSB, Registered Brokers, RTAs and CDPs participating in the Offer. ASBA forms will also be available on the websites of BSE and NSE and the Designated Brokers of SCBSB, the list of which is available at websites of the Stock Exchanges and SEBI.
Sub-Syndicate Members: Almonds Global Securities Limited, Anand Rathi Share & Stock Brokers Ltd., ANS Pvt. Limited, Axis Capital Limited, Axis Capital Services Ltd., Centrum Broking Limited, Citicore Equity Broking Private Limited, Datta & Brodetsky Stock Broking Pvt. Ltd., DIB International Stock Brokers Ltd., Eureka Stock & Share Broking Services Ltd., Fininvest Technology Private Limited, HDPC Securities Limited, IIBI Capital Markets & Securities Limited, IFCI Finance Services Ltd., IPI Securities Ltd., Jyoti Securities Ltd., Kaveri Securities, All Financial Services Limited, Jagadiprasad Finance Services Pvt. Ltd., Keynote Capital Limited, KJ&C Capital Market Services Limited, Kropac Securities Limited, LJP Securities Ltd., Invirenture Growth & Securities Ltd., Marwad Stores & Finance, Mobal Owal Financial Services Ltd., Mobal Owal Securities Limited, Nirmal Bang Securities Limited, Nival Bang Securities Pvt. Ltd., Prabudatta Lathar Pvt. Limited, Pravin Rastogi Share & Stock Brokers Limited, Rekrage Securities Ltd, RR Equity Brokers Pvt. Limited, SBICAP Securities Limited, Shankhshil Ltd., SMC Global Securities Limited, SS Corporate Securities Limited, Symbian Shares and Stocks (India) Limited, Trade Bulls Securities (Pvt.) Ltd, Way2wealth Brokers Pvt.Ltd and YES Securities (India) Limited
Escrow Collection Bank and Refund Bank: Axis Bank Limited
Public Offer Account Bank: ICICI Securities Limited
Sponsor Banks: Axis Bank Limited and ICICI Bank Limited
LUI Bidders can also bid through UPI Mechanism.
 All capitalized terms used herein and not specifically defined shall have the same meaning as ascribed to them in the RHP.

For POPULAR VEHICLES AND SERVICES LIMITED
 On behalf of the Board of Directors
 Sd/-
 Varun T.V.
 Company Secretary and Compliance Officer