**RISKS TO INVESTORS:**

I. Weighted Average Cost of Acquisition for all Equity Shares transacted in one year, Eighteen months and three years preceding the date of the Red Herring Prospectus by all the shareholders.

<table>
<thead>
<tr>
<th>Period</th>
<th>Weighted Average Cost of Acquisition (in ₹)</th>
<th>Upper end of the Price band (₹ 76)</th>
<th>Range of acquisition price: Lowest Price - Highest Price (in ₹)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Last year</td>
<td>6.23</td>
<td>12.20</td>
<td>0* - 75</td>
</tr>
<tr>
<td>Last 18 months</td>
<td>6.23</td>
<td>12.20</td>
<td>0* - 75</td>
</tr>
<tr>
<td>Last 3 years</td>
<td>7.43</td>
<td>10.23</td>
<td>0* - 255.40</td>
</tr>
</tbody>
</table>

#As certified by our Statutory Auditors, by way of their certificate dated March 17, 2023. * Shares allotted through Bonus Issue.

ii. The BRLM associated with the Offer have handled seven public issues in the past three years, out of which one

iii. The Price/Earnings ratio based on diluted EPS for Fiscal 2022 for our Company at the upper end of the Price Band is 88.37 times as compared to the average industry peer group Price/Earnings ratio of 69.98 times.

iv. Weighted Average Return on Net Worth for fiscals 2022, 2021 and 2020 is (15.04 %)

v. If our Company is unable to attract new network partners or retain and grow our relationships with our existing network partners, our business, results of operations, financial condition, and future prospects would be materially and adversely affected.

**BASIS FOR OFFER PRICE**

1. **Financial Parameters:**
   - **Profit After Tax:** 
     - FY 2022: ₹10.39 Lacs
     - FY 2021: ₹9.68 Lacs
     - FY 2020: ₹9.36 Lacs
   - **Net Worth:** 
     - FY 2022: ₹12.33 Lacs
     - FY 2021: ₹9.69 Lacs
     - FY 2020: ₹9.69 Lacs
   - **Net Profit:** 
     - FY 2022: ₹10.39 Lacs
     - FY 2021: ₹9.68 Lacs
     - FY 2020: ₹9.36 Lacs

2. **Equity and Debt to Equity Ratio:**
   - FY 2022: 1.42
   - FY 2021: 1.42
   - FY 2020: 1.42

3. **Return on Net Worth (RONW):**
   - FY 2022: 10.09
   - FY 2021: 9.61
   - FY 2020: 9.61

4. **Gross Return on Equity (GROE):**
   - FY 2022: 88.37
   - FY 2021: 76.8
   - FY 2020: 76.8

5. **YoY Growth:**
   - FY 2022: 10.09%
   - FY 2021: 9.61%
   - FY 2020: 9.61%

6. **Current Ratio:**
   - FY 2022: 1.74
   - FY 2021: 1.74
   - FY 2020: 1.74

7. **Debt to Equity Ratio:**
   - FY 2022: 1.42
   - FY 2021: 1.42
   - FY 2020: 1.42

8. **Inventory Turnover:**
   - FY 2022: 8.34
   - FY 2021: 8.34
   - FY 2020: 8.34

9. **Gross Margin:**
   - FY 2022: 76.8
   - FY 2021: 76.8
   - FY 2020: 76.8

10. **Net Profit Margin:**
    - FY 2022: 10.09
    - FY 2021: 9.61
    - FY 2020: 9.61

11. **Total Asset Turnover:**
    - FY 2022: 1.94
    - FY 2021: 1.94
    - FY 2020: 1.94

12. **Current Ratio:**
    - FY 2022: 1.74
    - FY 2021: 1.74
    - FY 2020: 1.74

13. **Debt to Equity Ratio:**
    - FY 2022: 1.42
    - FY 2021: 1.42
    - FY 2020: 1.42

14. **Inventory Turnover:**
    - FY 2022: 8.34
    - FY 2021: 8.34
    - FY 2020: 8.34

15. **Gross Margin:**
    - FY 2022: 76.8
    - FY 2021: 76.8
    - FY 2020: 76.8

16. **Net Profit Margin:**
    - FY 2022: 10.09
    - FY 2021: 9.61
    - FY 2020: 9.61

17. **Total Asset Turnover:**
    - FY 2022: 1.94
    - FY 2021: 1.94
    - FY 2020: 1.94

