| PARAG MILK FOODS LIMITED | PARAG MILK FOODS LIMITED | 23 ! | (otak westment Ba |
|--------------------------|--------------------------|-------------|----------------------|
|--------------------------|--------------------------|-------------|----------------------|

Name of the Issuer:

1 Type of Issue (IPO / FPO)

IPO

| 2 | Issue Size (Rs. Cr) | 750.53 |
|---|-------------------------------------|--------|
| | - Fresh Issue Size (Rs. Cr) | 300.00 |
| | - Offer for Sale Component (Rs. Cr) | 450.53 |

Source: Prospectus dated May 13, 2016

3 Grade of issue along with name of the rating agency

tame Not Applicable Grade Not Applicable

4 Subscription Level (Number of times)

1.87*

Source: Basis of Allotment as finalized in consultation with BSE Limited ("BSE") "Excluding the Anchor Portion

5 QIB Holding (as a % of outstanding capital) as disclosed to stock exchanges

| Particulars | % |
|---|--------|
| (i) allotment in the issue (1) | 30.03% |
| (ii) at the end of 1st FY (March 31, 2017) | 26.65% |
| (iii) at the end of 2nd FY (March 31, 2018) | 28.43% |
| (iv) at the end of 3rd FY (March 31, 2019) | 26.83% |

Source: Stock Exchange filings

(1) Source: Basis of Allotment. It excludes pre-issue holding by QIBs and includes allotment to Anchor Investors

6 Financials of the issuer

| | | | (In Rs. Crore) |
|---|----------------------------|----------------------------|----------------------------|
| Parameters | 1st FY (March 31, 2017) | 2nd FY (March 31, 2018) | 3rd FY (March 31, 2019) |
| Income from operations | 1730.74 | 1954.51 | 2395.66 |
| Net Profit for the period | 17.13 | 87.06 | 120.72 |
| Paid-up equity share capital | 84.12 | 83.89 | 83.93 |
| Reserves excluding revaluation reserves | 573.3 | 632.79 | 743.2 |

7 Trading Status in the scrip of the issuer

Company's Equity Shares are listed on both the BSE Limited ("BSE") and the National Stock Exchange of India Limited ("NSE"). The Shares have not been suspended or delisted.

| | Particulars | Status |
|---|---|-------------------|
| | (i) at the end of 1st FY (March 31, 2017) | Frequently Traded |
| | (ii) at the end of 2nd FY (March 31, 2018) | Frequently Traded |
| • | (iii) at the end of 3rd FY (March 31, 2019) | Frequently Traded |

8 Change in Directors of issuer from the disclosures in the offer document

| Particulars | Name of the Director | Appointed / Resigned |
|---|----------------------|----------------------|
| (i) at the end of 1st FY (March 31, 2017) | Nil | • |
| (ii) at the end of 1st FY (March 31, 2018) | Nil | • |
| (iii) at the end of 1st FY (March 31, 2019) | Nil | - |

Source: Stock Exchange Filings

9 Status of implementation of project/ commencement of commercial production

| (i) as disclosed in the offer document* | | | | (Rs. in Million) |
|---|-------------|-------------|-------------|------------------|
| Particulars | Fiscal 2017 | Fiscal 2018 | Fiscal 2019 | Total |
| Expansion and Modernisation Plan | 831.45 | 626.31 | 19.25 | 1,477.01 |
| | 831.45 | 626.31 | 19.25 | 1.477.01 |

* Source: Prospectus dated May 13, 2016 filed with ROC on May 13, 2016

(ii) Actual implementation

(iii) Reasons for delay in implementation, if any Not available

10 Status of utilization of issue proceeds

(i) as disclosed in the offer document

| | | | | (Rs. Crore) |
|---|--------|--|---|--|
| Expenditure Items | Amount | Estimated utilization up to March 31, 2017 | Estimated utilization up to March 31, 2018 | Estimated utilization up to March 31, 2019 |
| Expansion and Modernisation Plan | 147.70 | 83.15 | 62.63 | 1.93 |
| Investment in Subsidiary for financing the capital expenditure requirements in relation to the expansion and modernisation of the Bhagyalaxmi Dairy Farm | 2.30 | 2.20 | - | - |
| Partial repayment of the Working Capital Consortium Loan | 100.00 | 100.00 | | |
| General corporate purposes | 28.80 | 28.80 | - | |
| Issue related expenses | 21.20 | | - | |
| Total | 300.00 | | | |
| Source: Prospectus dated May 13, 2016 | | | | |

