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Utkarsh CoreInvest Limited (formerly known as Utkarsh Micro Finance Limited), was granted an in-principle approval to establish a small finance bank ("SFB"), by the RBI, pursuant to its letter dated October 7, 2015. Subsequently, our Bank received the final approval of the RBI to carry on the business as an SFB on November 25, 2016. Our Bank commenced its business operations on January 23, 2017 and was included in the second schedule to the RBI Act pursuant to a notification issued by the RBI dated October 4, 2017 and published in the Gazette of India (Part III - Section 4) dated November 7

2017. For details in relation to the change in the registered office address of our Bank, see "History and Certain Corporate Matters" beginning on page 205 of the red herring prospectus dated July 6, 2023 ("RHP" or "Red Herring Prospectus"). Registered and Corporate Office: Utkarsh Tower, NH - 31 (Airport Road), Sehmalpur, Kazi Sarai, Harhua, Varanasi 221 105, Uttar Pradesh, India; Tel: +91 542 660 5555; Contact Person: Muthiah Ganapathy, Company Secretary and Compliance Officer; Tel: +91 22 6872 9552



Abridged Prospectus)

# OUR PROMOTER: UTKARSH COREINVEST LIMITED

Utkarsh Small Finance Bank Limited is a small finance bank with operations across 26 States and Union Territories in India, as of March 31, 2023. We offer asset products such as microbanking loans, retail loans, wholesale lending, housing loans, commercial vehicle/construction equipment loans, and gold loans. On the liabilities side, we offer savings accounts, current accounts and term and recurring deposit accounts. We also provide non-credit offerings comprising ATM-cum-debit cards, bill payment system and distribute third party point of sales terminals, mutual funds and insurance products.

The Issue is being made through the Book Building Process pursuant to Regulation 6(2) of the SEBI ICDR Regulations.

QIB Portion: Not less than 75% of the Net Issue | Non-Institutional Portion: Not more than 15% of the Net Issue | Retail Portion: Not more than 10% of the Net Issue Employee Reservation Portion: Up to 20,00,000 Equity Shares aggregating up to ₹ [•] Million

> PRICE BAND: ₹ 23 TO ₹ 25 PER EQUITY SHARE OF FACE VALUE OF ₹ 10 EACH THE FLOOR PRICE IS 2.30 TIMES THE FACE VALUE OF THE EQUITY SHARES AND THE CAP PRICE IS 2.50 TIMES THE FACE VALUE OF THE EQUITY SHARES

THE PRICE TO EARNING RATIO FOR FISCAL 2023 BASED ON DILUTED EPS AT THE FLOOR PRICE IS 5.10 AND AT THE CAP PRICE IS 5.54 BIDS CAN BE MADE FOR A MINIMUM OF 600 EQUITY SHARES AND IN MULTIPLES OF 600 EQUITY SHARES THEREAFTER

In accordance with the recommendation of Independent Directors of our Bank, pursuant to their resolution dated July 7, 2023, the above provided price band is justified based on quantitative factors/ KPIs disclosed in the 'Basis for the Issue Price' section of the RHP vis-a-vis the WACA of primary and secondary transactions, as applicable, disclosed in the 'Basis of the Issue price' section on page 105-116 of the RHP.

# **RISKS TO INVESTORS:**

# Regulatory Risk

- We are subject to inspections by regulatory authorities, including by the RBI. Non-compliance with RBI inspection/ observations or other regulatory requirements or any adverse observations from such regulators may have a material adverse effect on our business, financial condition, results of operation or cash flows.
- Our Previous Statutory Auditors have been debarred by the Reserve Bank of India from undertaking audit assignments for entities regulated by RBI for a period of two years with effect from April 1, 2022.
- Our non-convertible debentures are listed on BSE and in the past, there were certain inadvertent delays by us in making certain disclosures and regulatory filings to BSE under the Listing Regulations. We have filed settlement applications before SEBI under show cause notice issued by SEBI on account of such inadvertent delays.
- We have received a show cause notice from SEBI regarding alleged non-compliance of provisions of Companies Act 2013 and erstwhile SEBI (Issue and Listing of Debt Securities) Regulations, 2008 relating to public offering of securities which may result in penal actions.

# Concentration Risk:

 A significant portion of our advances in the microbanking segment are towards customers located in the states of Bihar and Uttar Pradesh. Further, a significant portion of our deposits from such customers are from the states and union territory of Maharashtra, NCT of Delhi, Uttar Pradesh and Haryana. We are currently significantly dependent on our microbanking segment, particularly joint liability group ("JLG") loans. Details of our bulk deposits, including as a percentage of our total

Partic-	As of March 31,							
ulars	2021		2022		2023			
	Amount	Percen-	Amount	Percen-	Amount	Percen-		
	(₹	tage of	(₹	tage of	(₹	tage of		
	million)	<b>Total Term</b>	million)	<b>Total Term</b>	million)	<b>Total Term</b>		
		Deposits		Deposits	-	Deposits		
		(%)		(%)		(%)		
Bulk	31,900.58	51.61%	40,655.42	51.98%	52,712.72	48.60%		
deposits								

# **Financial Risk:**

- If we are unable to control the level of NPAs in our portfolio, our business, financial conditions, results of operations and cash flows could be adversely affected
- Our profit after tax declined from ₹ 1,118.15 million in Fiscal 2021 to ₹ 614.62 million in Fiscal 2022. While our profit after tax was ₹ 4,045.02 million in Fiscal 2023, there can be no assurance that we will be able to recover our unsecured advances, lower our NPAs or maintain profitability in the future

promability in the ratare.					
Particulars	As of/ For the year ended March 31,				
	2021	2022	2023		
Total income (₹ million)	17,058.36	20,336.46	28,042.86		
Profit after tax (₹ million)	1,118.15	614.62	4,045.02		
Unsecured loans (₹ million)	70,811.13	79,789.88	87,459.11		

Particulars	As of/ For the year ended March 31,			
	2021	2022	2023	
Unsecured loans as a percentage of total advances (%)	86.18%	78.01%	66.92%	
Gross NPA as a percentage of Gross Advances (%)	3.75%	6.10%	3.23%	
Net NPA as a percentage of Net Advances (%)	1.33%	2.31%	0.39%	
Net Interest Income (₹ million)	8,392.46	10,608.51	15,290.31	
Net Interest Margin (%)	8.20%	8.75%	9.57%	

The Weighted Average Cost of acquisition of all Equity Shares transacted in last three years, 18 months and one year preceding the date of the RHP:

Period	Weighted	Cap Price is	Range of
	Average Cost	'X' times the	Acquisition:
	of Acquisition	Weighted Average	Lowest Price -
	(in ₹)#	Cost of Acquisition <sup>#</sup>	Highest Price (in ₹)*
Last 1 year	21.23	1.18	14.01 - 27.00
Last 18	20.91	1.20	14.01 - 27.00
Months			
Last 3 years	28.64	0.87	14.01 - 31.80

\*As certified by JHS & Associates LLP, Chartered Accountants, vide their certificate dated July 7, 2023.

Weighted average cost of acquisition compared to Floor Price and Cap Price:

Past	Weighted Average	Floor	Сар
Transactions	Cost of	price i.e.	price i.e.
	Acquisition (in ₹)**	₹ 23**	₹ 25**
WACA* of primary	31.80	0.72 times	0.79 times
issuance			
WACA* of secondary transactions	27.00	0.85 times	0.93 times

Above weighted average cost of acquisition based on past five primary issuances/ secondary transactions.

\* WACA- Weighted average cost of acquisition.

\*\* As certified by JHS & Associates LLP, Chartered Accountants, vide their certificate dated July 7, 2023.

- Average cost of acquisition of Equity Shares for the Promoter is ₹10.50 per Equity Share and Issue Price at upper end of the Price Band is ₹25 per Equity Share.
- Weighted Average Return on Net Worth for fiscals 2023, 2022 and 2021 is 12.78%.
- The two BRLMs associated with the Issue have handled 68 public issues in the past three Fiscal Years, out of which 24 issue closed below the IPO price on the listing date.