**Notes:**
- *Source: The financial information for listed industry peers mentioned above is on a consolidated basis and is sourced from the annual reports / annual results as available of the respective companies.
- **Gross Sales** represents the actual sales made excluding any discount, discount allowed, sales return.
- **Gross Profit** represents the actual gross profit made by the company after deducting the cost of sales.
- **Operating Expense** represents the actual expense incurred by the company excluding any abnormal expenses.
- **Net Profit** represents the gross profit after deducting operating expenses and other expenses.
- **Net Worth** represents the total assets minus total liabilities.
- **Net Profit Margin** represents the ratio of net profit to gross sales.
- **Gross Margin** represents the ratio of gross profit to gross sales.
- **Total Asset Turnover** represents the ratio of total revenue to average total assets.
- **Debt to Equity Ratio** represents the ratio of total debt to total equity.
- **Current Ratio** represents the ratio of current assets to current liabilities.
- **Inventory Turnover** represents the ratio of cost of goods sold to average inventory.
- **Equity to Sales** represents the ratio of total equity to total sales.
- **Return on Net Worth** represents the ratio of net profit to average net worth.
- **Net Worth to Sales** represents the ratio of net worth to sales.
- **Growth Rate** represents the year-on-year growth rate.
- **Gross Margin** represents the ratio of gross profit to total revenue.
- **Net Profit Margin** represents the ratio of net profit to total revenue.
- **Total Asset Turnover** represents the ratio of total revenue to total assets.
- **Debt to Equity Ratio** represents the ratio of total debt to total equity.
- **Current Ratio** represents the ratio of current assets to current liabilities.
- **Inventory Turnover** represents the ratio of cost of goods sold to average inventory.
ANCHOR PORTION OPENS/CLOSES ON WEDNESDAY, MARCH 29, 2023*

**DISCLAIMER CLAUSE OF NSE.**

For the full text of the Disclaimer Clause of NSE.

**Securities Act and any applicable U.S. state securities laws.**

There will be no public offering in the United States and the securities being offered in this announcement are not being offered or sold in the United States.

**NAMES OF THE SIGNATORIES TO THE MEMORANDUM OF ASSOCIATION OF THE COMPANY AND THE NUMBER OF EQUITY SHARES SUBSCRIBED BY THEM:**

Given below are the names of the signatories of the Memorandum of Association of the Company and the number of Equity Shares subscribed by them at the time of signing of the Memorandum of Association. If the investor is an Individual or a firm, he/she/it should take steps to ensure compliance with the requirements of the SEBI Circular dated November 1, 2018, as amended. For UPI related queries, investors can contact NPCI at the toll-free number: 18001201740 and mail Id: ipo.upi@npci.org.in

**Availability of Bid-cum-Application Forms:**

Bid-cum-application forms are available for physical submission at the Registered Office of the Company. Detailed application forms are also available on the website of the Company www.unistonecapital.com and websites of NSE i.e. www.nseindia.com. Investors may refer to the respective Circulars or the details available on the website of the Company for instructions to be followed in submitting the application forms.

**AVAILABILITY OF THE RED HERRING PROSPECTUS:**

The Red Herring Prospectus is available for physical submission at the Registered Office of the Company. Detailed application forms are also available on the website of the Company www.unistonecapital.com. Investors should refer to the respective Circulars or the details available on the website of the Company for instructions to be followed in submitting the application forms. Additionally, the Red Herring Prospectus is also available for online submission at the website of the Company www.unistonecapital.com.

**NEGLIGENCE OF ANY OF THE MENTIONED TERMS:**

In case of any negligence of any of the mentioned terms, the Company reserves the right to take such action(s) as it deems fit. Further, the Company reserves the right not to be bound by any such offer, which is not submitted in accordance with the terms of the Red Herring Prospectus.

**APPLICATION SUPPORTED BY BLOCKED AMOUNT (ASBA):**

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, investors can contact NPCI at the toll-free number: 18001201740 and mail Id: ipo.upi@npci.org.in.

**APPLICATIONS SUPPORTED BY BLOCKED AMOUNT (ASBA):**

Investors can access the application forms on the website of UNISTONE CAPITAL PRIVATE LIMITED www.unistonecapital.com and from the Registered Office of the Company. Application forms supported by blocked amount (ASBA) are also available on the website of UNISTONE CAPITAL PRIVATE LIMITED www.unistonecapital.com.

**APPLICATION SUPPORTED BY BLOCKED AMOUNT (ASBA):**

The Equity Shares issued through the Red Herring Prospectus are proposed to be listed on the Emerge Platform of National Stock Exchange of India Limited (“NSE”). The Company has received an approval letter dated March 03, 2023 from NSE for using the Emerge Platform.

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**APPLICATION SUPPORTED BY BLOCKED AMOUNT (ASBA):**

The red herring prospectus shall be available at the website of the Stock Exchange www.nseindia.com, the websites of the Book Running Lead Manager www.unistonecapital.com and from the Registered Office of the Company.

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