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ashapura
always ahead

ASHAPURA LOGISTICS LIMITED

Corporate Identity Numbers: U63090GJ2002PLC040596

Our Company was incorporated as 'Ashapura Forwarders Private Limited' at Ahmedabad, Gujarat as a private limited company under the Companies Act, 1956, pursuant to a certificate of incorporation dated April 02, 2002, issued by the Registrar of Companies, Gujarat. Thereafter, our Company was converted into a public limited company pursuant to a special resolution passed in the extraordinary general meeting of the Shareholders held on April 01, 2021, and consequently the name of our Company was changed to 'Ashapura Forwarders Limited', pursuant to a fresh certificate of incorporation issued by the Registrar of Companies, Ahmedabad, on April 12, 2021. The name of our company was further changed to 'Ashapura Logistics Limited', pursuant to a special resolution passed in the extraordinary general meeting of the Shareholders held on December 08, 2022, and fresh certificate of incorporation was issued by the Registrar of Companies, Ahmedabad, on January 02, 2023. For details of change in name and registered office of our Company, please refer to chapter titled "History and Corporate Matters" beginning from page 151 of this Red Herring Prospectus.

Registered Office: B-902 Shapath Hexa, Opp. High Court, S.G. Highway, Sola, Ahmedabad- 380060, Gujarat, India;

Website: www.ashapura.in; | E-Mail: cs.compliance@ashapura.in; | Telephone No: 079-6611150; | Company Secretary and Compliance Officer: Mrs. Priyanka Gyanchand Jain

PROMOTERS OF OUR COMPANY: MR. SUJITH CHANDRASEKHAR KURUP AND MRS. CHITRA SUJITH KURUP

We are an integrated logistics company in India, primarily operating in (i) Cargo handling and freight forwarding segment; (ii) Transportation (including project logistics and third-party logistics ("3PL")); (iii) Warehousing and Distribution and (iv) other services (including coastal movement).

THE ISSUE

INITIAL PUBLIC ISSUE OF 3657000 EQUITY SHARES OF FACE VALUE OF ₹ 10/- EACH OF ASHAPURA LOGISTICS LIMITED ("ASHAPURA", "ALL" OR THE "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 TO ₹ [●] LAKHS ("THE ISSUE"), OF WHICH 183000 EQUITY SHARES OF FACE VALUE OF ₹ 10/- EACH FOR CASH AT A PRICE OF ₹ [●]/- PER EQUITY SHARE INCLUDING A SHARE PREMIUM OF ₹ [●]/- PER EQUITY SHARE AGGREGATING TO ₹ [●] LAKHS WILL BE RESERVED FOR SUBSCRIPTION BY MARKET MAKER TO THE ISSUE (THE "MARKET MAKER RESERVATION PORTION"). THE ISSUE LESS THE MARKET MAKER RESERVATION PORTION I.E. NET ISSUE OF 3474000 EQUITY SHARES OF FACE VALUE OF ₹ 10/- EACH AT A PRICE OF ₹ [●]/- PER EQUITY SHARE INCLUDING A SHARE PREMIUM OF ₹ [●]/- PER EQUITY SHARE AGGREGATING TO ₹ [●] LAKHS IS HEREIN AFTER REFERRED TO AS THE "NET ISSUE". THE ISSUE AND THE NET ISSUE WILL CONSTITUTE 26.98% AND 25.63%, RESPECTIVELY, OF THE POST ISSUE PAID UP EQUITY SHARE CAPITAL OF OUR COMPANY. THE FACE VALUE OF THE EQUITY SHARES IS ₹ 10/- EACH.

The Issue is being made in accordance with Chapter IX of the SEBI ICDR Regulations (IPO of Small and Medium Enterprises) and the equity shares are proposed to be listed on Emerge Platform of NSE

For further details, please refer chapter titled "Terms of The Issue" beginning on Page No. 248 of the Red Herring Prospectus.

- QIB Portion: Not More than 50% of the Net Issue
- Retail Individual Bidders Portion: Not Less than 35% of the Net Issue
- Non-Institutional Bidders Portion: Not Less than 15% of the Net Issue

Price Band: ₹ 136/- to ₹ 144/- per Equity Share of Face Value ₹ 10/- each.

The Floor Price is 13.60 times of the Face Value and the Cap Price is 14.40 times of the Face Value.

Bids can be made for a minimum of 1000 Equity Shares and in multiples of 1000 Equity Shares thereafter

In making an investment decision, potential investors must 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:

