प्रबंधक/ Manager

RAC-निर्गम एवं सूचीबद्धता प्रभाग-1/RAC-Division of Issues and Listing-1

निगम वित्त विभाग/Corporation Finance Department

दूरभाष सं./Phone: +91 22 2644 9969 ई-मेलाEmail: <u>ishanpm@sebi.gov.in</u>

> September 12, 2025 SEBI/HO/CFD/RAC-DIL1/P/OW/2025/24411/1

ICICI Securities Limited,
ICICI Venture House,
Appasaheb Marathe Marg,
Prabhadevi, Mumbai – 400025, Maharashtra

Kind Attn.: Mr. Ashik Joisar

महोदय, Dear Sir.

# विषय /Sub: Orkla India Limited का प्रस्तावित आईपीओ /Proposed IPO of Orkla India Limited

उपरोक्त से संबंधित प्रारूप प्रस्ताव दस्तावेज (ड्राफ्ट ऑफर डॉक्यूमेंट), भारतीय प्रतिभूति और विनिमय बोर्ड (सेबी) द्वारा मांगे गए स्पष्टीकरणों और उसके संबंध में दिए गए उत्तरों के संदर्भ में, यह सूचित किया जाता है कि इनकी जाँच करने पर यह पाया गया है कि इनमें किमयाँ हैं / भारतीय प्रतिभूति और विनिमय बोर्ड (पूँजी का निर्गमन (इश्यू) और प्रकटीकरण अपेक्षाएँ। विनियम, 2018 [सेबी (इश्यू ऑफ कैपिटल एंड डिस्क्लोज़र रिकायरमेंट्स) रेग्यूलेशन्स, 2018] के प्रावधानों और दिए गए अनुदेशों का पालन नहीं किया गया है, और आपके लिए यह जरूरी है कि आप स्टॉक एक्सचेंज और / या कंपनी रिजेस्ट्रार के पास प्रस्ताव दस्तावेज दाखिल करने से पहले उन किमयों को दूर करें और संबंधित प्रावधानों तथा दिए गए अनुदेशों का पालन करें । उपरोक्त के संबंध में की गई टिप्पणियों का और जिन शर्तों आदि का पालन किया जाना है, उनका जिक्र संलग्नक '।' और संलग्नक '।।' में किया गया है । कृपया यह भी नोट करें कि संलग्नक में जो किमयाँ बताई गई हैं / कुछ और प्रकटीकरण (डिस्क्लोज़र) करने की बात कही गई है, यह सब आपको केवल उदाहरण के तौर पर ही बताया गया है । यह सुनिश्चित करने की जिम्मेदारी आपकी है कि सभी और सही प्रकटीकरण किए जाएं।

With reference to the draft offer document in respect of captioned issue, clarifications sought by SEBI and the replies submitted therein, it is stated that on scrutiny of the same, deficiencies / instances of non-compliance of SEBI (Issue of Capital and Disclosure Requirements) Regulations, 2018 (hereinafter referred to as SEBI (ICDR) Regulations, 2018) and instructions have been observed, which are required to be rectified / complied with by you before filing the offer document with the Stock Exchange and/ or ROC. Observations on the captioned issue and other conditions to be complied with are indicated in Annexure 'I' and 'II'. It may be noted that the deficiencies / requirement of additional disclosures listed in the Annexure are merely illustrative and not exhaustive. It is your responsibility to ensure full and true disclosures.

1. बुक रिनंग लीड मैनेजर होने के नाते, आप यह सुनिश्चित करेंगे कि स्टॉक एक्सचेंज / कंपनी रिजस्ट्रार के पास प्रस्ताव दस्तावेज दाखिल करने से पहले संलग्नक में दी हुई टिप्पणियों / शर्तों आदि के अनुसार प्रस्ताव दस्तावेज में बदलाव कर लिए जाएं । कंपनी रिजस्ट्रार / स्टॉक एक्सचेंज के पास अंतिम प्रस्ताव दस्तावेज दाखिल करने से पहले आपको हमें एक पत्र भेजकर इस बात की पृष्टि करनी होगी कि अपेक्षानुसार बदलाव कर लिए गए हैं और साथ ही यह भी बताना होगा कि प्रत्येक टिप्पणी / शर्त आदि के अनुसार बदलाव कैसे किए गए हैं । इसके अलावा और कोई भी बदलाव सेबी से लिखित सहमित लिए बिना नहीं किए जाएंगे ।

