



BEACON TRUSTEESHIP LIMITED

Corporate Identity Numbers: U74999MH2015PLC271288

Our Company was originally incorporated as "Beacon Trusteeship Limited" as a Public limited company under the provisions of the Companies Act, 2013 vide Certificate of Incorporation dated December 23, 2015, issued by the Registrar of Companies, Mumbai. The Corporate Identification Number of our Company is U74999MH2015PLC271288. For details of change in registered office of our Company, please refer to chapter titled "History and Corporate Structure" beginning on page no. 128 of the Prospectus.

Registered Office & Corporate Office: 5W, 5th Floor, The Metropolitan, Bandra Kurla Complex, Bandra (East), Mumbai, Mumbai, Maharashtra, India-400051.

Website: www.beacontrustee.co.in; | E-Mail: ipo@beacontrustee.co.in; | Telephone No: +91 95554 49955, | Company Secretary and Compliance Officer: Ms. Pratibha Tripathi

PROMOTERS OF OUR COMPANY: PRASANA ANALYTICS PRIVATE LIMITED AND MR. PRATAP Singh INDRAJITSINGH NATHANI

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

BASIS OF ALLOTMENT

INITIAL PUBLIC OFFER OF 5420000 EQUITY SHARES OF FACE VALUE OF ₹ 10/- EACH OF BEACON TRUSTEESHIP LIMITED ("BTL" OR THE "COMPANY" OR THE "OFFEROR") FOR CASH AT A PRICE OF ₹ 60/- PER EQUITY SHARE INCLUDING A SHARE PREMIUM OF ₹ 50/- PER EQUITY SHARE (THE "OFFER PRICE") AGGREGATING TO ₹ 3252.00 LAKHS ("THE OFFER") COMPRISING OF A FRESH ISSUE 3872000 EQUITY SHARES AGGREGATING TO ₹ 2323.20/- LAKHS (THE "FRESH ISSUE") AND AN OFFER FOR SALE OF 1548000 EQUITY SHARES BY PROMOTER SELLING SHAREHOLDER- PRASANA ANALYTICS PRIVATE LIMITED AND SELLING SHAREHOLDER – MR. KAUSTUBH KULKARNI AGGREGATING TO ₹ 928.80/- LAKHS ("OFFER FOR SALE"), OF WHICH 272000 EQUITY SHARES OF FACE VALUE OF ₹ 10/- EACH FOR CASH AT A PRICE OF 60/- PER EQUITY SHARE INCLUDING A SHARE PREMIUM OF ₹ 50/- PER EQUITY SHARE AGGREGATING TO ₹ 163.20 LAKHS WILL BE RESERVED FOR SUBSCRIPTION BY MARKET MAKER TO THE OFFER (THE "MARKET MAKER RESERVATION PORTION"). THE OFFER LESS THE MARKET MAKER RESERVATION PORTION i.e. NET OFFER OF 5148000 EQUITY SHARES OF FACE VALUE OF ₹ 10/- EACH AT A PRICE OF ₹ 60/- PER EQUITY SHARE INCLUDING A SHARE PREMIUM OF ₹ 50/- PER EQUITY SHARE AGGREGATING TO ₹ 3088.80 LAKHS IS HEREIN AFTER REFERRED TO AS THE "NET OFFER". THE OFFER AND THE NET OFFER WILL CONSTITUTE 30.00 % AND 28.50 %, RESPECTIVELY, OF THE POST OFFER PAID UP EQUITY SHARE CAPITAL OF OUR COMPANY. THE FACE VALUE OF THE EQUITY SHARES IS ₹ 10/- EACH.

PRICE BAND: ₹ 57/- TO 60/- PER EQUITY SHARE OF FACE VALUE ₹ 10/- EACH

ISSUE PRICE: ₹ 60.00 PER EQUITY SHARE OF FACE VALUE ₹ 10/- EACH. THE ISSUE PRICE IS 6.00 TIMES OF THE FACE VALUE

Risks to Investors:

● The Merchant Banker associated with the Issue has handled 39 public issues out of which 2 issue closed below issue price on listing date.
BRLM associated with the issuer has handled 39 Public issues in last 3 Financial years, below are the details;

Particulars	Numbers of issues/Offer Handled	Issue closed below issue price on listing date
Main Board	Nil	Nil
SME	39	2

● Average cost of acquisition of Equity Shares held by the Promoters and Selling Shareholders is mentioned below

Sr. No.	Name of Promoters and Selling Shareholders	No. of Equity Shares held	Average Cost of Acquisition per equity share (in ₹)*
1.	Prasana Analytics Private Limited	9167566	0.75
2.	Mr. Kaustubh Kiran Kulkarni	1053049	4.37
3.	Mr. Pratapsingh Indrajitsingh Nathani	466047	Negative

**The average cost of acquisition of Equity Shares by our Promoter has been calculated by taking into account the amount paid by him to acquire Shares by way of allotment and Transfer as reduced by amount received on sell of shares i.e., net of sale consideration is divided by net quantity of shares acquired.*

● Issue Price at the upper end of the Price Band is ₹ 60.00/- per Equity Share.