- In case of our inability to obtain, renew or maintain the statutory and regulatory licenses, permits and approvals required to operate our business it may have a material adverse effect on our business.
- At present, our Company has applied for certain licenses and approvals and some of the approvals are yet to be applied. Our business requires us to obtain and renew certain registrations, licenses and permits from government and regulatory authorities and the failure to obtain and renew them in a timely manner may adversely affect our business operations and some of the approvals are required to be transferred in the name of 'Ashapura Logistics Limited'.
- Our company had over the years made arrangements with M/s. Transmarine Corporations (Partnership firm of our promoter/Related Party) to undertake the custom clearance.
- One of our Directors Mr. Sujith Chandrasekhar Kurup was disqualified under section 164 of the Companies Act, 2013, in the past for being director of M/s. Ansen & Kurupsen Logistics & Transportation Services Private Limited, which failed to file its Annual returns and Financial statements for a continuous period of 3 years.
- Our Company is unable to trace certain filings pertaining to historical secretarial information, minutes of board and shareholders' meetings, copies of share transfer forms and certain records from the statutory registers.
- There are outstanding legal proceedings involving our Company and one of our Directors. Any adverse outcome in such proceedings may have an adverse impact on our reputation, business, financial condition, results of operations and cash flows.
- There are certain non-compliances noticed in some of our secretarial reporting and/or records relating to filing of returns.
- Any Penalty or demand raised by statutory authorities in future may adversely affect our financial position of the Company.
- There are certain discrepancies and non-compliances noticed in some of our financial reporting and/or records relating to filing of returns and deposit of statutory dues with the taxation and other statutory authorities.
- Our Promoters and Directors have provided personal guarantees for financing facilities availed by our Company and may in the future provide additional guarantees and any failure or default by our Company to repay such facilities in accordance with the terms and conditions of the financing agreements could trigger repayment obligations on them, which may impact their ability to effectively service their obligations as our Promoters and Directors and thereby, adversely impact our business and operations.
- The Merchant Banker associated with the Issue has handled 43 public Issue out of which 2 Issue closed below Issue price on listing date. below are the details;

Particulars	Numbers of Issues/Issue Handled	Issues closed below Issue price on listing date
Main Board	Nil	Nil
SME	43	2

ASBA*

Simple, Safe, Smart way of Application- Make use of it!!!

*Applications Supported by Blocked Amount (ASBA) is a better way of applying to Issues by simply blocking the fund in the bank account, investors can avail the same. For details, check section on ASBA below. Mandatory in Public Issues from January 01, 2016. No cheque will be accepted



UPI-Now available in ASBA for Retail Individual Investors (RII)**

Investors are required to ensure that the bank account used for bidding is linked to their PAN. UPI – Now available in ASBA for RIIs applying through Registered Brokers, DPs & RTAs. RIIs also have the option to submit the application directly to the ASBA Bank (SCSBs) or to use the facility of linked online trading, demat and bank account.

Investors have to apply through the ASBA process. "ASBA has to be availed by all the investors except anchor investor. UPI may be availed by Retail Individual Investors. For details on the ASBA and the UPI process, please refer to the details given in ASBA form and abridged prospectus and also please refer to the section "Issue Procedure" beginning on page 258 of the RHP. The process is also available on the website of Association of Investment Bankers of India ("AIBI"), the Stock Exchanges and in the General Information Document.

*ASBA forms can be downloaded from the website National Stock Exchange of India ("NSE") and can be obtained from the list of banks that is displayed on the website of SEBI at www.sebi.gov.in.

**List of banks supporting UPI is also available on the website of SEBI at www.sebi.gov.in. Axis Bank Limited has been appointed as Sponsor Bank for the Issue, in accordance 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. For the list of UPI Apps and Banks live on IPO, please refer to the link www.sebi.gov.in. For Issue related grievance investors may contact: Beeline Capital Advisors Private Limited - Mr. Nikhil Shah (079 - 49185784 + 91 99988 81702) (mb@beelinemb.com).

BASIS FOR ISSUE PRICE

The Issue Price will be determined by our Company in consultation with the Book Running Lead Manager on the basis of the assessment of market demand for the Equity Shares through the Book Building Process and on the basis of quantitative and Equity Qualitative factors as described below. The face value of the Equity Shares is ₹ 10 each and the Issue Price is 13.60 times the face value at the lower end and 14.40 times the face value at the higher end of the Price Band. Investors should also refer to "Business Overview", "Risk Factors", "Restated Financial Information" and "Management's Discussion and Analysis of Financial Position and Results of Operations" beginning on pages 128, 29, 188 and 190, respectively of the Red Herring Prospectus, to have an informed view before making an investment decision.

Qualitative Factors

- Scaled and integrated logistics operations
- Asset-based business model resulting into higher efficiencies
- Optimal Utilization of Resources
- Long-standing relationships with our clients

For details of qualitative factors, please refer to the paragraph "Our Competitive Strengths" in the chapter titled "Business Overview" beginning on page no. 128 of this Red Herring Prospectus.

Quantitative Factors

1. Basic & Diluted Earnings Per Share (EPS):

$$\text{Basic earnings per share (₹)} = \frac{\text{Restated Consolidated Profit After Tax attributable to Equity Shareholders}}{\text{Weighted Average Number of Equity Shares outstanding}}$$

$$\text{Diluted earnings per share (₹)} = \frac{\text{Restated Consolidated Profit After Tax attributable to Equity Shareholders}}{\text{Weighted Average Number of Equity Shares outstanding after adjusting adjusted for the effects of all dilutive potential equity shares}}$$

Weighted Average

Financial Year	Basic EPS (in ₹)	Diluted EPS (in ₹)	Weights
Financial Year ended March 31, 2024	12.90	12.90	3
Financial Year ended March 31, 2023	9.87	9.87	2
Financial Year ended March 31, 2022	8.17	8.17	1
Weighted Average	11.10	11.10	-

Notes:

- Weighted average = Aggregate of year-wise weighted EPS divided by the aggregate of weights i.e. sum of (EPS x Weight) for each year / Total of weights.
- Basic and diluted EPS are based on the Restated Consolidated Financial Information.
- The face value of each Equity Share is ₹ 10.
- Number of shares are adjusted by Increase in Capital through issue of Bonus shares on February 16, 2024 in the ratio of 25:1 i.e., 25 (Twenty-Five) Equity Shares for every 1 (One) Equity Share held.