Total	Issues closed below
issues	IPO price on listing date
32	14
19	4
17	6
68	24
	15sues 32 19 17

\*Issues handled where there were no common BRLMs

**BID/ISSUE** PERIOD

ANCHOR INVESTOR BIDDING DATE: TUESDAY, JULY 11, 2023\*

**BID / ISSUE OPENS ON: WEDNESDAY, JULY 12, 2023** 

BID / ISSUE CLOSES ON: FRIDAY, JULY 14, 2023\*\*

The Price Band will be determined by our Bank, in consultation with the BRLMs, on the basis of assessment of market demand for the Equity Shares offered through the Book Building Process and on the basis of quantitative and qualitative factors as described below. The face value of the Equity Shares is ₹ 10 each. The Issue Price is [•] times of the face value of the Equity Shares. The Floor price is 2.30 times the face value of the Equity Shares and the Cap Price is 2.50 times the face value of the Equity Shares.

beginning on pages 25, 160, 262 and 347 of the RHP, respectively, to have an informed view before making an investment decision

Investors should refer to "Risk Factors", "Our Business", "Financial Statements" and "Management's Discussion and Analysis of Financial Condition and Results of Operations"

**Qualitative Factors** We believe the following business strengths allow us to successfully compete in the industry:

1. Sound understanding of microfinance segment and presence in rural and semi-urban areas; 2. Growing deposits with focus on retail deposits; 3. Diversified distribution network with significant cross-selling opportunities; 4. Focus on risk management and effective operations; and 5. Stable growth with cost efficient operational performance; 6. Leadership

For further details, see "Our Business - Strengths" beginning on page 162 of the RHP. **Quantitative Factors** Some of the information presented below relating to our Bank is derived from the Restated Financial Statements. For details, see "Financial Statements" beginning on page 262 of the

Some of the quantitative factors which may form the basis for computing the Issue Price are as follows:

### A. Basic and Diluted Earnings Per Share ("EPS"):

As	per the Restated Financial Statements:

Fiscal Year ended	Basic EPS (in ₹)	Diluted EPS (in ₹)	Weight
March 31, 2023	4.52	4.51	3
March 31, 2022	0.70	0.70	2
March 31, 2021	1.46	1.46	1
Weighted Average	2.74	2.73	
Notes:	2.14	2.13	

- i. Basic earnings per shares = Net profit after tax, as restated, attributable to equity shareholders / Weighted average number of basic Equity Shares outstanding during the period/years
- ii. Diluted earnings per share = Net profit after tax, as restated, attributable to equity shareholders / Weighted average number of diluted Equity Shares outstanding during the period/years
- iii. Weighted average = Aggregate of year-wise weighted EPS divided by the aggregate of weights i.e. (EPS x Weight) for each year/Total of weights
- iv. The above statement should be read with Significant Accounting Policies and the Notes to the Restated Financial Statements as appearing in "Restated Financial Statements" beginning on page 265 of the RHP.

B. Price/Earning ("P/E") ratio in relation to the Price Band of ₹23 to ₹25 per Equity Share: Particulars

P/E at the Floor Price (no. of times)\* P/E at the Cap Price (no. of times)\* Based on basic EPS for Fiscal 2023 Based on diluted EPS for Fiscal 202 As certified by JHS & Associates LLP, Chartered Accountants, vide their certificate dated July 7, 2023.

- Basic earnings per shares = Net profit after tax, as restated, attributable to equity shareholders / Weighted average number of basic Equity Shares outstanding during the
- ii. Diluted earnings per share = Net profit after tax, as restated, attributable to equity shareholders / Weighted average number of diluted Equity Shares outstanding during the period/years

#### C. Industry Peer P/E ratio

Based on the peer group information (excluding our Bank) given below in this section, the highest P/E ratio is 403.33, the lowest P/E ratio is 6.93 and the average P/E ratio is 67.78

Particulars	Industry Peer P/E Name of the company		Face value of the equity shares (₹)
Highest	403.33	Spandana Spoorthy Financial Limited	10
Lowest	6.93	Ujjivan Small Finance Bank Limited	10
Average	67.78	-	-

Note: The industry high and low has been considered from the industry peer set provided later in "Basis for the Issue Price" chapter beginning on page 105 of the RHP. The industry composite has been calculated as the arithmetic average P/E of the industry peer set disclosed in this section. For further details, see "Basis for the Issue Price – G. Comparison of accounting ratios with with Listed Industry Peers" beginning on page 107 of the RHP.

D. Industry Peer P/B ratio

2.45

Based on the peer group information (excluding our Bank) given below in this section, the highest P/B ratio is 4.67, the lowest P/B ratio is 1.12 and the average P/B ratio is 2.45. Industry Peer P/B Particulars Name of the company Face value of the equity shares (₹) AU Small Finance Bank Limited Highest Suryoday Small Finance Bank Limited

Average Note: The industry high and low have been considered from the industry peer set provided later in "Basis for the Issue Price" chapter beginning on page 105 of the RHP. The industry composite has been calculated as the arithmetic average P/B of the industry peer set disclosed in this section. For further details, see "Basis for the Issue Price – G. Comparison of accounting ratios with with Listed Industry Peers" beginning on page 107 of the RHP.

#### E. Return on Net Worth ("RoNW")

Derived from the Restated	Financial Statements:	
Fiscal Year ended	RoNW (%)	Weight
March 31, 2023	20.22	3
March 31, 2022	3.91	2
March 31, 2021	8.17	1
Weighted Average	12.	78

- The Weighted Average Return on Net Worth is a product of Return on Net Worth and respective assigned weight, dividing the resultant by total aggregate weight.
- Return on Net Worth = Net Profit, as restated, attributable to equity shareholders/Net Worth, as restated at the end of the period/years
- Net worth as per restated financials (Capital and Reserves and Surplus)
- iv. The above statement should be read with Significant Accounting Policies and the Notes to the Restated Financial Statements as appearing in "Restated Financial Statements". beginning on page 265 of the RHP.

F. Net Asset Value ("NAV") per Equity Share

Fiscal year ended/ Period ended	NAV per Equity Share (₹)
As on March 31, 2023	22.33
As on March 31, 2022	17.56
As on March 31, 2021	16.13
After the completion of the Issue:	
- At the Floor Price*	22.46
- At the Cap Price*	22.82
Issue Price	[•]

\*As certified by JHS & Associates LLP, Chartered Accountants, vide their certificate dated July 7, 2023.

- Net asset value per equity shares = Net Worth, as restated at the end of the period or years/Total number of Equity Shares outstanding at the end of the period/years Net worth as per restated financials (Capital and Reserves and Surplus)
- \*NAV per Equity Share has been calculating by dividing adjusted net worth by number of equity shares proposed to be outstanding at the end of the year. Adjusted net worth has been calculated as sum of net worth as on March 31, 2023 and additional equity share capital and securities premium raised pursuant to proposed Issue

G. Comparison of accounting ratios with Listed Industry Peers

Name of the company	Total Income	Face Value	P/E	P/B	EPS	EPS	RoNW	NAV per
	(₹ in million)	(₹)			(Basic) (₹)	(Diluted) (₹)	(%)	equity share (₹)
Utkarsh Small Finance Bank Limited*	28,042.86	10	[•]	[•]	4.52	4.51	20.22%	22.33
Listed Peers								
Equitas Small Finance Bank Limited	48,314.64	10	19.61	1.97	4.71	4.67	11.12%	46.44
Ujjivan Small Finance Bank Limited	47,541.90	10	6.93	2.01	5.88	5.87	27.79%	20.25
Credit Access Grameen Limited	35,507.90	10	24.13	3.82	52.04	51.82	16.18%	326.89
Spandana Sphoorty Financial Limited	14,770.32	10	403.33	1.61	1.74	1.74	0.40%	436.58
Bandhan Bank Limited	183,732.50	10	16.51	1.85	13.62	13.62	11.21%	121.58
AU Small Finance Bank Limited	92,398.73	10	35.36	4.67	21.86	21.74	13.01%	164.64
Suryoday Small Finance Bank Limited	12,811.00	10	22.90	1.12	7.32	7.32	4.90%	149.28
Fusion Micro Finance Limited	17,999.70	10	13.50	2.52	43.29	43.13	16.67%	230.74

Financial information for Utkarsh Small Finance Bank Limited is derived from the Restated Financial Statements for the year ended March 31, 2023

- 1. All the financial information for listed industry peers mentioned above is on a consolidated basis (unless otherwise available only on standalone basis) and is sourced from publicly
- $available\ resources, being\ the\ annual\ reports/\ financial\ results\ as\ available\ of\ the\ respective\ company\ for\ the\ year\ ended\ March\ 31,\ 2023$ 2 P/F ratio is calculated as closing share price (July 5 2023 - BSF) / Diluted FPS for year ended March 31 2023
- 3. P/B ratio is calculated as closing share price (July 5, 2023, -BSE) / NAV per share for year ended March 31, 2023 and Diluted EDS as rer
- 5. Return on net worth (%) = Net profit/(loss) after tax/Net worth at the end of the year 6. Net asset value per share (in ) = Net worth at the end of the year/Total number of equity shares outstanding at the end of the year
- 7. Net worth includes share capital, reserve and surplus.
  8. The audited financial statement for the year ended March 2023 of Credit Access Grameen Limited, Spandana Sphoorty Financial Limited and Fusion Micro Finance Limited were prepared as per Ind AS and Utkarsh Small Finance Bank Limited, AU Small Finance Bank Limited, Equitas Small Finance Bank, Ujjivan Small Finance Bank Limited and Bandhan
- Bank Limited were prepared as per Indian GAAP.