● Weighted Average Return on Net worth for Fiscals 2024, 2023 and 2022 is 28.56%.

BID/ISSUE PROGRAM

ANCHOR INVESTOR BIDDING DATE WAS: MONDAY, MAY 27, 2024

BID/ISSUE OPENED ON: TUESDAY, MARCH 28, 2024;

BID/ ISSUE CLOSED ON: THURSDAY, MAY 30, 2024

This Issue was been 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"). 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 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. Anchor Investors are not permitted to participate in the Issue through the ASBA process. For details, see "Offer Procedure" on page 218 of the Prospectus.

The bidding for Anchor investors was opened and closed on Monday, May 27, 2024. The company received 9 Anchor Investors application for 30,18,000 Equity Shares. The Anchor Investor Allocation Price was finalized at ₹ 60.00 per Equity Share. A total of 15,42,000 Equity Shares were allotted under the Anchor Investor portion aggregating to ₹ 9,25,20,000.

The issue (excluding Anchor Investor Portion) received applications for 1,686,374,000 Equity Shares (before rejections and after invalid bids Multiple/Duplicate) resulting in 434.86 times subscription (including reserved portion of market maker). The Details of the total Valid Applications received in the 1,664,292,000 issues are for Equity Shares from various categories and are as under:

Detail of the Before rejection Applications Received:

SR NO	CATEGORY	NO OF APPLICATION	NO OF SHARES	RESERVED	NO OF TIMES SUBSCRIPTION	AMOUNT
1	MARKET MAKER	1	2,72,000	2,72,000	1.00	1,63,20,000
2	ANCHOR	9	30,18,000	15,42,000	1.96	9,25,20,000
3	QIB	74	16,56,22,000	10,30,000	160.80	6,18,00,000
4	HNI	38,284	60,72,84,000	7,74,000	784.60	4,64,40,000
5	RETAIL	4,56,088	91,21,76,000	18,02,000	506.20	10,81,20,000
	TOTAL	4,94,456	1,68,83,72,000	54,20,000	311.51	32,52,00,000

2. Allocation to Non-Institutional Investors (After Rejections & Withdrawal): The Basis of Allotment to Other than Retail Individual Investors, who have bid at Issue Price of ₹ 60/- per equity shares or above, was finalized in consultation with NSE. The category was subscribed by 776.19 times i.e. for 60,07,68,000 Equity Shares the total number of shares allotted in this category is 7,74,000 Equity Shares to 383 successful applicants. The category wise details of the Basis of Allotment are as under:

No. of Shares applied for (Category wise)	Number of Applications received	% to total	Total No. of Shares applied in each category	% to total	Proportionate Shares Available	Ration of allottees to applicants	Total No. of shares allocated/ allotted	Surplus/ Deficite (8) - (6)	
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	
4000	20529	54.6	82116000	13.66	105794	53	20529	106000	206
6000	2967	7.89	17802000	2.96	22935	4	989	24000	1065
8000	2857	7.59	22856000	3.8	29447	15	2857	30000	553
10000	1353	3.59	13530000	2.25	17431	3	451	18000	569
12000	629	1.67	7548000	1.25	9725	5	629	10000	275
14000	721	1.91	10094000	1.68	13005	1	103	14000	995
16000	1619	4.3	25904000	4.31	33373	17	1619	34000	627
18000	2725	7.24	49050000	8.16	63194	32	2725	64000	806
20000	1185	3.15	23700000	3.94	30534	1	79	30000	-534
22000	300	0.79	6600000	1.09	8503	1	75	8000	-503
24000	254	0.67	6096000	1.01	7854	2	127	8000	146
26000	155	0.41	4030000	0.67	5192	3	155	6000	808
28000	113	0.3	3164000	0.52	4076	2	113	4000	-76
30000	248	0.65	7440000	1.23	9585	5	248	10000	415
32000	133	0.35	4256000	0.7	5483	3	133	6000	517
34000	110	0.29	3740000	0.62	4818	1	55	4000	-818
36000	101	0.26	3636000	0.6	4684	2	101	4000	-684
38000	92	0.24	3496000	0.58	4504	1	46	4000	-504
40000	204	0.54	8160000	1.35	10513	5	204	10000	-513
42000	76	0.2	3192000	0.53	4112	1	38	4000	-112
44000	36	0.09	1584000	0.26	2041	1	36	2000	-41
46000	30	0.07	1380000	0.22	1778	1	30	2000	222
48000	33	0.08	1584000	0.26	2041	1	33	2000	-41
50000	119	0.31	5950000	0.99	7666	4	119	8000	334
52000	37	0.09	1924000	0.32	2479	1	37	2000	-479
54000	28	0.07	1512000	0.25	1948	1	28	2000	52
56000	18	0.04	1008000	0.16	1299	1	18	2000	701
58000	16	0.04	928000	0.15	1196	1	16	2000	804
60000	71	0.18	4260000	0.7	5488	3	71	6000	512
62000	25	0.06	1550000	0.25	1997	1	25	2000	3
64000	9	0.02	576000	0.09	742	0	9	0	-742
66000	25	0.06	1650000	0.27	2126	1	25	2000	-126
68000	7	0.01	476000	0.07	613	0	7	0	-613
70000	33	0.08	2310000	0.38	2976	2	33	4000	1024
72000	18	0.04	1296000	0.21	1670	1	18	2000	330
74000	6	0.01	444000	0.07	572	0	6	0	-572
76000	10	0.02	760000	0.12	979	1	10	2000	1021
78000	6	0.01	468000	0.07	603	0	6	0	-603
80000	43	0.11	3440000	0.57	4432	2	43	4000	-432
82000	28	0.07	2296000	0.38	2958	1	14	4000	1042
84000	26	0.06	2184000	0.36	2814	1	26	2000	-814
86000	23	0.06	1978000	0.32	2548	1	23	2000	-548
88000	8	0.02	704000	0.11	907	0	8	0	-907
90000	24	0.06	2160000	0.35	2783	1	24	2000	-783
92000	4	0.01	368000	0.06	474	0	4	0	-474
94000	4	0.01	376000	0.06	484	0	4	0	-484
96000	3	0	288000	0.04	371	0	3	0	-371
98000	4	0.01	392000	0.06	505	0	4	0	-505
100000	52	0.13	5200000	0.86	6699	3	52	6000	-699
102000	3	0	306000	0.05	394	0	3	0	-394