(ii) Actual utilization

| | | | | (Rs. Crore) |
|---|--|---|---------------------------------------|---|
| Expenditure Items | Amount to be financed from Gross Proceeds as disclosed in the offer document* | Amount utilized up to March 31, 2017 | Amount utilized up to Sep 30, 2018 | Amount utilized up to March 31, 2019 |
| Expansion and Modernisation Plan | 147.70 | 73.05 | 141.60 | 147.70 |
| Investment in Subsidiary for financing the capital expenditure requirements in relation to the expansion and modernisation of the Bhagyalaxmi Dairy Farm | 2.30 | 0.46 | 1.05 | 2.30 |
| Partial repayment of the Working Capital Consortium Loan | 100.00 | 100.00 | 100.00 | 100.00 |
| General corporate purposes | 28.80 | 28.41 | 34.02 | 34.02 |
| Issue related expenses | 21.20 | | 5.22 | 15.98 |
| Total | 300.00 | 207.13 | 276.67 | 300.00 |

Source: Audited financials submitted to exchanges for March 31, 2019

(iii) Reasons for deviation, if any Not Available

11 Comments of monitoring agency, if applicable

| (a) Comments o | n use of funds | |
|---------------------|--|---|
| | | |
| (h) Commente o | n deviation if any in the use of proceeds of | Since the Net Proceeds of the Fresh Issue is less than |
| | | Rs. 500 crore, the Company is not required to appoint a |
| trie issue ironi ti | ie objects stated in the oner document | monitoring agency. |
| | | monitoring agency. |
| (c) Any other res | servations expressed by the monitoring | |
| agency about the | e end use of funds | |

12 Pricing Data

Issue Price (Rs.): BSE Designated Stock Exchange:

*Please note that the Anchor Investor Issue Price is ₹227 per Equity Share; Discount of ₹12 per Equity Share to the Issue Price has been offered to Eligible Employees and Retail Individual Bidders

Listing Date: 19-May-16

| Price parameters | At close of listing day | At close of 30th calendar day from listing day | At close of 90th calendar day from listing day | | st FY after the listing March 31, 2017) ⁽³⁾ | of the issue | | 2nd FY after the listin (March 31, 2018) ⁽³⁾ | ng of the issue | As at the end o | f 3rd FY after the lis (March 31, 2019) ⁽³⁾ | ting of the issue |
|---|-------------------------|--|--|---------------|---|------------------------|---------------|--|------------------------|-----------------|---|------------------------|
| · ······ parameters | | (June 18, 2016) ⁽¹⁾ | (August 17, 2016) ⁽²⁾ | Closing price | High (during the FY) | Low (during the FY) | Closing price | High (during the FY) | Low (during the FY) | Closing price | High (during the FY) | Low (during the FY) |
| Market Price on Designated Stock Exchange | 247.80 | 251.70 | 318.15 | 228.05 | 340.80 | 210.80 | 249.80 | 318.90 | 205.85 | 261.50 | 414.95 | 197.00 |
| SNP CNX Nifty | 7,735.20 | 8,170.20 | 8,624.05 | 9,173.75 | 9,173.75 | 7,546.45 | 10,113.70 | 11,171.55 | 9,075.15 | 11,623.90 | 11,760.20 | 10,004.55 |
| BSE SENSEX | 25,399.72 | 26,625.91 | 28,005.37 | 29,620.50 | 29,648.99 | 24,673.84 | 32,968.68 | 36,443.98 | 29,241.48 | 38,672.91 | 38,989.65 | 32,972.56 |

(1) 30th calendar day shall be taken as listing date plus 29 calendar days.

(2) 90th calendar day shall be taken as listing date plus 89 calendar days.
 (3) High and Low based on intra day prices