H.Key operational and financial performance indicators of our Bank

Key Performance	Indicators (KPIs)	Fiscal 2021	Fiscal 2022	Fiscal 2023	
Operations	Banking Outlets	558	686	830	
-	Gross Loan Portfolio (₹ in million)	84,156.60	106,307.25	139,571.08	
	Gross Loan Portfolio Growth (%)	26.34%	26.32%	31.29%	
	Secured Advances as % of Total Advances	13.82%	21.99%	33.08%	
	Total Deposits (₹ in million)	75,075.68	100,741.83	137,101.40	
	Total Deposits Growth (%)	43.41%	34.19%	36.09%	
	CASA Ratio (%)	17.68%	22.37%	20.89%	
	CASA + Retail Term Deposits Ratio (as percentage of Total Deposits) (%)	57.51%	59.64%	61.55%	
Capital	Net Worth (₹ in million)	13,683.53	15,722.97	20,003.21	
	Total Capital Ratio (CRAR) (%)	21.88%	21.59%	20.64%	
	Tier 1 Capital Ratio (%)	19.98%	18.08%	18.25%	
	Cost of Deposits (%)	7.89%	6.92%	6.71%	
	Cost of Funds (%)	8.27%	7.47%	6.96%	
Asset Quality _ - - -	Gross NPA (%)	3.75%	6.10%	3.23%	
	SMA 1 %	2.62%	1.59%	0.77%	
	SMA 2 %	1.14%	0.88%	0.70%	
	Provision Coverage Ratio (excluding technical write-offs)(%)	65.49%	63.62%	88.29%	
	Standard Restructured Advances (%)	3.13%	1.26%	0.22%	
	Net NPA (%)	1.33%	2.31%	0.39%	
Profitability	Net Profit (₹ in million)	1,118.15	614.62	4,045.02	
	Yield on Advances (%)	20.64%	19.57%	19.88%	
	Net Interest Margin (%)	8.20%	8.75%	9.57%	
	Credit Cost Ratio (%)	3.97%	5.03%	2.61%	
-	Operating Expenses to Total Average Assets (%)	5.10%	5.78%	5.92%	
	Cost to Income Ratio (%)	56.54%	58.90%	54.15%	
	Return on Total Average Assets (%)	1.05%	0.48%	2.42%	
	Return on Average Equity (%)	9.99%	4.14%	22.84%	
Others	Basic EPS	1.46	0.70	4.52	
	Net Asset Value per Equity Share	16.13	17.56	22.33	

I. Description on the historic use of the KPIs of our Bank to analyse, track or monitor the operational and/or financial performance of the Company The KPIs disclosed below have been used historically by us to understand and analyze the business performance, which in result, helps us in tracking and monitoring our performance in comparison to our peers. The Bidders can refer to the below-mentioned KPIs, being a combination of financial indicators and operational key performance indicators, to assess our performance over the last three Fiscals and make an informed decision. The KPIs mentioned below are the only relevant and material KPIs pertaining to us

	e a bearing on the Issue Price.				
Key Perform	ance Indicator		Description and rationale		
Operations	Banking Outlets	As defined in RBI's revised guidelines on rationalisation of branch authorisation policy issued on May 18, 2017, a banking outlet is a fixed-point service delivery unit, manned by either bank's staff or its business correspondent where services of acceptance of deposits, encashment of cheques/ cash withdrawal or lending of money are provided for a minimum of four hours per day for at least five days a week.	This metric is used by the management to assess the physical presence, footprints and geographical expansion of the business of our Bank.		
-	Gross Loan Portfolio	Gross Loan Portfolio includes on-book and off-book advances.			
	Gross Loan Portfolio Growth	Gross Loan Portfolio Growth represents growth in Gross Loan Portfolio for the relevant period/year as a percentage of Gross Loan Portfolio for the previous period/year.	These metrics are used by the management to		
-	Secured Advances as % of Total Advances	Secured Advances as % of Total Advances is total of secured loan which includes advances secured by tangible assets (includes advances against fixed deposits and book debts) and advances covered by bank or government guarantees/ total advances, in percentage form.	assess the growth in terms of scale and composition of business of our Bank.		

Total Advances is the aggregate of bills, purchased and discounted, cash credits, overdrafts and loans repayable on demand and term loans