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(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	
104000	4	0.01	416000	0.06	536	0	4	-536	
106000	3	0	318000	0.05	410	0	3	-410	
108000	14	0.03	1512000	0.25	1948	1	14	2000	52
110000	5	0.01	550000	0.09	709	0	5	0	-709
112000	4	0.01	448000	0.07	577	0	4	0	-577
114000	4	0.01	456000	0.07	588	0	4	0	-588
118000	4	0.01	472000	0.07	608	0	4	0	-608
120000	18	0.04	2160000	0.35	2783	1	18	2000	-783
122000	3	0	366000	0.06	472	0	3	0	-472
124000	3	0	372000	0.06	479	0	3	0	-479
126000	4	0.01	504000	0.08	649	0	4	0	-649
128000	6	0.01	768000	0.12	989	1	6	2000	1011
130000	9	0.02	1170000	0.19	1507	1	9	2000	493
132000	3	0	396000	0.06	510	0	3	0	-510
134000	4	0.01	536000	0.08	691	0	4	0	-691
136000	1	0	136000	0.02	175	0	1	0	-175
138000	3	0	414000	0.06	533	0	3	0	-533
140000	10	0.02	1400000	0.23	1804	1	10	2000	196
142000	1	0	142000	0.02	183	0	1	0	-183
144000	3	0	432000	0.07	557	0	3	0	-557
146000	4	0.01	584000	0.09	752	0	4	0	-752
148000	4	0.01	592000	0.09	763	0	4	0	-763
150000	7	0.01	1050000	0.17	1353	1	7	2000	647
152000	1	0	152000	0.02	196	0	1	0	-196
154000	1	0	154000	0.02	198	0	1	0	-198
156000	1	0	156000	0.02	201	0	1	0	-201
158000	2	0	316000	0.05	407	0	2	0	-407
160000	10	0.02	1600000	0.26	2061	1	10	2000	-61
162000	3	0	486000	0.08	626	0	3	0	-626
164000	3	0	492000	0.08	634	0	3	0	-634
166000	23	0.06	3818000	0.63	4919	2	23	4000	-919
168000	8	0.02	1344000	0.22	1732	1	8	2000	268
170000	6	0.01	1020000	0.16	1314	1	6	2000	686
172000	2	0	344000	0.05	443	0	2	0	-443
174000	1	0	174000	0.02	224	0	1	0	-224
176000	2	0	352000	0.05	454	0	2	0	-454
178000	1	0	178000	0.02	229	0	1	0	-229
180000	4	0.01	720000	0.11	928	1	4	2000	1072
89	2	0	364000	0.06	469	0	2	0	-469
184000	2	0	368000	0.06	474	0	2	0	-474
186000	2	0	372000	0.06	479	0	2	0	-479
188000	2	0	376000	0.06	484	0	2	0	-484
190000	2	0	380000	0.06	490	0	2	0	-490
192000	1	0	192000	0.03	247	0	1	0	-247
194000	2	0	388000	0.06	500	0	2	0	-500
196000	1	0	196000	0.03	253	0	1	0	-253
200000	23	0.06	4600000	0.76	5926	3	23	6000	74
202000	2	0	404000	0.06	521				