As Book Running Lead Manager (LM), you shall ensure that all changes are effected based on the observations/ conditions contained in the Annexure before you file the offer document

with the stock Exchange/ROC. A letter confirming these changes and explaining, in seriatim, the manner in which each observation / condition has been dealt with along with your comments should be submitted to us, before filing the final offer document with ROC / Stock Exchange. NO FURTHER CHANGES SHOULD BE EFFECTED WITHOUT SPECIFIC WRITTEN CONSENT OF SEBI.

- 2. यह स्पष्ट किया जाता है कि भारतीय प्रतिभृति और विनिमय बोर्ड (सेबी) के पास प्रस्ताव दस्तावेज (ऑफर डॉक्यूमेंट) दाखिल करने का अर्थ किसी भी तरह से यह न लगाया जाए कि सेबी द्वारा इसे मंजुरी प्रदान कर दी गई हैं। सेबी न तो इस बात की कोई जिम्मेदारी लेता है कि जिस स्कीम या परियोजना (प्रोजेक्ट) के लिए निर्गम (इश्यू) लाए जाने का प्रस्ताव है उसकी वित्तीय स्थिति अच्छी है और न ही इस बात की जिम्मेदारी लेता है कि प्रस्ताव दस्तावेज में दी गई जानकारी या व्यक्त की गई राय सही है । अग्रणी प्रबंधकों (लीड मैनेजर्स) ने यह प्रमाणित किया है कि प्रस्ताव दस्तावेज में जो प्रकटीकरण (डिस्क्लोज़र) किए गए हैं वे मोटे तौर पर पर्याप्त हैं और जो प्रकटीकरणों (डिस्क्लोज़र) तथा निवेशक संरक्षण के संबंध में उस समय लाग सेबी के विनियमों के प्रावधानों के अनुसार किए गए हैं। अग्रणी प्रबंधक यह भी सुनिश्चित करेंगे कि ऐसा भारतीय प्रतिभूति और विनिमय बोर्ड [पँजी का निर्गमन (इश्यू) और प्रकटीकरण अपेक्षाएँ] विनियम, 2018 [सेबी (इश्यू ऑफ कैंपिटल एंड डिस्क्लोज़र रिकायरमेंट्स) रेग्यूलैशन्स, 2018] के अनुसार भी किया जाए । ऐसा करना इसलिए जरूरी है, ताकि निवेशक प्रस्तावित निर्गम (इश्यू) में निवेश करने के संबंध में सोच-समझकर निर्णय ले सकें । It is to be distinctly understood that submission of offer document to SEBI should not in any way be deemed or construed that the same has been cleared or approved by SEBI, SEBI does not take any responsibility either for the financial soundness of any scheme or the project for which the issue is proposed to be made or for the correctness of the statements made or opinions expressed in the offer document. The LMs have certified that the disclosures made in the offer document are generally adequate and are in conformity with SEBI regulations for disclosures and investor protection in force for the time being. The LMs are advised to ensure the same with respect to SEBI (ICDR) Regulations, 2018. This requirement is to facilitate investors to take an informed decision for making investment in the proposed issue.
- 3. यह भी पूरी तरह से स्पष्ट किया जाता है कि यद्यपि इस बात की जिम्मेदारी मुख्य रूप से निर्गमकर्ता (इश्युअर) कंपनी की होती है कि प्रस्ताव दस्तावेज में समस्त जरूरी जानकारी प्रकट की जाए और जो सही और पर्याप्त हो, फिर भी अग्रणी प्रबंधकों (लीड मैनेजर्स) से अपेक्षित है कि वे यह सुनिश्चित करने के लिए पूरी तत्परता (ड्यू डिलिजेंस) बरतें कि कंपनी अपनी जिम्मेदारियाँ सही ढंग से निभाए, और इसी उद्देश्य से अग्रणी प्रबंधकों ने भारतीय प्रतिभूति और विनिमय बोर्ड (मर्चेंट बैंककार) विनियम, 1992 [सेबी (मर्चेंट बैंकर्स) रेग्यूलेशन्स, 1992] के अनुसार सेबी के पास पूरी तत्परता बरते जाने के संबंध में तारीख December 30, 2024 का प्रमाणपत्र (ड्यू डिलिजेंस सर्टिफिकेट) प्रस्तुत किया है । It should also be clearly understood that while the Issuer Company is primarily responsible for the correctness, adequacy and disclosure of all relevant information in the offer document, the LMs are expected to exercise Due Diligence to ensure that the Company discharges its responsibility adequately in this behalf and towards this purpose, the LMs have furnished to SEBI a Due Diligence Certificate dated December 30, 2024, in accordance with SEBI (Merchant Bankers) Regulations, 1992.
- 4. हालाँकि, कंपनी प्रस्ताव दस्तावेज दाखिल कर देने से ही कंपनी अधिनियम, 2013 की धारा 34 के तहत दी गई किसी भी बाध्यता से मुक्त नहीं हो जाती या वह कानूनी प्रावधानों के अनुसार ली जाने वाली मंजूरी या ऐसी कोई अन्य मंजूरी लेने से मुक्त नहीं हो जाती, जो प्रस्तावित निर्गम के संबंध में लेनी जरूरी हो। हालाँकि, सेबी प्रस्ताव दस्तावेज में कोई अनियमितता या कमी पाए जाने पर कभी भी अग्रणी प्रबंधकों के खिलाफ कार्रवाई कर सकता है।