	FY 2023	FY 2022	FY 2021	FY 2023	FY 2022	FY 2021	FY 2023	FY 2022	FY 202
14 13 WILL LISIEU FEEIS	Iltharch C.	all Finance F	Sank I imitad	Equitor 9-	all Finance P	nk l imitad	Hijiyan Cm-	III Finance P	ank limit
Share KPIs with Listed Peers					y Shares	assets of o	ur Bank		
number of equity shares outstanding during the year.				th, as restated	assess the business ar	Earnings on to nd value per e	ne Capital de	ployed in t	
Basic EPS	Basic EPS is o	alculated by	dividing the ne	t profit or loss		Those met	ion are used t	w the mess-	oment to
Assets (%) Return on Average Equity (%)	Return on Ave	rage Equity is	profit after tax	k / average ne					pital and t
Return on Total Average									
Cost to Income Ratio (%)	Cost to Income			est income +	-				
Operating Expenses to Total Average Assets (%)	Operating Exp Operating exp	enses to Tota enses as perd	entage of tota	ıl average ass		assess the financial and profitability metrics a cost efficiency of the business of our Bank.			alik.
Credit Cost Ratio (%)	Credit Cost Ra / average of to	atio is credit co tal balance of	ost (including I	Provisions and					etrics and
Net Interest Margin (%)	Net Interest Ma expended divide	argin is the di	erage interest-	earning asse					
Yield on Advances (%)	average of total	al advances o				30g u pu	poriou	-	
Net Profit			ax available fo	r equity share	assessing the financial performance of o				
Net NPA (%)	Net NPA is net	Non-Perform		at the year/pe	eriod				
Standard Restructured Advances (%)	Outstanding P Standard Rest outstanding fo	ortfolio as % or ructured Outs r loans which	of Gross Adva standing Portfo were restructu	nces. blio is balance					
Provision Coverage Ratio (excluding technical write-offs) (%) Standard Restructured	calculated as (	GNPA-NNPA	)/ GNPA, in pe	ercentage forn	1	adequacy of provisions against the de loans.			linquent
SMA 2 %	SMA 2 %- Special Mention Account 2 refers to those standard advances accounts that show overdue between 61 to 90 days as a percentage of Gross Loan Portfolio						These metrics are used by the management to assess the asset quality of the loan portfolio ar		
SMA 1 %	SMA 1 % – Sp advances acco	ecial Mention ounts that sho	w overdue be						
Gross NPA (%)	Gross NPA (%		-performing a	ssets as at the	year/period				
Cost of Funds (%)	Cost of Funds interest bearin	ost of Funds is interest expended divided by total average assess the aring liabilities calculated on the basis of quarterly deployed						ial resources	which are
Cost of Deposits (%)	Cost of Depos	its is defined a	as total interes	st paid on dep	osits /	Those met	ice are used b	w the manage	omont to
Tier 1 Capital Ratio (%)	Tier 1 Capital I reserves, and	it is a bank's l						арканог те	Dusiness
Total Capital Ratio (CRAR) (%)	Asset Ratio (C								
Net Worth	A sum of Capit	tal and Reser	ves			3)			
CASA + Retail Term Deposits Ratio (as percentage of Total Deposits)	represents der deposits as a p	mand deposits percentage of	s and savings Total Deposit	bank deposits s. Retail term	and retail tern deposits are				
CASA Ratio (%)	as a percentaç	e of Total De	posits						
Total Deposits Growth	Total Deposits relevant period previous period	Growth repre d/year as a pe d/year	rcentage of to	tal deposits fo	or the				
Total Deposits	deposits. Savi	ng deposits ai t, current dep	re demand de	posits for cust	omers that				
	Total Deposits Growth  CASA Ratio (%)  CASA + Retail Term Deposits Ratio (as percentage of Total Deposits)  Net Worth Total Capital Ratio (CRAR) (%)  Tier 1 Capital Ratio (%)  Cost of Deposits (%)  Cost of Funds (%)  SMA 1 %  SMA 2 %  Provision Coverage Ratio (excluding technical write-offs) (%)  Standard Restructured Advances (%)  Net NPA (%)  Net Profit  Yield on Advances (%)  Net Interest Margin (%)  Credit Cost Ratio (%)  Cost to Income Ratio (%)  Return on Total Average Assets (%)  Return on Average Equity (%)  Basic EPS  Net Asset Value per Equity	deposits. Savia accrue interess that do not acc Total Deposits relevant perior previous perio CASA Ratio (%)  CASA Ratio (%)  CASA Ratio (%)  CASA Ratio (as a percentage of Total Deposits Ratio (as percentage of Total Deposits deposits below the Worth  Total Capital Ratio (CRAR)  (%)  As um of Capital Ratio (CRAR)  (%)  Asset Ratio (CASA)  Tier 1 Capital Ratio (CRAR)  (%)  Cost of Deposits (%)  Tier 1 Capital Ratio (%)  Tier 1 Capital Ratio (%)  Tier 1 Capital Ratio (COST of Deposits)  Tier 1 Capital Ratio (%)  Tier 1 Capital Ratio (%)  Tier 1 Capital Ratio (%)  Cost of Deposits (%)  Cost of Funds (%)  Cost of Funds (%)  Cost of Funds (%)  Cost of Funds (%)  SMA 1 %  SMA 1 %  SMA 1 %  SMA 2 %  SM	deposits. Saving deposits as accrue interest, current depute that do not accrue interest. Total Deposits Growth represented and period/year as a pervious period/year as a pervious period/year as a pervious period/year as a percentage of Total Deposits. CASA Ratio represents dem as a percentage of Total Deposits deposits below ₹ 20 million Net Worth  Net Worth  Net Worth  Total Capital Ratio (CRAR) (%)  Tier 1 Capital Ratio (CRAR) (%)  Tier 1 Capital Ratio (%)  Tier 1 Capital Ratio (CRAR) Tier 1 Capital Ratio (CRAR) (%)  Tier 1 Capital Ratio (%)  Cost of Deposits (%)  Cost of Deposits (%)  Cost of Funds (%)  SMA 1 % — Special Mention advances accounts that sho as a percentage of Gross Lost (%)  SMA 2 % — Special Mention advances accounts that sho as a percentage of Gross Lost (%)  Standard Restructured Advances (%)  Standard Restructured Advances (%)  Net NPA (%)  Standard Restructured Advances (%)  Net NPA (%)  Standard Restructured Advances (%)  Net NPA (%)  Net NPA (%)  Net NPA (%)  Net NPA is net Non-Perform end / Net Advances is interest average of total balance of quarterly average balances.  Net Profit  Net Profit is net profit after to Average Assets (%)  Net Interest Margin (%)  Credit Cost Ratio is credit of / average of total balance of quarterly average balances.  Operating Expenses to Total Average Assets (%)  Return on Average Equity (%)  Return on Fo	deposits. Saving deposits are demand de accrue interest, current deposits are demand that do not accrue interest.  Total Deposits Growth  Total Deposits Growth represents increas relevant period/year as a percentage of to previous period/year as a percentage of total Deposits.  CASA Ratio (%)  CASA Ratio represents demand deposits as a percentage of Total Deposits Ratio (as percentage of Total Deposits and savings deposits as a percentage of Total Deposits deposits below ₹ 20 million (except deposits deposits deposits and savings deposits as a percentage of Cast of Deposits (%)  Tier 1 Capital Ratio (CRAR) (is a percentage of Cast of Deposits (%)  Cost of Deposits (%)  Cost of Deposits is defined as total interest Average Deposits  Cost of Funds (%)  Cost of Funds is interest expended divide interest bearing liabilities calculated on the average  Gross NPA (%) is gross non-performing as end / Gross Advances  SMA 1 % − Special Mention Account 1 ref advances accounts that show overdue be as a percentage of Gross Loan Portfolio  Provision Coverage Ratio (excluding technical write-offs)  (excluding technica	deposits. Saving deposits are demand deposits for cust accrue interest, current deposits are demand deposits frot shat do not accrue interest. Total Deposits Growth relevant period/war as a percentage of total deposits for previous period/year.  CASA Ratio (%)  CASA Ratio (%)  CASA Ratio (Transpersents demand deposits and savings be as a percentage of Total Deposits. Ratio (as percentage of Total Deposits Ratio (as percentage of Total Deposits Ratio (as percentage of Total Deposits Provision deposits below 2º 20 million (except deposits received from the Worth  A sum of Capital and Reserves  Total Capital Ratio (CRAR) Asset Ratio (CRAR), as a percentage of Total Deposits. Retail term Deposits below 2º 20 million (except deposits received frosts terceived from the Morth Asset Ratio (CRAR) (as a percentage of Total Capital Ratio (CRAR), asset Ratio (CRAR) (as a percentage of Credit Risk We Assets).  Tier 1 Capital Ratio (CRAR) Asset Ratio (CRAR) (as a percentage of Credit Risk We Assets)  Tier 1 Capital Ratio (CRAR) (as a percentage of Credit Risk We Assets).  Cost of Deposits (%) Cost of Deposits is defined as total interest paid on dep Average Deposits  Cost of Funds (%) Cost of Eunds is interest expended divided by total averinge Deposits.  Cost of Funds (%) Gross NPA (%) is gross non-performing assets as at the end / Gross Advances.  SMA 1 % Special Mention Account 1 refers to those s advances accounts that show overdue between 31 to 6 as a percentage of Gross Loan Portfolio  SMA 2 % Special Mention Account 2 refers to those stadvances (%)  SMA 2 % Special Mention Account 2 refers to those stadvances (%)  SMA 2 % Special Mention Account 2 refers to those stadvances (%)  Provision Coverage Ratio (pross Advances) is a Standard Restructured Advances (%)  Provision Coverage Ratio (pross Advances) is a Standard Restructured Advances (%)  Provision Coverage Ratio (pross Advances) is a Standard Restructured Advances (pross Loan Portfolio is balance outstanding Portfolio as % of Gross Advances. Standard Restructured	deposits. Saving deposits are demand deposits for customers that accrue interest, current deposits are demand deposits for customers that do not accrue interest.  Total Deposits Growth  Total Deposits Growth prevents increase in deposits for the relevant periodicyear as a percentage of total deposits for the previous periodicyear  CASA Ratio (%)  CASA Ratio represents demand deposits and savings bank deposits as a percentage of Total Deposits  Ratio (as percentage of Total Deposits Ratio (as percentage of Total Deposits)  Ratio (as percentage of Total Deposits)  Ratio (as percentage of Total Deposits Ratio (as percentage of Total Deposits as a percentage of Total Deposits Retal lem deposits are deposits are deposits are deposits are deposits as a percentage of Total Deposits Retal lem deposits are deposits are deposits as a percentage of Total Deposits Retal lem deposits are deposits as a percentage of Total Deposits Retal lem deposits are deposits as a percentage of Total Deposits Retal lem deposits are deposits as a percentage of Total Deposits Retal lem deposits are deposits as a percentage of Total Deposits Retal lem deposits are deposits as a percentage of Total Deposits (as percentage of Total De	deposits. Saving deposits are demand deposits for customers that a corcue interest, current deposits are demand deposits for customers that do not accrue interest.  Total Deposits Growth  Total Deposits Growth previous periodyeer as a percentage of total deposits for the previous periodyeer as a percentage of total deposits for the previous periodyeer as a percentage of total deposits and savings bank deposits and education of deposits and savings bank deposits and education of deposits percentage of Total Deposits and education of deposits and savings bank deposits and education of deposits and educati	deposits. Saving deposits are demand deposits for customers that do not accrue interest.  Total Deposits Growth  Total Deposits Growth  Total Deposits Growth represents increase in deposits for the relevant periodyear as a percentage of total deposits for the previous periodyear  CASA Ratio (%)  CASA Ratio represents demand deposits and savings bank deposits as a percentage of Total Deposits)  CASA + Retail Term Deposits  CASA + Retail Term Deposits  CASA + Retail Term Deposits  CASA + Retail Term Deposits as a percentage of Total Deposits and savings bank deposits and deposits are deposits are deposits are deposits as a percentage of Total Deposits.  CASA + Retail Term Deposits  CASA + Retail Term Deposits  CASA + Retail Term Deposits Growth Term Deposits Ratio (capatital term deposits are deposits below ? 20 million (except deposits received from other banks)  Net Worth  A sum of Capital and Reserves  Total Capital Ratio (CRAR)  Total Cap	deposits. Saving deposits are demand deposits for customers that accrumit interest, current deposits are demand deposits for customers that do not accrum interest. Trotal Deposits for the relevant periordysear as a percentage of total deposits for the relevant periordysear as a percentage of total deposits for the relevant periordysear as a percentage of total deposits for the relevant periordysear as a percentage of total deposits for the pervisor periordysear.  CASA Ratio (%)  CASA Ratio (The Deposits)  CASA - Rebati Term Deposits  CASA - Rebati Term Deposits  CASA - Rebati Term Deposits and the pervisor of the pervisor periordysear of the periord perior pe