Simple Average EPS

Financial Year	Basic and Diluted EPS (in ₹)
Financial Year ended March 31, 2024	12.90
Financial Year ended March 31, 2023	9.87
Financial Year ended March 31, 2022	8.17
Simple Average	10.31

Notes:

- Weighted average = Aggregate of year-wise weighted EPS divided by the aggregate of weights i.e. sum of (EPS x Weight) for each year / Total of weights.
- Basic and diluted EPS are based on the Restated Consolidated Financial Information.
- The face value of each Equity Share is ₹ 10.
- Number of shares are adjusted by Increase in Capital through issue of Bonus shares on February 16, 2024 in the ratio of 25:1 i.e., 25 (Twenty-Five) Equity Shares for every 1 (One) Equity Share held.

2. Price to Earnings (P/E) ratio in relation to Price Band of ₹ 136 and ₹ 144 per Equity Shares:

$$\text{Price to Earnings Ratio (P/E)} = \frac{\text{Floor / Cap Price}}{\text{Restated Consolidated Earnings Per Share}}$$

Particulars	Basic and Diluted EPS (in ₹)	P/E at the Floor Price (No. of times)	P/E at the Cap Price (No. of times)
a. Based on EPS of Financial Year ended March 31, 2024	12.90	10.54	11.16
b. Based on Weighted Average EPS	11.10	12.25	12.97
c. Based on Simple Average EPS	10.31	13.19	13.97

Industry PE:

	Industry Average	Industry Peer P/E Ratio	Name of the company	Face value of equity shares (₹)
Highest		22.62	S J Logistics (India) Limited	10.00
Lowest		22.62	S J Logistics (India) Limited	10.00
Average		-	-	-

Notes:

- The highest and lowest industry P/E shown above is based on the peer set provided below under "Comparison with listed industry peers". The industry average has been calculated as the arithmetic average P/E of the peer set provided below.
- P/E figures for the peer are computed based on closing market price as on July 19, 2024, divided by Basic EPS (on consolidated basis) declared by the peers available from Industry assessment Report for the Financial Year ended March 31, 2024.

3. Return on Net Worth:

$$\text{Return on Net Worth (\%)} = \frac{\text{Restated Consolidated Profit After Tax attributable to Equity Shareholders}}{\text{Net Worth}} \times 100$$

Financial Year	Return on Net Worth (%)	Weights
Financial Year ended March 31, 2024	18.92%	3
Financial Year ended March 31, 2023	19.69%	2
Financial Year ended March 31, 2022	20.29%	1
Weighted Average	19.40%	

Note: 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.

4. Net Asset Value per Equity Share:

$$\text{Restated Net Asset Value per equity share (₹)} = \frac{\text{Restated Consolidated Net Worth as at the end of the year}}{\text{Number of Equity Shares outstanding}}$$

Particular	Amount (in ₹)
Financial Year ended March 31, 2024	65.99
Financial Year ended March 31, 2023	50.13
Financial Year ended March 31, 2022	40.26
After the Issue	
-At Floor Price	84.88
-At Cap Price	87.03
-At Issue Price*	[●]

*To be determined after the book-building process

Notes:

- Weighted average = Aggregate of year-wise weighted EPS divided by the aggregate of weights i.e. sum of (EPS x Weight) for each year / Total of weights.
- Basic and diluted EPS are based on the Restated Consolidated Financial Information.
- The face value of each Equity Share is ₹ 10.
- Number of shares are adjusted by Increase in Capital through issue of Bonus shares on February 16, 2024 in the ratio of 25:1 i.e., 25 (Twenty-Five) Equity Shares for every 1 (One) Equity Share held.

Comparison of Accounting Ratios with Peer Group Companies:

Name of the company	Standalone / Consolidated	Face Value (₹)	Current Market Price (₹)	EPS (₹) Basic	P/E Ratio	RoNW (%)	NAV per Equity Share (₹)	Revenue from operations (₹ in Lakhs)
Ashapura Logistics Limited	Consolidated	10.00	144.00@	12.90	11.16	18.92%	65.99	19,900.91
Peer Group								
S J Logistics (India) Limited	Standalone	10.00	453.15	8.92	50.80	10.85%	64.12	14,871.41
S J Logistics (India) Limited	Consolidated	10.00	453.15	20.03	22.62	20.18%	77.36	27,086.02

Source: All the financial information for listed industry peer mentioned above is on consolidated and standalone basis sourced from the Annual Reports/Information of the peer company uploaded on the NSE website for the year ended March 31, 2024.

@ Assuming at Cap price

Financial Information of S J Logistics (India) Limited is taken on both standalone and consolidated basis as consolidated financial information for S J Logistics (India) Limited is available for FY 2024 and FY 2023.