The filing of offer document does not, however, absolve the company from any liabilities under Section 34 of the Companies Act, 2013 or from the requirement of obtaining such statutory or other clearances as may be required for the purpose of the proposed issue.

अनुवर्तीः Continuationः

SEBI further reserves the right to take up, at any point of time, with the LMs any irregularities or lapses in offer document.

- 5. किसी भी प्रचार सामग्री या विज्ञापन में ऐसा कुछ भी उल्लेख नहीं किया जाएगा, जो प्रारूप प्रस्ताव दस्तावेज (ड्राफ्ट ऑफर डाक्यूमेंट) में दी गई जानकारी से भिन्न हो । इस संबंध में आपका ध्यान विशेष रूप से कंपनी अधिनियम, 2013 की धारा 36 के प्रावधानों की ओर आकर्षित किया जाता है । Any publicity materials / advertisements should not contain matters extraneous to the information contained in the draft offer document. Attention is specifically drawn to the provisions of Section 36 of the Companies Act, 2013.
- 6. अग्रणी प्रबंधक यह सुनिश्चित करें कि भारतीय प्रतिभूति और विनिमय बोर्ड [पूँजी का निर्गमन (इश्यू) और प्रकटीकरण अपेक्षाएँ। विनियम, 2018 के विनियम 25(1) और अनुसूची- III के अनुसार उपरोक्त निर्गम (इश्यू) के संबंध में फाइलिंग फीस की गणना किस प्रकार की गई है उसका एक विस्तृत विवरण, यथास्थिति, कंपनी रिजस्ट्रार के यहाँ प्रॉस्पेक्टस दाखिल किए जाने के सात दिनों के भीतर / स्टॉक एक्सचेंज के पास प्रस्ताव-पत्र (लेटर ऑफ ऑफर) दाखिल किए जाने के सात दिनों के भीतर, सेबी के पास प्रस्तुत कर दिया जाए और साथ ही अब तक अदा की गई फाइलिंग फीस का ब्यौरा भी दिया जाए।

The LMs are advised to ensure that a detailed calculation of filing fees in relation to the captioned issue in terms of regulation 25(1) and Schedule III of the SEBI (ICDR) Regulations, 2018 is submitted to SEBI within seven days of filing the Prospectus with ROC/within seven days of filing the Letter of Offer with the stock exchange, as the case may be, along with details of filing fees paid till date.