				Equitas Small Finance Bank Limited			**		
	FY 2023	FY 2022	FY 2021	FY 2023	FY 2022	FY 2021	FY 2023	FY 2022	FY 202
Operations									
Banking Outlets	830	686	558	938	869	861	644	575	57
Gross Loan Portfolio (₹ in million)	1,39,571	1,06,307	84,157	278,610	2,05,970	1,79,250	2,40,850	1,74,877	1,64,63
Gross Loan Portfolio Growth (%)	31.29%	26.32%	26.34%	35.27%	14.91%	16.65%	32.61%	6.22%	16.32
Secured Advances as % of Total Advances	33.08%	21.99%	13.82%	NA	80.78%	80.41%	27.00%	26.16%	27.38
Total Deposits (₹ in million)	1,37,101	1,00,742	75,076	2,53,806	1,89,510	1,63,920	2,55,380	1,82,922	1,31,3
Total Deposits Growth (%)	36.09%	34.19%	43.41%	33.93%	15.61%	51.95%	39.61%	39.26%	21.85
CASA Ratio (%)	20.89%	22.37%	17.68%	42.30%	52.00%	34.25%	26.40%	27.30%	20.55
CASA + Retail Term Deposits Ratio (as percentage of Total Deposits) (%)	61.55%	59.64%	57.51%	77.50%	89.43%	70.05%	66.00%	54.24%	47.52
Capital									
Net Worth	20,003	15,723	13,684	51,579	42,460	33,963	42,090	27.604	31,7
Total Capital Ratio (CRAR) (%)	20.64%	21.59%	21.88%	23.80%	25.16%	24.18%	25.81%	18.99%	26.44
Tier 1 Capital Ratio (%)	18.25%	18.08%	19.98%	23.08%	24.53%	23.23%	22.69%	17.70%	25.06
Cost of Deposits (%)	6.71%	6.92%	7.89%	NA	6.42%	7.14%	NA	5.69%	6.53
Cost of Funds (%)	6.96%	7.47%	8.27%	6.48%	6.75%	7.66%	6.08%	5.70%	6.93
Asset Quality									
Gross NPA (%)	3.23%	6.10%	3.75%	2.60%	4.24%	3.73%	2.60%	7.34%	7.07
SMA 1 %	0.77%	1.59%	2.62%	NA	NA	NA	NA	NA	N
SMA 2 %	0.70%	0.88%	1.14%	NA	NA	NA	NA	NA	١
Provision Coverage Ratio (excluding technical write-offs) (%)	88.29%	63.62%	65.49%	56.90%	42.73%	58.59%	98.00%	92.20%	60.34
Standard Restructured Advance Ratio (%)	0.22%	1.26%	3.13%	NA	3.12%	NA	NA	NA	١
Net NPA (%)	0.39%	2.31%	1.33%	1.14%	2.47%	1.58%	0.04%	0.61%	2.93
Profitability									
Net Profit (₹ in million)	4,045	615	1,118	5,736	2,810	3,842	11,000	-4,146	
Yield on Advances (%)	19.88%	19.57%	20.64%	16.67%	17.33%	18.96%	19.73%	16.73%	18.22
Net Interest Margin (%)	9.57%	8.75%	8.20%	8.22%	7.89%	8.17%	9.48%	8.07%	8.91
Credit Cost Ratio (%)	2.61%	5.03%	3.97%	1.32%	2.73%	2.45%	0.06%	7.41%	5.60
Operating Expenses to Total Average Assets (%)	5.92%	5.78%	5.10%	6.59%	6.60%	6.04%	6.33%	6.80%	6.34
Cost to Income Ratio (%)	54.15%	58.90%	56.54%	63.41%	66.12%	59.99%	54.82%	71.68%	60.34
Return on Total Average Assets (%)	2.42%	0.48%	1.05%	1.85%	1.09%	1.75%	3.86%	-1.89%	0.04
Return on Average Equity (%)	22.84%	4.14%	9.99%	12.20%	7.35%	12.52%	31.37%	-13.97%	0.26
Others									
Basic EPS	4.52	0.70	1.46	4.71	2.43	3.53	5.88	-2.40	0.
Net Asset Value per Equity Share	22.33	17.56	16.13	NA	33.91	29.81	20.50	15.10	17.

Table 2: Credit Access Grameen Limited Spandana Sphoorty Financial Limited Bandhan Bank Limited FY 2023 FY 2022 FY 2021 FY 2022 FY 2021 FY 2023 Operations 1,164 6,012 5,629 5,310 Banking Outlets 1,22 1,120 1,052 Gross Loan Portfolio (₹ in millions) 1,75,610 1,37,320 1,13,410 85,110 61,599 73,285 10,91,200 9,93,380 8,70,430 Gross Loan Portfolio Growth (%) 27.88% -15.95% 46.04% 21.08% 14.60% 29.33% 9.85% 14.13% 29.46% Secured Advances as % of Total Advances NA 0.08% 0.06% NA 1.87% 1.64% NA 33.15% 30.21% Total Deposits (₹ in million) NM NM NM NM NM NM 10.80.693 9.63.306 7.79.722 Total Deposits Growth (%) NM NM NM NM NM NM 12 19% 23 54% 36 60% CASA Ratio (%) NM NM NM NM MM MM 39.30% 41.61% 43.38% CASA + Retail Term Deposits Ratio NM NM NM NM NM NM 71.20% 77.30% 78.80% (as percentage of Total Deposits) (%) Capital 51 070 27 511 1 95 842 1 73 811 Net Worth 39 398 36 340 30 992 30 899 1 74 082 Total Capital Ratio (CRAR) (%) 23.58% 26.54% 31.75% 36.87% 50.74% 39.20% 19.76% 20.10% 23.47% Tier 1 Capital Ratio (%) NA 25.87% 30.50% NΑ 50.55% 39.74% 18.70% 18 89% 14.63% Cost of Deposits (%) NM NM NM NM NM NM NA 4.95% 5.87% Cost of Funds (%) 8.30% 8.18% 8.82% 12.86% 11.86% 10.10% 5.34% 4.88% 5.89% Asset Quality Gross NPA (%) 1.21% 3.12% 4.38% 1.95% 15.0% 5.60% 4.90% 6.46% 6.81% SMA 1 % NA NA NA NA NA NA NA NA NA SMA 2 % NA NA NA NA NA NA NA NA NA Provision Coverage Ratio (excluding 71.58% 70.55% 70.00% NA 76.82% 67.38% NA NA 87.23% technical write-offs) (%) Standard Restructured Advance Ratio (%) NA NA NA NA NA NA NA NA NA Net NPA (%) 0.35% 0.94% 1.37% 0.58% 6.20% 3.10% 1.20% 1.66% 3.51% Profitability Net Profit (₹ in million) 3,821 21,946 22,055 8.260 1.420 124 695 1.455 1.258 19.39% 19.24% 21.47% 13.88% 14.69% Yield on Advances (%) 19.16% 19.67% 22.88% 13.86% Net Interest Margin (%) 10 75% 9.72% 9 80% 9 96% 12.12% 14 73% 6.29% 6.87% 7.32% Credit Cost Ratio (%) 2 04% 4.16% 6.85% 6.07% 7.72% 10.83% 2 85% 8 98% 6.67% Operating Expenses to Total Average 4.22% 3.93% 3.84% 5.55% 4.76% 3.26% 3.15% 2.78% 2.73% Assets (%)

34.57%

1 22%

4.51%

9.52

NA

51.01%

0.15%

0.40%

NA

38.56%

0.91%

2.38%

10.75

NA

21.63%

2.02%

5.41%

22.55

NA

39.54%

1 49%

11.87%

13.62

NA

30.54%

0.10%

0.72%

100.14

NM means Not Meaningful; Source: Page 158 of the CRISIL Report and page 112 of the RHP.