Notes:

- P/E Ratio for peer group has been computed based on the closing market price of equity shares on the NSE on July 19, 2024 divided by the Diluted EPS.
- RoNW is computed as net profit after tax divided by the closing net worth. Net worth has been computed as sum of share capital and reserves and surplus.
- NAV is computed as the closing net worth divided by the closing outstanding number of equity shares adjusted for bonus and sub-division of shares.
- The face value of Equity Shares of our Company is ₹ 10/- per Equity Share and the Issue price is [●] times the face value of equity share.
- The Issue Price of [●] is determined by our Company in consultation with the Book Running Lead Manager is justified based on the above accounting ratios. For further details, please refer to the section titled "Risk Factors" and chapters titled "Business Overview" and "Restated Financial Information" beginning from page 29, 128 and 188 respectively of this Red Herring Prospectus.

(Continued on next Page ...)

નીતિ આયોગના વાર્ષિક ચેરમેન

બજેટના પ્રસ્તાવો લાંબા ગાળાના સુધારા માટે આધાર તૈયાર કરશે

પીટીઆઈ

નવી દિલ્હી, તા. ૨૪

નીતિ આયોગના વાર્ષિક ચેરમેન સુમન બેરીએ બુધવારે જણાવ્યું હતું કે, નાણાં મંત્રી દ્વારા તેમની બજેટ સ્પીચમાં જાહેર કરવામાં આવેલા ડાયરેક્ટ ટેક્સ તથા કસ્ટમ્સ ડ્યુટી રેટ્સની સમીક્ષા લાંબા ગાળાની સુધારણા માટેનો આધાર તૈયાર કરશે. બેરીએ વધુમાં કહ્યું હતું કે, ૨૦૨૪-૨૫ માટેનું બજેટ

માળખાગત બજેટ હતું, જે કાર્યબળ તથા ખાનગી ક્ષેત્ર વચ્ચે સર્બંધ પ્રસ્થાપિત કરીને શ્રમ ઉત્પાદકતા સુધારવામાં સહાયક નીવડશે. બજેટ (૨૦૨૪-૨૫) દરખાસ્તો આગામી છ મહિનામાં કરવાના રહેતા ડાયરેક્ટ ટેક્સ, કસ્ટમ્સ ડ્યુટી રેટ્સની સમીક્ષા માટેનો રોડમેપ પૂરો પાડે છે અને તે લાંબા ગાળાની સુધારણા માટેનો આધાર તૈયાર કરશે, એમ તેમણે એક મુલાકાત દરમિયાન

જણાવ્યું હતું. ઉદ્યોગનીય છે કે, સરકારે મંગળવારે જાહેરાત કરી હતી કે, તે ઈન્કમ ટેક્સ એક્ટનું વાચન સરળ બનાવવા માટે તો સમાવેશક સમીક્ષા હાથ ધરશે. ૨૦૨૪-૨૫ માટેનું કેન્દ્રીય બજેટ રજૂ કરતાં નાણાં પ્રધાન નિર્મલા સીતારામને જણાવ્યું હતું કે, સરકાર ટીડીએસ ડિફેલ્ટ્સ માટે એસઓપી (સ્ટાન્ડર્ડ ઓપરેટિંગ પ્રોસીજર) રજૂ કરશે. હું હવે ઈન્કમ ટેક્સ એક્ટ,

૧૯૬૧ની સમાવેશક સમીક્ષાની જાહેરાત કરી રહી છું. આ પાછળનો આશય અધિનિયમને સમજવામાં સરળ કરવાનો છે. આમ કરવાથી વિવાદો ઘટશે. આ કામગીરી છ માસમાં પૂરી થવાની દરખાસ્ત છે, એમ સીતારામને જણાવ્યું હતું. સાથે જ તેમણે એમ પણ કહ્યું કે, બજેટ, ૨૦૨૨-૨૩માં સરકારે સંખ્યાબંધ કસ્ટમ્સ ડ્યુટી રેટ્સ ઘટાડી દીધા હતા.

ફૂકિંગ ઓઈલ્સમાં ઈમ્પોર્ટ ડ્યુટી ન વધતાં એસઈએમાં નિરાશાનું મોજું

પીટીઆઈ

નવી દિલ્હી, તા. ૨૪

ખાદ્ય તેલ ઉદ્યોગની સંસ્થા એસઈએએ બુધવારે જણાવ્યું સરકારે તેલીબિયાંના સ્થાનિક ઉત્પાદનને વેગ આપવા માટે તેનો લક્ષ્યાંક ઘટાડવા કરવા પયામિ ભંડોળ પૂરું પાડ્યું જોઈએ. આ સાથે જ સંસ્થાએ બજેટમાં રસોઈ માટેના તેલ પરની આયાત ડ્યુટી ઘટાડવાની ન હતી, એ મામલે નિરાશા વ્યક્ત કરી હતી.

મંગળવારે તેમની બજેટ સ્પીચમાં નાણાં મંત્રી નિર્મલા સીતારામને કહ્યું હતું કે, કઠોળ તથા તેલીબિયાં મામલે સ્વ-નિર્ભર થવા માટે આપણે તેમના ઉત્પાદન, સંગ્રહ તેમજ માર્કેટિંગને મજબૂત બનાવીશું. વચગાળાના બજેટમાં કરવામાં આવેલી જાહેરાત પ્રમાણે, રાઈ, તલ, મગફળી, સોયાબિન અને સુર્યમુખીનાં બી જેવાં તેલીબિયાંના ઉત્પાદન મામલે આત્મનિર્ભરતા ધરાવવા માટેની રણનીતિ ગોઠવવામાં આવી રહી છે, એમ તેમણે જણાવ્યું હતું.