आपने जो फीस अदा की है, यदि वह वास्तव में अदा की जाने वाली फीस से कम हो, तो ऐसे में अग्रणी प्रबंधक यह सुनिश्चित करेंगे और इस बात की पुष्टि करेंगे कि सेबी को शेषफीस अदा किए जाने के संबंध में इन विनियमों की अनुसूची-III के प्रावधानों का पालन किया गया है।

If filing fees paid by you is less than the actual fees required to be paid, the LMs are advised to ensure and confirm compliance with the provisions of Schedule III of the said Regulations in regard to payment of the balance fees to SEBI.

आपने जो फीस अदा की है, यदि वह वास्तव में अदा की जाने वाली फीस से अधिक हो, तो ऐसे में आप सेबी को सूचित करेंगे कि कितनी फीस लौटाई जानी है, साथ ही आप यह भी बताएंगे कि आपने लौटाई जाने वाली फीस की रकम की गणना कैसे की है और सेबी को किसके नाम पर चेक जारी करना होगा।

If filing fees paid by you are more than the actual fees required to be paid, you are advised to inform SERI shout the acquired to be paid, and the second to inform SERI shout the acquired to be paid, you are advised to inform SERI shout the acquired to be paid, you are advised to inform SERI shout the acquired to be paid.

to inform SEBI about the amount to be refunded, along with detailed calculation of amount refundable and name of the person in whose favour the cheque may be issued by SEBI.

- 7. प्रस्तावित निर्गम (इश्यू) इस अभिमत पत्र के जारी होने की तारीख से 12 महीनों के भीतर पैसा लगाने (अभिदान करने / सब्स्क्रिप्शन) के लिए खोला जा सकता है ।

  The proposed issue can open for subscription within a period of 12 months from the date of issuance of this observation letter.
- आपसे अनुरोध है कि इस पत्र की प्राप्ति के दिवस के भीतर अपना उत्तर 15प्रस्तुत करें ।
   You are requested to submit your response within 15 days of the receipt of this letter.

स्थान /Place: मुंबई /Mumbai

Ishan Pendam प्रबंधक/Manager

### Annexure I

### **OBSERVATIONS**

- Please refer to our letter/emails dated July 10, 2025 and July 31, 2025 and your reply vide letters/email dated July 28, 2025, August 6, 2025 and August 25, 2025 and all other correspondences exchanged. In the above regard, LM is advised to ensure that the changes made pursuant to our initial clarifications and all correspondences exchanged are duly incorporated in the updated DRHP/ RHP/ Prospectus.
- 2. These observations while referring to a specific chapter or point, however the LM shall ensure to disclose the same across all pages/chapters where the same/similar matter occurs in the DRHP. The BRLM shall also ensure that these disclosures are made in all filings with SEBI as and when by the BRLM or wherever they are involved in the filing in any manner.
- 3. Wherever the LM has undertaken to modify the risk factors in its replies, the same shall be duly modified and incorporated in the updated DRHP/ RHP/ Prospectus.
- 4. Wherever the LM has mentioned "Noted for compliance" or "Complied with and noted for compliance" in its replies, LM shall ensure that the same are duly complied with.
- 5. The LM is advised to ensure that in the entire DRHP, the language used is lucid, usage of abbreviations is limited, abbreviations to be used in the para, if already quoted in the same page /heading, any expressions, jargons or nomenclatures from other languages or not commonly used, are explained clearly at every place where they are used.
- LM is advised to ensure that the disclosure of risk factors is based on materiality, to be supported by quantifiable data to bring out the risk and to make cross-reference the exact page no. of DRHP, wherein the details of information has been disclosed.
- 7. LM is advised to ensure that the following details are provided in the UDRHP/RHP Price at which specified security (including preference shares) was acquired in the last 3 years, by each of the promoters, promoter group, selling shareholders, shareholders entitled with right to nominate directors or any other rights. Following details may be disclosed for such transactions in tabular format name of acquirer, date of acquisition, number of shares acquired and acquisition price per share.
- 8. Sequencing of the chapters in the offer document shall be strictly in terms of the Schedule VI of SEBI (ICDR) Regulations, 2018.
- 9. Summary of the Offer Document- Simple conversational language to be used. No abbreviations shall be used.
- 10. Definitions and Abbreviations- for Technical, Company / Industry related Terms or Abbreviations, along with the expanded form, suitable meaning / explanation to be provided in simple language.
- 11.LM is advised to disclose KPIs in abbreviations section of DRHP.
- 12.LM is advised to ensure and confirm that all financial information disclosed in DRHP is certified by Chartered accountant/ statutory auditor of the company and such certificates shall form part of material documents available for inspection.