37.40%

4 20%

17.81%

52.04

NA

35.38%

2.78%

10.09%

24.54

NA

Cost to Income Ratio (%)

NA means Not Applicable

Others Basic EPS

Return on Total Average Assets (%)

Net Asset Value per Equity Share

Return on Average Equity (%)

29.13%

2.13%

13.53%

13.70

106.47

Table 3:	All Smal	I Finance Bar	k Limitod	Survad	ay Small Fina	nco Bank	Fusion N	/licro Financ	o Limitad
	FY 2023	FY 2022	FY 2021	FY 2023	FY 2022	FY 2021	FY 2023	FY 2022	FY 2021
Operations	1 1 2023	1 1 2022	112021	1 1 2023	112022	11 2021	1 1 2023	1 1 2022	112021
Banking Outlets	795	919	744	519	565	556	1,086	934	725
Gross Loan Portfolio (₹ in millions)	5,91,580	4,67,890	3,53,560	61,140	50,640	42,060	92,960	67,860	46,380
Gross Loan Portfolio Growth (%)	23.68%	32.34%	29.83%	20.75%	20.40%	13.34%	36.99%	46.31%	28.60%
Secured Advances as % of Total Advances	92.00%	90.74%	93.91%	39.00%	30.34%	26.38%	NA	0.43%	0.08%
Total Deposits (₹ in million)	6,93,650	5,25,846	3,59,793	57,667	38.490	32,550	NM	NM	NM
Total Deposits Growth (%)	31.91%	46.15%	37.51%	34.24%	18.25%	14.25%	NM	NM	NM
CASA Ratio (%)	38.00%	37.29%	23.00%	17.10%	18.81%	15.45%	NM	NM	NM
CASA + Retail Term Deposits Ratio (as percentage of Total Deposits) (%)	69.00%	66.00%	56.88%	73.10%	78.10%	80.00%	NM	NM	NM
Capital									
Net Worth	1,09,773	74,727	61,721	15,847	15,051	15,969	23,219	13,379	12,464
Total Capital Ratio (CRAR) (%)	23.59%	20.99%	23.37%	33.70%	37.90%	51.50%	27.94%	21.94%	27.26%
Tier 1 Capital Ratio (%)	21.80%	19.69%	21.53%	30.80%	34.40%	47.20%	NA	19.93%	25.52%
Cost of Deposits (%)	NA	5.11%	5.98%	NA	6.43%	7.81%	NM	NM	NM
Cost of Funds (%)	5.63%	5.29%	6.50%	6.10%	6.31%	8.09%	10.24%	9.83%	10.29%
Asset Quality									
Gross NPA (%)	1.66%	1.98%	4.25%	3.13%	11.80%	9.41%	3.46%	5.71%	5.50%
SMA 1 %	NA	NA	NA	NA	NA	NA	NA	NA	NA
SMA 2 %	NA	NA	NA	NA	NA	NA	NA	NA	NA
Provision Coverage Ratio (excluding technical write-offs) (%)	75.00%	75.00%	50.00%	51.43%	69.83%	63.73%	75.50%	71.26%	NA
Standard Restructured Advance Ratio (%)	NA	2.50%	1.80%	NA	10.40%	2.70%	NA	NA	NA
Net NPA (%)	0.42%	0.50%	2.18%	1.55%	5.97%	4.73%	0.87%	1.71%	2.20%
Profitability									
Net Profit (₹ in million)	14,279	11,300	11,707	777	-930	120	3,871	217	439
Yield on Advances (%)	13.10%	12.10%	12.82%	19.04%	18.72%	17.73%	22.92%	20.71%	21.48%
Net Interest Margin (%)	5.56%	5.36%	5.05%	8.28%	7.85%	6.80%	11.50%	8.66%	9.54%
Credit Cost Ratio (%)	0.19%	0.89%	2.27%	2.62%	8.98%	4.50%	2.41%	5.62%	4.38%
Operating Expenses to Total Average Assets (%)	4.32%	4.00%	3.54%	5.62%	5.55%	5.44%	5.34%	4.75%	4.37%
Cost to Income Ratio (%)	63.01%	57.07%	43.46%	60.02%	60.93%	64.44%	38.44%	45.81%	44.26%
Return on Total Average Assets (%)	1.79%	1.87%	2.50%	0.86%	-1.25%	0.20%	4.65%	0.33%	0.87%
Return on Average Equity (%)	15.44%	16.56%	22.31%	5.03%	-6.00%	0.89%	21.16%	1.68%	3.60%

NA means Not Applicable

Others

Basic EPS

NM means Not Meaningful

Net Asset Value per Equity Share

Source: Page 159 of the CRISIL Report and page 113 of the RHP.

 Disclosure of all the Key Performance Indicators pertaining to our Bank that have been disclosed to its investors at any point of time during the three years preceding to the date of the Red Herring Prospectus

38.19

201.00

7.32

149.28

-8.76

140.00

1.32

150.40

18.03

239.00

165.00

The Audit Committee vide their resolution dated July 6, 2023, has taken on record that other than the key performance indicators set forth under "- Key Performance Indicators" above, our Bank has not disclosed any other such key performance indicators during the last three years preceding the date of the RHP previously to our earlier investors. Further, the KPIs herein have been certified by JHS & Associates LLP, Chartered Accountants pursuant to certificate dated July 6, 2023.

L. WACA, floor price and cap price

12.464

5.56

NA

2.67

NA

NA

 $1. \ \textit{The price per share of our Bank based on the primary/new issue of Equity Shares or convertible securities}$ 

Our Bank has not issued any Equity Shares or convertible securities, excluding Equity Shares issued under an employee stock option scheme and issuance of bonus shares during the 18 months preceding the date of the Red Herring Prospectus, where such issuance is equal to or more that 5% of the fully diluted paid-up Equity Share capital of our Bank (calculated based on the pre-Issue capital before such transaction(s) and excluding employee stock options granted but not vested), in a single transaction or multiple transactions combined together over a span of rolling 30 days.

2. The price per share of our Bank based on secondary sale/acquisitions of Equity Shares or convertible securities

There have been no secondary sale/ acquisitions of Equity Shares or any convertible securities, by our Promoter\* during the 18 months preceding the date of the Red Herring Prospectus, where either acquisition or sale is equal to or more than 5% of the fully diluted paid up equity share capital of our Bank (calculated based on the pre-Issue capital before such transaction/s and excluding employee stock options granted but not vested), in a single transaction or multiple transactions combined together over a span of rolling

As on the date of the Red Herring Prospectus, other than our Promoter, there are no persons or entities that form a part of our Promoter Group

3. Since there are no such transaction to report to under L(1) and (2) above, the following are the details basis the last five primary transactions (excluding Equity Shares issued under an employee stock option scheme and issuance of bonus Equity Shares, as applicable) or secondary transactions (secondary transactions where Promoter\* is a party to the transaction), not older than three years prior to the date of the Red Herring Prospectus irrespective of the size of transaction.

\*As on the date of the Red Herring Prospectus, other than our Promoter, there are no persons or entities that form a part of our Promoter Group

Primary transactions							
Date of allotment	Nature of	No. of	Cost per Equity	Total Cost	Cumulative amount paid	Cumulative No. of	
	transaction	Equity Shares	Share (in ₹)	(in ₹)	for the Equity Shares (in ₹)	Equity Shares	
September 29, 2021	Private placement	4,402,515	31.80	139,999,977	139,999,977	4,402,515	
September 1, 2021	Private placement	3,459,119	31.80	109,999,984	249,999,961	7,861,634	
August 18, 2021	Private placement	3,144,654	31.80	99,999,997	349,999,958	11,006,288	
August 13, 2021	Private placement	12,578,616	31.80	399,999,989	749,999,947	23,584,904	
August 2, 2021	Private placement	23,584,905	31.80	749,999,979	1,499,999,926	47,169,809	
				Total	1,499,999,926	47,169,809	
Weighted average cost of acquisition							

Weighted average cost of acquisition

Secondary transactions						
Date of acquisition/	Nature of	No. of	Cost per Equity	Total Cost	Cumulative amount paid	Cumulative No. of
transfer	transaction	Equity Shares	Share (in ₹)	(in ₹)	for the Equity Shares (in ₹)	Equity Shares
November 23, 2020 <sup>s</sup>	Transfer of ownership by	1,000	27.00	27,000	27,000	1,000
	Mr. Abhisheka Kumar to					
	Utkarsh CoreInvest Limited					
				Total	27,000	1,000
Weighted average cost of acquisition					27.00	

<sup>s</sup>Pursuant to the resolution passed by UCL on August 29, 2019 and October 11, 2019, the beneficial ownership of 1,000 Equity Shares was transferred by Mr. Abhisheka Kuma to UCL for a purchase consideration of ₹ 27 per Equity Share on October 11, 2019. Subsequently, Mr. Abhisheka Kumar was designated as a nominee shareholder of Utkarsh CoreInvest Limited, holding 1,000 Equity Shares. On November 23, 2020, Mr. Abhisheka Kumar transferred the legal ownership of 999 Equity Shares to the Promoter, and one Equity Share to Mr. Rahul Dey who was designated as a nominee shareholder of Utkarsh Corelnvest Limited on November 27, 2020

4. Weighted average cost of acquisition, floor price and cap price

Past Transactions	Weighted Average Cost of Acquisition (in ₹)**	Floor price in ₹ 23**	Cap price in ₹ 25**
WACA* of primary issuance	31.80	0.72 times	0.79 times
WACA* of secondary transactions	27.00	0.85 times	0.93 times

\* WACA- Weighted average cost of acquisition

\*\* As certified by JHS & Associates LLP, Chartered Accountants, vide their certificate dated July 7, 2023.