બજેટની દરખાસ્ત અંગે પ્રતિભાવ આપતાં સોલ્વેન્ટ એક્સ્ટ્રેક્ટર્સ એસોસિએશન ઓફ ઈન્ડિયા (એસઈએ)ના પ્રેસિડેન્ટ અજય ઝુનઝુનાલાએ જણાવ્યું હતું કે, રાઈ, તલ, મગફળી, સોયાબિન અને સુર્યમુખીનાં બી મહત્વપૂર્ણ તેલીબિયાં પર કેન્દ્રીય નેશનલ મિશન ફોર એડિબલ

ઓઈલ્સની જાહેરાત કરવા બદલ અમે સરકારને ધન્યવાદ પાઠવીએ છીએ. આ પહેલાં ડિવેલપ્મેન્ટ ઓફ આપની વેરાચટી માટે સંશોધન, આધુનિક ખેતીની તકનીકો અપનાવવી, માર્કેટ લિન્કેજીઝ પ્રસ્થાપિત કરવા, ખરીદી, મૂલ્ય વર્ધન તથા પાક વીમા કવચ જેવાં અગત્યનાં પાસાંને સમાવિષ્ટ કરી દેવામાં આવ્યાં છે, એમ તેમણે એસોસિએશનના સભ્યોને પાઠવેલા પત્રમાં જણાવ્યું હતું.

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KPIs OF OUR COMPANY

Particulars	For the Period / Year ended on		
	31-Mar-24	31-Mar-23	31-Mar-22
Revenue from Operations (₹ in Lakhs)	19,900.91	22,181.65	22,696.53
EBITDA (₹ in Lakhs)	2,621.18	2,217.10	2,091.93
EBITDA Margin (%)	13.17%	10.00%	9.22%
Profit After Tax (₹ in Lakhs)	1,235.71	944.49	781.56
PAT Margin (%)	6.21%	4.26%	3.44%
Net Debt	3,581.23	3,358.09	4,186.38
Debt equity ratio	0.63	0.73	1.11
Net Debt to EBITDA	1.37	1.51	2.00
RoE (%)	21.82%	21.84%	22.61%
RoCE (%)	20.69%	18.68%	18.49%
Net Fixed Asset Turnover (In Times)	6.52	7.23	6.90
Operating Cash Flows (₹ in Lakhs)	599.09	1,557.40	2,115.42
Working capital days	74.00	35.00	24.00
Working Capital Turnover Ratio	4.97	10.33	15.43

Notes:

- Revenue from Operations means the Revenue from Operations as appearing in the Restated Consolidated Financial Statements.
- EBITDA is calculated as profit for the period / year, plus tax expenses (consisting of current tax, deferred tax and current taxes relating to earlier years), finance costs and depreciation and amortization expenses reduced by other income.
- EBITDA Margin (%) is calculated as EBITDA divided by Revenue from Operations.
- Profit After Tax Means Profit for the period/year as appearing in the Restated Consolidated Financial Statements.
- PAT Margin (%) is calculated as Profit for the year/period as a percentage of Revenue from Operations.
- Net debt is calculated as total debt minus cash and cash equivalents. Total debt is computed as non-current borrowings plus current borrowings.
- Debt equity ratio is calculated as Total debt/total equity.
- Net Debt to EBITDA is calculated as calculated as Net Debt divided by EBITDA.
- RoE (Return on Equity) (%) is calculated as net profit after tax for the year / period divided by Average Shareholder Equity.
- RoCE (Return on Capital Employed) (%) is calculated as earnings before interest and taxes divided by average capital employed. Capital Employed includes Tangible Net Worth, Long-Term Borrowing, Short-Term Borrowing and Deferred Tax Liability/(Deferred Tax Asset).

- Net Fixed Asset Turnover is calculated as Net Turnover divided by Average Fixed Assets which consists of property, plant and equipment, capital work-in-progress and intangible assets, if any.
- Operating cash flows means net cash generated from operating activities as mentioned in the Restated Consolidated Financial Statements.
- Working capital days is calculated as working capital multiples with respective days divided by revenue from operations. Working capital refers to current assets minus current liability.
- Working capital turnover ratio is calculated as revenue from operation plus other operating revenue divided by working capital. Working capital refers to current assets minus current liabilities

OPERATIONAL KPIs OF THE COMPANY:

Sr. No.	Particulars	For the Period / Year ended on		
		31-Mar-24	31-Mar-23	31-Mar-22
1	Total Number of Owned Trucks	250	231	228
	a. Number of Owned Trucks under Ashapura Logistics Limited	69	50	47
	b. Number of Owned Trucks under Jai Ambe	181	181	181
2	Transmovers Private Limited	560	536	508
	a. Total Number of Customers Number of Customers under Ashapura Logistics Limited	370	362	368
	b. Number of Customers under Jai Ambe Transmovers Private Limited	140	140	110
3	Transmovers Private Limited	560	536	508
	a. Total Number of Customers Number of Customers under Ashapura Logistics Limited	370	362	368
	b. Number of Customers under Jai Ambe Transmovers Private Limited	140	140	110
4	Total Number of Warehouses	7	11	11
	a. Number of Warehouses under Ashapura Logistics Limited	2	5	5
	b. Number of Warehouses under Ashapura Warehousing Private Limited	5	6	6
5	Square Feet of Warehouses	2,84,392	2,87,392	2,79,392
	a. Number of Customers under Ashapura Logistics Limited	35,500	67,500	67,500
	b. Number of Warehouses under Ashapura Warehousing Private Limited	2,47,892	2,19,892	2,11,892
6	Total Number of Containers Handled	1,35,100	1,39,394	1,41,354
	a. 20 TEUs	12,100	10,148	13,253
	b. 40 TEUs	1,23,000	1,29,246	1,28,101
7	Total Number of Employees	296	244	250