13 Basis for Issue Price

| Accounting ratio | | As disclosed in the offer document ⁽¹⁾ | At the end of 1st FY (March 31, 2017) ⁽²⁾ | At the end of 2nd FY (March 31, 2018) ⁽²⁾ | At the end of 3rd FY (March 31, 2019) ⁽²⁾ |
|------------------|---------------------------------|---|---|---|---|
| | Issuer: | | | | |
| | Standalone | 5.22 | 1.22 | 9.36 | 13.59 |
| | Consolidated | 4.47 | 2.08 | 10.38 | 14.39 |
| | Peer Group: | | | | |
| Basic EPS | Britannia Industries Limited | 51.90 | 73.72 | 83.65 | 48.25 |
| DASIC EFS | Hatsun Agro Product | 3.62 | 8.80 | 5.96 | 7.19 |
| | Limite | | | | |
| | Nestle India Limited | 122.87 | 96.10 | 127.07 | 166.47 |
| | Prabhat Dairy Limited | 0.83 | 4.84 | 4.85 | 5.21 |
| | Industry Avg: | | Not Available | Not Available | Not Available |
| | Issuer: | | | | |
| | Standalone | 4.45 | 1.22 | 9.33 | 13.56 |
| | Consolidated | 3.81 | 2.08 | 10.35 | 14.36 |
| | Peer Group: | | | | |
| Diluted EPS | Britannia Industries Limited | 51.89 | 73.71 | 83.61 | 48.21 |
| | Hatsun Agro Product Limite | 3.62 | 8.80 | 5.96 | 7.19 |
| | Nestle India Limited | 122.87 | 96.10 | 127.07 | 166.47 |
| | Prabhat Dairy Limited | 0.54 | 4.84 | 4.85 | 5.21 |
| | Industry Avg: | | Not Available | Not Available | Not Available |
| | Issuer: | | | | |
| | Standalone | 41.19 | 186.93 | 24.14 | 19.19 |
| | Consolidated | 48.10 | 109.64 | 24.14 | 18.12 |
| | Peer Group: | | | | |
| P/E | Britannia Industries Limited | 56.91 | 45.77 | 59.45 | 63.95 |
| | Hatsun Agro Product Limite | 106.35 | 58.24 | 116.02 | 98.88 |
| | Nestle India Limited | 48.84 | 69.52 | 64.60 | 66.59 |
| | Prabhat Dairy Limited | 127.05 | 25.13 | 30.97 | 14.70 |
| | Industry Avg: | 86.14 | 49.67 | 67.76 | Not Available |
| | Issuer: | | | | |
| | Standalone | 22.67% | 1.50% | 10.95% | 13.84% |
| | Consolidated | 21.08 | 2.61% | 12.15% | 14.61% |
| | Peer Group: | | | | |
| RoNW | Britannia Industries Limited | 50.37% | 32.78% | 29.36% | 27.26% |
| | Hatsun Agro Product Limite | 17.68% | 38.60% | 24.85% | 14.20% |
| | Nestle India Limited | 41.76% | 30.74% | 37.81% | 42.64% |
| | Prabhat Dairy Limited | 1.65% | 6.82% | 6.47% | 6.52% |
| | Industry Avg: | 28.87% | 27.23% | 24.62% | Not Available |
| | Issuer: | | | | |
| | Standalone | 83.79 | 7.92 | 85.20 | 98.09 |
| | Consolidated | 77.13 | 7.82 | 85.20 | 98.33 |
| | Peer Group: | | | | |
| NAV per share | Britannia Industries Limited | 103.03 | 232.30 | 284.81 | 176.98 |
| | Hatsun Agro Product Limite | 20.37 | 23.22 | 24.02 | 49.77 |
| | Nestle India Limited | 294.27 | 317.44 | 336.11 | 381.03 |
| | Prabhat Dairy Limited | 24.09 | 70.46 | 74.82 | 79.86 |
| | Industry Avg: | Not Applicable | Not Available | Not Available | Not Available |
| | | | | | |

Notes:
(1) Sourced from Prospectus dated May 13, 2016. Disclosure is based on the standalone and consolidated financial information disclosed in the Prospectus for Fiscal 2015.
(2) Disclosure is based on the financial results filed with the Stock Exchange

Key ratios for the Company for the three fiscal years stated above shall be calculated as follows:

(i) EPS - Fully diluted EPS as reported by the Company in Isr Annual Report.