- 13.LM is advised to verify all financial information/ information derived from financial statements disclosed in the DRHP. All such information/ data disclosed shall also be certified by independent chartered accountant/ statutory auditor. Capacity/ production, etc. related relevant data shall also be certified by chartered engineer.
- 14. In the Summary of Offer document, LM is advised to disclose the details of related party transactions including the name of each parties / relationship / nature of transaction /transaction value / and RPTs as percentage of total revenue. LM is advised to disclose a separate Risk Factor in top 10 highlighting the risk involved in such transactions. LM shall ensure that exact page reference is given for detailed RPT disclosure in DRHP.
- 15. Risk Factors Every Risk Factor shall be provided with a cross-reference to the detailed description of the facts/reasons in the updated DRHP / RHP, wherever applicable. Any past instances in the last three financial years and stub period and their impact, if material, shall be disclosed in Risk factors.
- 16. The risk factors, to the extent possible, should disclose the specific as well as financial/economic impact on the company rather than being generic.
- 17. When disclosing the status of government approvals in the Risk Factors, LM is advised to include a cross reference with specific page numbers to other sections where the disclosures are made. If approval has a validity, the same shall be mentioned. Consequences of withdrawal of licenses/approval shall be provided.

## Summary of primary business of issuer company

- 18. Wherever certificates of chartered accountants are mentioned/referred to in the offer document, LM to ensure that UDIN (Unique Document Identification Number) of these certificates are also disclosed alongside these certificate details.
- 19. The details from the Technopak Report have been used at multiple places throughout the offer document. LM to ensure that said report is made available as part of Material documents for Inspection.

## **Risk Factors**

- 20. Page 36 (RF5) LM to disclose the information regarding the third-party owned and operated restaurant chain having the right to use the trade name "MTR" as a separate risk factor.
- 21. Page 38 (RF7) LM to disclose all instances of labour strikes/work stoppages and impact thereof on the Company.
- 22. Page 38 (RF8) LM to clarify and disclose information regarding cases of delay or default in payments from distributors or retailers, if any, against the Company in the past and impact thereof on the Company. If none, LM to disclose a negative statement to that effect.
- 23. Page 52 (RF29) LM to clarify and disclose, in brief, reasons for delay in payment of each of the statutory dues by the Company.

- 24. Page 55 (RF33) LM to disclose information regarding instances of delay in making regulatory filings with RBI, as a separate risk factor.
- 25. Risk due to allegations or discovery of (i) presence of pesticide/ insecticide beyond the maximum residue/ permissible/ tolerance limit; (ii) detection of non-permissible chemicals; (iii) sale of substandard product under section 5 of the FSS Act are serious violations and LM to disclose the same as separate risk factor with clear heading. Risk factor to also include related outstanding litigations in this respect. The risk factor to be one of the top 5 risk factors in the offer document.
- 26.LM to disclose Risk factor related to Orkla ASA retaining absolute right to terminate Letter of authorization dated May 15, 2025 issued by Orkla ASA for usage of trademark "Orkla".
- 27.LM to include Risk factor related to domestic business operations being concentrated in southern part of India and the risks if growth slows in that region and also the risks related to issuer's inability to expand its business to and improve its business in the rest of the country.
- 28. Page 55 Risk Factor 34 LM to disclose in brief the nature of related party transactions and percentage, in the risk factor.
- 29. Risk factor on impact of U.S. tariffs on exports LM to include a risk factor in the offer document highlighting the US tariffs on Indian exports of various products manufactured by the issuer and the impact of these tariffs on the business of the issuer.
- 30.LM to clarify and disclose a separate risk factor relating to risks of export restrictions such as spice bans or recalls in international markets.
- 31.LM to clarify and disclose a separate Risk factor related to dependence of issuer on raw materials/ products that are vulnerable to climate change and erratic monsoons.
- 32. LM to clarify and disclose a separate Risk factor to explain how diversified is the production across its 9 Indian manufacturing facilities and whether and to what extent shutdown of any facility will materially impact supply.