IN TERMS OF THE SEBI CIRCULAR NO. CIR/CFD/POLICYCELL/11/2015, DATED NOVEMBER 10, 2015 AND THE ALL-POTENTIAL INVESTORS SHALL PARTICIPATE IN THE ISSUE ONLY THROUGH AN APPLICATION SUPPORTED BY BLOCKED AMOUNT ("ASBA") PROCESS PROVIDING DETAILS ABOUT THE BANK ACCOUNT WHICH WILL BE BLOCKED BY THE SELF-CERTIFIED SYNDICATE BANKS ("SCSBS") FOR THE SAME. FURTHER PURSUANT TO SEBI CIRCULAR BEARING NO. SEBI/HO/CFD/TPD1/CIR/P/2023/140, FOR IMPLEMENTATION OF PHASED III FOR UPI FACILITY, WHICH IS EFFECTIVE FROM DECEMBER 01, 2023 ON MADATORY BASIS, ALL POTENTIAL BIDDERS (EXCEPT ANCHOR INVESTORS) ARE REQUIRED TO MANDATORILY UTILIZE THE APPLICATION SUPPORTED BY BLOCKED AMOUNT ("ASBA") PROCESS PROVIDING DETAILS OF THEIR RESPECTIVE ASBA ACCOUNTS OR UPI ID (IN CASE OF RIIS), IN WHICH THE CORRESPONDING APPLICATION AMOUNTS WILL BE BLOCKED BY THE SCSBS OR UNDER THE UPI MECHANISM, AS APPLICABLE. FOR DETAILS IN THIS REGARD, SPECIFIC ATTENTION IS INVITED TO "ISSUE PROCEDURE" ON PAGE NO. 258 OF THE PROSPECTUS. IN CASE OF DELAY, IF ANY IN UNBLOCKING/REFUND THE FUND, OUR COMPANY SHALL PAY INTEREST ON THE APPLICATION MONEY AT THE RATE OF 15% PER ANNUM FOR THE PERIOD OF DELAY. THE ISSUE IS BEING MADE UNDER PHASE III OF THE UPI (ON A MANDATORY BASIS).

BID / ISSUE PROGRAM

ANCHOR INVESTORS BIDDING DATE: Monday, July 29, 2024

BID OPENING DATE : Tuesday, July 30, 2024

BID CLOSING DATE (T day) : Thursday, August 01, 2024

Finalization of basis of allotment with the Designated Stock Exchange/ Allotment of Securities (T + 1 Day)	On or before Friday, August 02, 2024	Credit of Equity Shares to demat accounts of Allotees (T + 2 Days)	On or before Monday, August 05, 2024
Initiation of Unblocking of Funds/refunds (T + 2 Days)	On or before Monday, August 05, 2024	Commencement of Trading of Equity Shares on the Stock Exchanges/Listing Date (T + 3 Days)	On or before Tuesday, August 06, 2024

Timelines for Submission of Application

Application Submission by Investors

Electronic Applications (Online ASBA through 3-in-1 accounts) – Upto 5 pm on T day.
 Electronic Applications (Bank ASBA through Online channels like Internet Banking, Mobile Banking and the Syndicate UPI ASBA etc) – Upto 4 pm on T day.
 Electronic Applications (Syndicate Non-Retail, Non Individual Applications) – Upto 3 pm on T day.
 Physical Applications (Bank ASBA) – Upto 1 pm on T day.
 Physical Applications (Syndicate Non-Retail, Non Individual Applications of QIBs and NIIs) – Upto 12 pm on T day and Syndicate members shall transfer such applications to banks before 1 pm on T day.

UPI Mandate acceptance time: T day – 5 pm

Issue Closure:

T day – 4 pm for QIB and NII categories

T day – 5 pm for Retail and other reserved categories

In case of any revisions in the Price Band, the Bid/Issue Period will be extended by 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, 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 Exchange, by issuing a press release, and also by indicating the change on the respective websites of the Book Running Lead Managers and the terminals of the other members of the Syndicate and by intimation to Designated Intermediaries and the Sponsor Bank, as applicable.