(ii) PIF - Closing Prices as of relevant fiscal year and LFR Prices and Surplines and Surp

14 Any other material information

| Date of disclosure to Designated Stock Exchange | Announcement |
|---|---|
| 10-Jun-19 | Parag Milk Foods launches its premium milk brand 'Pride of Cows' in Singapore |
| 11-May-19 | Board recommended a final dividend of Re.1/- per equity share of face value Rs.10/- each (10%) for the financial year ended March 31, 2019, subject to the approval of the shareholders at the ensuing Annual General Meeting c |
| 40 1 40 | the Company Parag Milk Foods Launches 'Pride of Cows' in Delhi NCR |
| 18-Jan-19 | Parag Milk Foods expands its reach by venturing into the Indian Sweets category through the launch of two new |
| 7-Jan-19 | products "Gulab Jamun and Rasgulla" |
| 11-Dec-18 | Parag Milk Foods Limited launches 'Avvatar Advanced Mass Gainer' |
| 5-Dec-18 | Change in Name of Registrar & Share Transfer Agent - Karvy Computershare Private Limited to Karvy Fintech |
| 2-Nov-18 | 1,66,015 options granted to the eligible employees of the Company as determined by the Nomination and |
| 27-Sep-18 | Government of India increases the Export Subsidy on Milk & Milk Products from 10% to 20% |
| 25-Sep-18 | Parag Milk Foods Limited announces the launch of Gowardhan 'Kesar Dahi', flavoured curd made from rich and natural kesar (saffron). |
| 28-Aug-18 | Parag Milk Foods Limited has launched Gowardhan Fresh Milk in the Delhi NCR region from the recently acquire Sonipat Plant. |
| 1-Aug-18 | Parag Milk Foods Limited Announces the Commencement of Manufacturing at the Sonipat plant in Haryana. |
| 19-Jul-18 | Parag Milk Fods Limited Welcomes Government of India Announcement of 10% Export Subsidy. |
| 17-Jul-18 | Parag Milk Foods Limited Announces the Launch of a unique variant in cheese "Go Chocolate Cheese |
| 2-Jul-18 | Board of Directors vide Circular Resolution dated June 28, 2018 has passed and approved unanimously, the |
| 2-0ur-10 | acquiring of Patented Product Rights from the Sweden-based Organization |
| 28-Jun-18 | approval of the Board of Directors will be taken by 2nd July, 2018 by way of circulation for acquiring Patented Product rights from a Sweden-based Organization |
| 10-May-18 | Parag Milk Foods Ltd has informed BSE that the Board of Directors of the Company at its meeting held on May 09, 2015, inter alia, has approved the following at this meeting: The Board recommended a final dividend of 75.9% for 8.075- per equity share of face value of Rs.101-) for the financial year ended Merch 31, 2018, which is subject to the approval of the shareholders at the ensuing Annual General Meeting of the Company. |
| 26-Apr-18 | Parag Mik Foods Ltd has informed BSE that the Board of Directors of the Company at its meeting held on April 26, 2015 has approved and ratified re-appointment of Mr. Pritars Shah as Managing Director and KMP of the company for the further term of the years with effect from April 1, 2015. The re-appointment will be subject to the approval of members at the ensuing Annual General Meeting of the company. |
| 26-Apr-18 | Parag Milk Foods Ltd has informed BSE that Parag Milk Foods expands its Product Offerings under the Brand 'Avvatar' by introducing Avvatar Advanced Muscle Gainer. |
| 19-Apr-18 | Parag Milk Foods Ltd has informed BSE that the company expands its footprint in North India with the Acquisition of the manufacturing facility of Danone Foods and Beverages India Private Limited, a French dairy based MNC. |
| 1-Mar-18 | Paray Milk Foods, Ltd has informed BSE that the Board of Directors of the Company at its meeting held on Marc 01's 2018, approved the followers; a. Re-classification of Iris Business Solutions Private Limited from promoter group to public b. Increase in investment limit of non-residents individuals from 10% to 24% of the paid up Equity Capital of the Company c. Postal ballot notice for seeking approval of members |
| | Parag Milk Foods Ltd has informed BSE regarding the additions made in the Top management team from this |
| 9-Feb-18 | month: |
| 3-FBD-10 | Mr. Amrendra Vishnu Sathe - Chief Commercial Officer (CCO) Mr. Harshad Joshi - Chief Operations Officer (COO) |
| 5-Jan-18 | Parag Milk Foods Ltd has informed BSE that company has expanded it curd market made of 100% Cow's milk in the northern market of India. |
| 7-Nov-17 | Parag Milk Foods Ltd has informed BSE regarding Appointment of Chief Financial Officer (CFO) |
| 30-May-17 | Parag Mik Foods Ltd has informed BSE that the Board of Directors of the Company at its meeting held on May 29, 2017, inter alia, has recommended dividend at the rate of Re. 0.50 per equity shares of face value of Rs 10, the year ended March 31, 2017. |
| 19-Aug-16 | Parag Milk Foods Ltd has informed BSE that based on India Ratings & Research Private Limited Research |