#### M. The Issue Price is [•] times of the face value of the Equity Shares

The Issue Price is [•] times of the face value of the Equity Shares. The Issue Price of ₹ [•] has been determined by our Bank in consultation with the Book Running Lead Managers on the basis of assessment of market demand from investors for Equity Shares through the Book Building Process and is justified in view of the above qualitative and quantitative

Investors should read the abovementioned information along with "Risk Factors". "Our Business". "Management's Discussion and Analysis of Financial Condition and Results of Operations" and "Financial Statements" beginning on pages 25, 160, 347 and 262 of the RHP, respectively, to have a more informed view. The trading price of our Equity Shares could decline due to the factors mentioned in "Risk Factors" beginning on page 25 of the RHP and you may lose all or part of your investments.

For further details, please see the chapter titled "BASIS FOR THE ISSUE PRICE" begining on page 105 of the RHP.

### THE EQUITY SHARES OF OUR BANK WILL GET LISTED ON MAIN BOARD PLATFORM OF BSE AND NSE

In case of any revision to the Price Band, the Bid/Issue Period will be extended by at least three additional Working Days following such revision of the Price Band, provided that the Bid/Issue Period shall not exceed 10 Working Days. In cases of force majeure, banking strike or similar circumstances, our Bank, in consultation with the BRLMs 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 Exchanges by issuing a public notice, and also by indicating the change on the respective websites of the BRLMs and at the terminals of the Syndicate Member and by intimation to the Self Certified Syndicate Banks (the "SCSBs"), other Designated ntermediaries and the Sponsor Banks, as applicable.

The Issue is being made in terms of Rule 19(2)(b) of the Securities Contracts (Regulation) Rules, 1957, as amended, (the "SCRR") read with Regulation 31 of the SEBI ICDR Regulations. The Issue is being made through the Book Building Process, in compliance with Regulation 6(2) of the SEBI ICDR Regulations, where not less than 75% of the Net Issue will be Allotted on a proportionate basis to Qualified Institutional Buyers ("QIBs") (the "QIB Portion"), provided that our Bank may, in consultation with the BRLMs, allocate up to 60% of the QIB Portion to Anchor Investors, on a discretionary basis (the "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 price at which Equity Shares are allocated to Anchor Investors. Further, 5% of the QIB Portion (excluding the Anchor Investor Portion) ("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 QIBs (other than Anchor Investors), 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% 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. If at least 75% of the Net Issue cannot be Allotted to QIBs, then the entire application money will be refunded forthwith Further, not more than 15% of the Net Issue shall be available for allocation to Non-Institutional Bidders of which one-third of the Non-Institutional Portion shall be available for allocation to Bidders with an application size of more than ₹200,000 and up to ₹1,000,000 and two-thirds of the Non-Institutional Portion shall be available for allocation to Bidders with an application size of more than ₹ 1,000,000 provided that under-subscription in either of these two sub-categories of Non-Institutional Portion may be allocated to Bidders in the other sub-category of Non-Institutional Portion in accordance with the SEBIICDR Regulations, subject to valid Bids being received at or above the Issue Price. Further, not more than 10% of the Net Issue shall be available for allocation to Retail Individual Bidders, in accordance with the SEBI ICDR Regulations, subject to valid Bids being received at or above the Issue Price. Further, Equity Shares will be allocated on a proportionate basis to Eligible Employees applying under the Employee Reservation Portion, subject to valid Bids received from them being at or above the Issue Price. All Bidders (other than Anchor Investors) shall mandatorily participate in this Issue through the Application Supported by Block Amount ("ASBA") process and shall provide details of their respective bank account (including UPI ID for UPI Bidders) in which the Bid Amount will be blocked by the Self-Certified Syndicate Banks ("SCSBs") or under the UPI Mechanism, as applicable. Anchor Investors are not permitted to participate in the Anchor Investor Portion through the ASBA process. For details see "Issue Procedure" beginning on page 417 of the RHP.

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

Investors must ensure that their PAN is linked with Aadhaar and are in compliance with Central Board of Direct Taxes notification dated February 13, 2020 and press releases dated June 25, 2021 and read with press release dated September 17, 2021. CBDT circular no.7 of 2022, dated March 30, 2022, read with press release dated March 28, 2023

CONTENTS OF THE MEMORANDUM OF ASSOCIATION OF OUR BANK AS REGARDS ITS OBJECTS: For information on the main objects of our Bank, investors are requested to see "History and Certain Corporate Matters" beginning on page 205 of the RHP. The Memorandum of Association of our Bank is a material document for inspection in relation to the Issue. For further details, see "Material Contracts and Documents for Inspection" beginning on page 444 of the RHP LIABILITY OF THE MEMBERS OF OUR BANK: Limited by shares.

AMOUNT OF SHARE CAPITAL OF OUR BANK AND CAPITAL STRUCTURE: As on the date of the RHP, the authorised share capital of our Bank is ₹ 15,000,000,000 comprising of ₹13,000,000,000 divided into 1,300,000,000 equity shares of ₹10 each and ₹2,000,000,000 divided into 200,000,000 preference shares of ₹10 each. The issued, subscribed and paid-up Equity share capital of our Bank is ₹8,959,046,630 divided into 895,904,663 Equity Shares of ₹10 each. For details of the capital structure of our Bank, see "Capital Structure" beginning on page 85 of the RHP.

NAMES OF THE INITIAL SIGNATORIES TO THE MEMORANDUM OF ASSOCIATION OF OUR BANK AND THE NUMBER OF EQUITY SHARES SUBSCRIBED BY THEM: The initial signatories to the Memorandum of Association of our Bank are Mr. Govind Singh who subscribed to 44,000 Equity Shares and Ms. Revati Govind Singh, Mr. Trilok Nath Shukla Mr. Ashwani Kumar, Mr. Abhisheka Kumar, Mr. Raghvendra Singh and Utkarsh CoreInvest Limited who subscribed to 1,000 Equity Shares each. For details of the share capital history and capital structure of our Company see "Capital Structure" beginning on page 85 of the RHP.

LISTING: The Equity Shares offered through the RHP are proposed to be listed on BSE and NSE. We have received in-principle approvals from BSE and NSE for the listing of the Equity Shares pursuant to letters each dated September 27, 2022. For the purpose of the Issue, NSE is the Designated Stock Exchange. A signed copy of the RHP and the Prospectus shall be filed with 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 RHP up to the Bid/Issue Closing Date, see "Material Contracts and Documents for Inspection" beginning on page 444 of the RHP.

DISCLAIMER CLAUSE OF SECURITIES AND EXCHANGE BOARD OF INDIA ("SEBI"): SEBI only gives its observations on the offer documents and this does not constitute approval of either the Issue or the specified securities stated in the offer document. The investors are advised to refer to pages 396 of the RHP for the full text of the disclaimer clause of DISCLAIMER CLAUSE OF BSE: It is to be distinctly understood that the permission given by BSE should not in any way be deemed or construed that the RHP has been cleared or approved by BSE Limited nor does it certify the correctness or completeness of any of the contents of the RHP. The investors are advised to refer to the pages 398 of the RHP for the full

text of the disclaimer clause of BSF DISCLAIMER CLAUSE OF NSE (the Designated Stock Exchange): It is to be distinctly understood that the permission given by 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 399 of the RHP for the full text of the disclaimer clause of NSE. GENERAL RISKS: 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 our Bank and the Issue, including the risks involved. The Equity Shares in the Issue 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 RHP. Specific attention of the investors is invited to "Risk Factors" beginning on page 25 of the RHP.

ASBA\* | Simple, Safe, Smart way of Application!!!