This Issue is being made through the Book Building Process, in terms of Rule 19(2)(b) of the Securities Contracts (Regulation) Rules, 1957, as amended ("SCRR") read with Regulation 229 of the SEBI ICDR Regulations and in compliance with Regulation 253 of the SEBI ICDR Regulations, wherein not more than 50.00% of the Net Issue shall be available for allocation on a proportionate basis to Qualified Institutional Buyers ("QIBs") (the "QIB Portion"), provided that our Company may, in consultation with the Book Running Lead Manager, allocate up to 60% of the Net QIB Portion to Anchor Investors on a discretionary basis in accordance with the SEBI ICDR Regulations ("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 Anchor Investor Allocation Price. In the event of under-subscription, or non-allocation in the Anchor Investor Portion, the balance Equity Shares shall be added to the Net QIB Portion. Further, 5.00% of the Net QIB Portion shall be available for allocation on a proportionate basis to Mutual Funds only, and the remainder of the Net QIB Portion shall be available for allocation on a proportionate basis to all QIB Bidders, including Mutual Funds, subject to valid Bids being received at or above the Issue Price. However, if the aggregate demand from Mutual Funds is less than 5.00% of the Net QIB Portion, the balance Equity Shares available for allocation in the Mutual Fund Portion will be added to the remaining Net QIB Portion for proportionate allocation to QIBs. Further, not less than 15.00% of the Net Issue shall be available for allocation on a proportionate basis to Non-Institutional Investors and not less than 35.00% of the Net Issue shall be available for allocation to Retail Individual Investors in accordance with the SEBI ICDR Regulations, subject to valid Bids being received from them at or above the Issue Price. All Bidders (except Anchor Investors) are required to participate in the Issue by mandatorily utilizing the Application Supported by Blocked Amount ("ASBA") process by providing details of their respective ASBA Account (as defined hereinafter) in which the corresponding Bid Amounts will be blocked by the Self Certified Syndicate Banks ("SCSBS") or under the UPI Mechanism, as the case may be, to the extent of respective Bid Amounts. For details, see "Issue Procedure" on page 258 of Red Herring Prospectus.

Bidders / Applicants should note that on the basis of PAN, DP ID and Client ID as provided in the Bid cum Application Form, the Bidders/Applicants may be deemed to have authorized the Depositories to provide to the Registrar to the Issue, any requested Demographic Details of the Bidders/Applicants as available on the records of the depositories. These Demographic Details may be used, among other things, for or unblocking of ASBA Account or for other correspondence(s) related to an 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 Applicants' sole risk. Bidders / Applicants should ensure that PAN, DP ID and the Client ID are correctly filled in the Bid cum Application Form. The PAN, DP ID and Client ID provided in the Bid cum Application Form should match with the PAN, DP ID and 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.

Contents of the Memorandum of Association of the Company as regards its objects: For information on the main objects and other objects of our Company, see "History and Certain Corporate Matters" on page 151 of the Red Herring Prospectus and Clause III of the Memorandum of Association of our Company. The Memorandum of Association of our Company is a material document for inspection in relation to the Issue. For further details, see the section "Material Contracts and Documents for Inspection" on page 301 of the Red Herring Prospectus.

Liability of Members of the Company: Limited by shares.

AMOUNT OF SHARE CAPITAL OF THE COMPANY AND CAPITAL STRUCTURE: The Authorised share capital of the Company is ₹ 15,00,00,000 divided into 15000000 Equity Shares of ₹ 10 each. The issued, subscribed and paid-up share capital of the Company before the Issue is ₹ 9,89,91,210 divided into 9899121 Equity Shares of ₹ 10 each. For details of the Capital Structure, see "Capital Structure" on the page 69 of the Red Herring Prospectus.

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 for by them at the time of signing of the Memorandum of Association of our Company: Mr. Sujith Chandrasekhar Kurup – 4000 Equity Shares, Mr. Chetan Ramesh Thakkar – 4000 Equity Shares and Mr. Samir Nanal Shah – 4000 Equity Shares. For details of the Capital Structure, see "Capital Structure" on the page 69 of the Red Herring Prospectus.

LISTING: The Equity Shares Issue through the Red Herring Prospectus are proposed to be listed on the Emerge Platform of National Stock Exchange of India Limited. Our Company has received an in-principle approval from the National Stock Exchange of India Limited for the listing of the Equity Shares pursuant to letter dated July 09, 2024. For the purposes of the Issue, the Designated Stock Exchange shall be Emerge Platform of National Stock Exchange of India Limited. A signed copy of the Red Herring Prospectus has been submitted with the ROC on July 23, 2024 and Prospectus shall be submitted for registration to the RoC in accordance with Section 26(4) of the Companies Act, 2013. For details of the material contracts and documents available for inspection from the date of the Red Herring Prospectus up to the Bid/Issue Closing Date, see "Material Contracts and Documents for Inspection" on page 301 of the Red Herring Prospectus.

DISCLAIMER CLAUSE OF SECURITIES AND EXCHANGE BOARD OF INDIA (SEBI): Since the Issue is being made in terms of Chapter IX of the SEBI (ICDR) Regulations, 2018, the Draft Red Herring Prospectus/Red Herring Prospectus was filed with SEBI. In terms of the SEBI Regulations, the SEBI shall not issue any observation on the Issue Document. Hence there is no such specific disclaimer clause of SEBI. However, investors may refer to the entire Disclaimer Clause of SEBI beginning on page 239 of the RHP.

DISCLAIMER CLAUSE OF NSE (THE DESIGNATED STOCK EXCHANGE): It is to be distinctly understood that the permission given by National Stock Exchange of India Limited ("NSE") should not in any way be deemed or construed that the offer document has been cleared or approved by NSE nor does it certify the correctness or completeness of any

of the contents of the offer Document. The investors are advised to refer to page 240 of the Red Herring Prospectus for the full text of the Disclaimer clause of National Stock Exchange of India Limited.