#### **Others**

- 33. Page 154 LM to disclose the full form of the term "SKU" in the offer document.
- 34. Page 155 point 5.3 LM to disclose which other companies have employed hybrid approach and comparative analysis in this regard. LM to avoid using superlatives without detailed substantiation. In this context, the sentence "The alignment of manufacturing excellence with sustainable practices reflects the industry's growing focus on sustainability and responsible operations" may be substantiated. Further, LM to ensure that when instances are given, the same are not limited to the issuer but may be given for other companies in the sector with comparative analysis. The disclosures regarding Manufacturing Capabilities and Certifications and at other places throughout the Industry Overview may be modified accordingly.

- 35. Pages 162–168 Our Strengths It is observed that adjectives have been used extensively throughout the offer document. LM to avoid usage of adjectives throughout the offer document, unless the same have been substantiated. To illustrate, LM to explain and clearly substantiate the phrases/ statements "significant market shares", "strong brand equity", "our Company through its brands, MTR and Eastern, have a deep understanding of local flavours and a strong commitment to quality", "Eastern has maintained its position as India's largest exporter of branded spices for 24 consecutive years", "robust quality control mechanisms", "strong global parentage", "we benefit from their strong governance and operational support", "high-quality standards".
- 36. Page 186 Property LM to give cross-reference of the risk factor and page number where risk related to operating at manufacturing facilities that are situated in buildings or on lands that have been leased / licensed to the issuer by third parties and are not owned, is given.
- 37. LM to clarify and disclose as a separate RF that the Company undertakes outsourcing of certain activities, along with the potential risks associated therewith.
- 38. LM to clarify and disclose the following:
- a. The rationale for entering into an authorization letter dated May 15, 2025, with Orkla, particularly since the authorization was executed only a few days prior to filing of the DRHP, and considering that no products are sold or proposed to be launched under the "Orkla" trademark.
- b. Details of usage of the name "Orkla" in the Company's corporate name, logo, marketing material, or otherwise, necessitating such authorization.
- c. The potential implications, if any, in the event of withdrawal of such authorization or if Orkla demands royalty for use of the name/logo in the future, including confirmation of compliance with Regulation 23 of SEBI LODR Regulations in such scenario.
- d. Confirmation that there is no direct or indirect revenue contribution from the "Orkla" brand.
- e. That appropriate and prominent disclosures are made in the Offer Document, including under "Risk Factors" and "Material Agreements," covering the above aspects.
- f. Disclosures in the sections "Group Companies" and/or "Promoter Group" of the Offer Document, to the extent applicable, regarding the Company's association with Orkla.
- g. Details of any payment or consideration involved under the authorization letter with Orkla. In case no payment/consideration is involved, the same to be specifically disclosed along with the rationale for the same.
- h. A specific risk factor highlighting that while the current consideration payable to Orkla under the authorization letter is nil, such consideration may be levied or increased in the future, which could have a financial impact on the Company.
- i. That the authorization letter with Orkla is disclosed as a "Material Document" for inspection by investors.