UPI-Now available in ASBA for Retail Individual Investors and Non Institutional Investor applying for amount up to ₹ 500,000, applying through Registered Brokers, DPs & RTAs. UPI Bidders 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 are required to ensure that the bank account used for bidding is linked to their PAN. Bidders must ensure that their PAN is linked with Aadhaar and are in compliance with CBDT notification dated February 13, 2020 and press release dated June 25, 2021 read with press release dated September 17, 2021 read with press release dated September 17, 2021. CBDT circular no.7 of 2022, dated March 30, 2022, read with press release dated March 28, 2023.

ASBA has to be availed by all the investors except Anchor Investors. UPI may be availed by (i) Retail Individual Bidders in the Retail Portion; (ii) Non-Institutional Bidders with an application size of up to ₹ 500,000 in the Non-Institutional Portion and the (iii) Eligible Employees, under the Employee Reservation Portion. For details on the ASBA and UPI process, please refer to the details given in the ASBA Form and abridged prospectus and also please refer to the section "Issue Procedure" on page 417 of the RHP. The process is also available on the website of Association of Investment Bankers of India ("AIBI") and Stock Exchanges and in the General Information Document. The Bid Cum Application Form can be downloaded from the websites of BSE Limited ("BSE") and National Stock Exchange of India Limited ("NSE", and together with BSE, the "Stock Exchanges") and can be obtained from the list of banks that is displayed on the website of SEBI at www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognisedFpi=yes&intmld=43, respectively as updated from time to time. For the list of UPI apps and banks live on IPO, please refer to the link: www.sebi.gov.in. UPI Bidders Bidding using the UPI Mechanism may apply through the SCSBs and mobile applications whose names appear on the website of SEBI, as updated from time to time. ICICI Bank Limited and Axis Bank Limited have been appointed as the Sponsor Banks for the Issue, in accordance with the requirements of SEBI circular dated November 1, 2018 as amended. For Issue related queries, please contact the Book Running Lead Managers ("BRLMs") on their respective email IDs as mentioned below. For UPI related queries. investors can contact NPCI at the toll free number: 18001201740 and mail Id: ipo.upi@npci.org.in.

BOOK RUNNING LEAD MANAGERS



\*Applications Supported by Blocked Amount

("ASBA") is a better way of applying to offers by

simply blocking the fund in the bank account.

For further details, check section on ASBA. Mandatory in public issues.

No cheque will be accepted

**ICICI Securities Limited** ICICI Venture House, Appasaheb Marathe Marg, Prabhadevi Mumbai 400 025 Maharashtra, India Tel: +91 22 6807 7100; E-mail: utkarsh.ipo@icicisecurities.com

Website: www.icicisecurities.com Investor grievance e-mail: customercare@icicisecurities.com Contact person: Mr. Ashik Joisar / Mr. Shekher Asnani SEBI registration no.: INM000011179



Kotak Mahindra Capital Company Limited 1st Floor, 27 BKC, Plot No. 27, 'G' Block, Bandra Kurla Complex, Bandra (East), Mumbai 400 051 Maharashtra, India Tel: +91 22 4336 0000; E-mail: utkarshsfb.ipo@kotak.com Website: https://investmentbank.kotak.com Investor grievance e-mail: kmccredressal@kotak.com Contact person: Mr. Ganesh Rane SEBI registration no.: INM000008704

REGISTRAR TO THE ISSUE

# KFINTECH

SEBI registration no.: INR000000221

KFin Technologies Limited
Selenium, Tower-B, Plot 31 & 32, Financial District, Nanakramguda,
Serilingampally, Hyderabad, Rangareddi 500 032, Telangana, India Tel: +91 40 6716 2222 / 1800 345 4001; E-mail: utkarsh.ipo@kfintech.com Investor grievance e-mail: einward.ris@kfintech.com Website: www.kfintech.com Contact person: Mr. M. Murali Krishna

COMPANY SECRETARY AND COMPLIANCE OFFICER

Muthiah Ganapathy UTKARSH SMALL FINANCE BANK LIMITED

Utkarsh Tower, NH - 31 (Airport Road), Sehmalpur, Kazi Sarai, Harhua,

Varanasi 221 105, Uttar Pradesh, India.

Telephone: +91 542 660 5555; Email: shareholders@utkarsh.bank; Website: www.utkarsh.bank

Investors can contact the Company Secretary and Compliance Officer or the Registrar to the Issue in case of any pre-Issue or post-Issue related grievances, including non-receipt of letters of Allotment, noncredit of Allotted Equity Shares in the respective beneficiary account, non-receipt of refund orders or non-receipt of funds by electronic mode, etc. For all Issue related queries and for redressal of complaints, Investors may also write to the BRLMs.

AVAILABILITY OF THE RHP: Investors are advised to refer to the RHP and the "Risk Factors" beginning on page 25 of the RHP before applying in the Issue. A copy of the RHP will be made available on the website of SEBI at www.sebi.gov.in and is available on the websites of the BRLMs, ICICI Securities Limited at www.icicisecurities.com and Kotak Mahindra Capital Company Limited at https://investmentbank.kotak.com and the websites of the Stock Exchanges, for BSE at www.bseindia.com and for NSE at www.nseindia.com

AVAILABILITY OF BID CUM APPLICATION FORM: Bid cum Application Form can be obtained from the Registered Office of our Bank, UTKARSH SMALL FINANCE BANK LIMITED: Tel: +91 542 660 5555; BRLMs: ICICI Securities Limited, Tel: +91 22 6807 7100 and Kotak Mahindra Capital Company Limited, Tel: +91 22 4336 0000 and Syndicate Members: Kotak Securities Limited, Telephone: +91 22 6218 5410 and at selected locations of Sub-Syndicate Members (as given below), Registered Brokers, SCSBs, Designated RTA Locations and Designated CDP Locations for participating in the Issue. Bid cum Application Forms will also be available on the websites of the Stock Exchanges at www.bseindia.com and www.nseindia.com and at all the Designated Branches of SCSBs, the list of which is available on the websites of the Stock Exchanges and SEBI

SUB-SYNDICATE MEMBERS: Anand Rathi Share & Stock Brokers Limited; Axis Capital Limited; Centrum Broking Limited; Centrum Wealth Management Limited; Choice Equity Broking Private Limited: Dalal & Broacha Stock Broking Private Limited: DB(International) Stock Brokers Limited: Eureka Stock & Share Broking Services Limited: Finwizard Technology Private Limited; HDFC Securities Limited; IIFL Securities Limited; JM Financial Services Limited; Jobanputra Fiscal Services Private Limited; Keynote Capitals

Limited; KJMC Capital Market Services Limited; LKP Securities Limited; Inventure Growth & Securities Limited; Motilal Oswal Securities Limited; Nuvama Wealth and Investment Limited (Edelweiss Broking Limited), Prabhudas Liladhar Private Limited; Pravin Ratilal Share and Stock Brokers Limited; RR Equity Brokers Private Limited; SBIcap Securities Limited; Sharekhan Limited; SMC Global Securities Limited; Systematix Shares and Stocks (India) Limited; Trade Bulls Securities (P) Limited; Way2wealth brokers Private Limited and YES Securities (India) Limited

ESCROW COLLECTION BANK(S), PUBLIC ISSUE ACCOUNT BANK AND REFUND BANK: ICICI Bank Limited SPONSOR BANKS: ICICI Bank Limited and Axis Bank Limited

All capitalised terms used herein and not specifically defined shall have the same meaning as ascribed to them in the RHP.

For UTKARSH SMALL FINANCE BANK LIMITED On behalf of the Board of Directors

> Muthiah Ganapathy Company Secretary & Compliance Officer

Place: Varanasi, Uttar Pradesh Date: July 7, 2023

UTKARSH SMALL FINANCE BANK LIMITED is proposing, subject to receipt of requisite approvals, market conditions and other considerations, to make an initial public offering of its Equity Shares and has filed a red herring prospectus dated July 6, 2023 ("RHP") with the RoC. The RHP is made available on the website of the SEBI at www.sebi.gov.in as well as on the

website of the BRLMs i.e., ICICI Securities Limited at www.bseindia.com. Potential investors should note that investment in equity shares involves a high degree of risk and for details relating to such risks, please see the section titled "Risk Factors" beginning on page 25 of the RHP. Potential investors should not rely on the DRHP for making any investment decision. The Equity Shares offered in the Issue have not been and will not be registered under the U.S. Securities Act or any state securities Act and applicable state securities and exemption from, or in a transaction not subject to, the registration requirements of the U.S. Securities Act and applicable state securities

aws in the United States, Accordingly, the Equity Shares are being offered and sold outside the United States in offshore transactions in compliance with Regulation S and the applicable laws of the jurisdiction where those offers and sales are made. This announcement does not constitute an offer for sale of securities in any jurisdiction, including the United States