GENERAL RISK: Investments in equity and equity-related securities involve a degree of risk and investors should not invest any funds in this Issue unless they can afford to take the risk of losing their investment. Investors are advised to read the risk factors carefully before taking an investment decision in this Issue. For taking an investment decision, investors must rely on their own examination of the Issue and this Issue, including the risks involved. The Equity Shares have not been recommended or approved by the Securities and Exchange Board of India ("SEBI"), nor does SEBI guarantee the accuracy or adequacy of the contents of the Red Herring Prospectus. Specific attention of the investors is invited to "Risk Factors" on page 29 of the Red Herring Prospectus.

BOOK RUNNING LEAD MANAGER TO THE ISSUE	REGISTRAR TO THE ISSUE	COMPANY SECRETARY AND COMPLIANCE OFFICER
<p>BEELINE</p> <p>BEELINE CAPITAL ADVISORS PRIVATE LIMITED</p> <p>SEBI Registration Number: INM000012917</p> <p>Address: B 1311-1314, Thirteenth Floor, Ship Corporate Park, Rajpath Rangoli Road, Thaltej, Ahmedabad, Gujarat – 380054, India.</p> <p>Telephone Number: 079 4918 5784</p> <p>Email Id: mb@beelinemb.com</p> <p>Investors Grievance Id: ig@beelinemb.com</p> <p>Website: www.beelinemb.com</p> <p>Contact Person: Mr. Nikhil Shah</p> <p>CIN: U67190GJ2020PTC114322</p>	<p>KFINTECH</p> <p>KFIN TECHNOLOGIES LIMITED</p> <p>SEBI Registration Number: INR000002221</p> <p>Address: Selenium Tower-B, Plot 31 & 32, Gachibowli, Financial District, Nanakramguda, Seelingsampally, Hyderabad – 500 032, Telangana.</p> <p>Tel. Number: +91 40 6716 2222</p> <p>Toll Free No: 1800 309 4001</p> <p>Email Id: all ipo@kfintech.com</p> <p>Investors Grievance Id: einward_ris@kfintech.com</p> <p>Website: www.kfintech.com</p> <p>Contact Person: M Murali Krishna</p> <p>CIN: L72400TG2017PLC117649</p>	<p>ashapura always ahead</p> <p>ASHAPURA LOGISTICS LIMITED</p> <p>Mrs. Priyanka Jain</p> <p>Address: B-902 Shapath Hexa, Opp. High Court, S.G. Highway, Sola, Ahmedabad- 380060, Gujarat, India.</p> <p>Tel No: 079-66111150</p> <p>Email: cs.compliance@ashapura.in</p> <p>Website: www.ashapura.in</p> <p>Investors can contact the Company Secretary and Compliance Officer or the BRLMs 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 Allotted Equity Shares in the respective beneficiary account and refund orders, etc.</p>

AVAILABILITY OF RED HERRING PROSPECTUS: Investors are advised to refer to the Red Herring Prospectus and the Risk Factors contained therein before applying in the Issue. Full copy of the Red Herring Prospectus is available on the website of the SEBI at www.sebi.gov.in, website of the Company at www.ashapura.in, the website of the BRLM to the Issue at www.beelinemb.com, the website of NSE i.e. www.nseindia.com, respectively.

AVAILABILITY OF BID-CUM-APPLICATION FORMS: Bid-Cum-Application forms can be obtained from the Registered Office of the Company: Ashapura Logistics Limited, Telephone: 079-66111150; BRLM: Beeline Capital Advisors Private Limited, Telephone: 079 4918 5784 and the Syndicate Member: Spread X Securities Private Limited Telephone: +91 79 6907 2018 and at the selected locations of the Sub-Syndicate Members, Registered Brokers, RTAs and CDPs participating in the Issue. Bid-cum-application Forms will also be available on the websites of NSE and the designated branches of SCSBS, the list of which is available at websites of the stock exchanges and SEBI.

ESCROW COLLECTION BANK/ REFUND BANK/ PUBLIC ISSUE ACCOUNT BANK/ SPONSOR BANK: Axis Bank Limited. UPI: Retail Individual 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 Red Herring Prospectus.

On behalf of Board of Directors
 For, Ashapura Logistics Limited
 sd/-
 Sujith Chandrasekhar Kurup
 Chairman and Managing Director

Place: Ahmedabad
 Date: July 24, 2024

Disclaimer: Ashapura Logistics Limited is proposing, subject to applicable statutory and regulatory requirements, receipt of requisite approvals, market conditions and other considerations, to make an initial public issue of its Equity Shares and has filed the RHP with the Registrar of Companies, Ahmedabad on July 23, 2024 and thereafter with SEBI and the Stock Exchanges. The RHP is available on the websites of SEBI at www.sebi.gov.in, website of the Company at www.ashapura.in, the website of the BRLM to the Issue at www.beelinemb.com, the website of NSE i.e. www.nseindia.com, respectively. Any potential investors should note that investment in equity shares involves a high degree of risk and for details relating to the same, please refer to the RHP including the section titled "Risk Factors" beginning on page 29 of 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 (the "Securities Act") or any state securities laws in the United States, and unless so registered, and may not be issued or sold within the United States, except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the Securities Act and in accordance with any applicable U.S. state securities laws. The Equity Shares are being offered and sold outside the United States in "offshore transactions" in reliance on Regulation S under the Securities Act and the applicable laws of each jurisdiction where such offers and sales are made. There will be no public offering in the United States.