Annexure II

#### **General Observations**

- 1. LM is advised to ensure that prior to filing of RHP with Registrar of Companies, the Issuer Company has received crucial clearances / licenses / permissions / approvals from the required competent authority which are necessary for commencement of the activity for which the issue proceeds are proposed to be utilized.
- 2. LM is advised to ensure that the 'Observation Letter' issued by SEBI is included among the material contracts and documents for inspection.
- 3. LM is advised to ensure that cover page to be strictly in compliance with the ICDR Schedule VI- all extra texts may be avoided to ensure that the focus remains on the statutory texts mentioned in the Schedule.
- 4. LM is advised to ensure that prior to proceeding with the issue, "No Objection Certificates" are obtained from all the lenders with whom the company has entered into an agreement and the terms of such agreement require an approval to be taken.
- 5. LM is advised to ensure that adequate disclosures are made to disclose any material development which may have a material effect on the Issuer Company between the date of registering final prospectus or the red herring prospectus or the letter of offer, with the Registrar of Companies or designated stock exchange, as the case may be, and the date of allotment of specified securities, while ensuring compliance with Regulation 42 and Schedule IX of SEBI (ICDR) Regulations, 2018.
- 6. LM is advised to ensure that exact cross-referencing of page numbers is provided in the offer document instead of general cross-referencing.
- 7. In terms of Regulation 7.(1)(c) of SEBI (Issue of Capital and Disclosure Requirements) Regulations, 2018 and Regulation 31.(2) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the Issuer Company and the Lead Manger are advised to ensure compliance with the requirement pertaining to shareholding of promoter(s) and promoter group to be held in dematerialised form.
- 8. LM is advised to ensure that SCORES authentication is taken by the issuer company prior to listing.
- 9. In pursuance of Regulation 25 Sub-Regulation 9(a) of SEBI (ICDR) Regulations, 2018, LM is advised to certify while submitting the in-seriatim reply that all amendments, suggestions and observations advised by SEBI have been complied with and duly incorporated in the offer document, while also indicating the page number for the same.

# 10. **ASBA**:

i) LM is advised to ensure that sufficient number of Physical ASBA forms are printed and dispatched directly to all designated branches of SCSBs which are located in places of mandatory collection centers as specified in Schedule XII of SEBI (ICDR) Regulations, 2018, Syndicate Members and Registered Brokers of Stock Exchanges, the Registrars to an Issue and Share Transfer Agents (RTAs) and Depository Participants (DPs) registered with SEBI, at least two days before the opening of the issue. This shall be in addition to ASBA forms which shall be sent to controlling branch of SCSBs for sending to designated branches other than those located in mandatory collection center.



- ii) LM is advised to ensure that the ASBA mode of payment is highlighted in bold in all the advertisement / communication informing about the issue. Further, LM is also advised to ensure that the following is suitably incorporated in all advertisements / communications regarding the issue issued by the issuer:
  - a. The following may appear just below the price information of the issue as shown below:

"PRICE BAND: RS. xx TO RS. xx PER EQUITY SHARE OF FACE VALUE OF RS. xx EACH

THE FLOOR PRICE IS XX TIMES OF THE FACE VALUE AND THE CAP PRICE IS XX TIMES OF THE FACE VALUE

BID CAN BE MADE FOR A MINIMUM OF XX EQUITY SHARES AND IN MULTIPLES OF XX EQUITY SHARES THEREAFTER.

#### ASBA

(APPLICATION SUPPORTED BY BLOCKED AMOUNT)

Simple, Safe, Smart way of Application !!!

Mandatory in public issue .No cheque will be accepted



now available in ASBA for retail individual investors.

\*ASBA is a better way of applying to issues by simply blocking the fund in the bank account.

For further details check section on ASBA below."

b. The following paragraph on ASBA may be inserted in the advertisement/Communications:

"ASBA has to be availed by all the investors except anchor investors. UPI may be availed by Retail Individual Investors.

For details on the ASBA and UPI process, please refer to the details given in ASBA form and abridged prospectus and also please refer to the section "Issue Procedure - Issue Procedure of ASBA Bidders" beginning on page xxx of the Red Herring Prospectus. The process is also available on the website of AIBI and Exchanges in the General Information Document."

ASBA bid-cum application forms can be downloaded from the websites of Bombay Stock Exchange and National Stock Exchange 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\*\*.

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