TRACK RECORD OF THE PUBLIC ISSUES MANAGED BY THE MERCHANT BANKER IN THE LAST 3 FINANCIAL YEARS

NAME OF THE ISSUE: UNIINFO TELECOM SERVICES LTD

1	*Type of issue (IPO/ FPO)*	IPO
2	***Issue size (Rs. in crore)***	
	Source: Basis of Allotment	20.009
3	***Grade of issue alongwith name of the rating agency***	Not Applicable as the issue is being made in terms of Chapter XB of the SEBI (ICDR) Regulations, 2009
4	***Subscription level (number of times).***	
	The above figures are after removing technical rejections, duplicate and multiple bids. *Source: Basis of allotment*	1.9097
5	***QIB holding (as a % of total outstanding capital) as disclosed to stock exchanges (See Regulation 31 of the SEBI (Listing Obligations & Disclosure Requirements), 2015)***	
	(i) allotment in the issue [1]	NIL
	(ii) at the end of the 1st Quarter immediately after the listing of the issue i.e. March 31, 2018 [1]	NIL
	(iii) at the end of 1st FY (March 31, 2018) [1]	NIL
	(iv) at the end of 2nd FY (March 31, 2019) [1]	NIL
	(v) at the end of 2nd FY (March 31, 2020) [1]	NIL
	Source: (1) Stock Exchange Filing	

6 ***Financials of the issuer (as per the annual financial results submitted to stock exchanges)***

(Rs. in crores)

Parameters	1st FY (2017-18)	2nd FY (2018-19)	3rd FY(2019-20
Income from operations	36.22	50.14	41.72
Net Profit for the period	3.87	5.19	0.95
Paid-up equity share capital	10.69	10.69	10.69
Reserves excluding revaluation reserves	21.73	26.82	27.77

7 ***Trading status in the scrip of the issuer*** *(whether frequently traded (as defined under Regulation 2 (j) of SEBI (SAST) Regulations, 2011) or infrequently traded/ delisted/ suspended by any stock exchange, etc.)*

(i) at the end of 1st FY (March 31, 2018)	Frequently traded
(ii) at the end of 2nd FY (March 31, 2019)	Frequently traded
(iii) at the end of 3rd FY (March 31, 2020)	Frequently traded

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8 ***Change, if any, in directors of issuer from the disclosures in the offer document ((See Regulation 68 and Schedule III of the SEBI (Listing Obligations & Disclosure Requirements) , 2015)***

(i) at the end of 1st FY (March 31, 2018) — No change

(ii) at the end of 2nd FY (March 31, 2019) — Independent director MR. SHALABH AGRAWAL resigned on 14-11-18. LT COL PRAMOD DEOGIRIKAR was appointed as Independent Director on 13-02-19

(iii) at the end of 3rd FY (March 31, 2020) — No change

9 ***Status of implementation of project/ commencement of commercial production (as submitted to stock exchanges under Regulation 32 of the SEBI (Listing Obligations & Disclosure Requirements) , 2015*** — Not Applicable

(i) as disclosed in the offer document
(ii) Actual implementation
(iii) Reasons for delay in implementation, if any

10 ***Status of utilization of issue proceeds (as submitted to stock exchanges under Regulation 32 of the SEBI (Listing Obligations & Disclosure Requirements) , 2015)***

(i) as disclosed in the offer document — Rs. 20.009 Cr
(ii) Actual utilizationas on 31st March 2019 — Rs. 20.009 Cr
(iii) Reasons for deviation, if any — No deviation

11 ***Comments of monitoring agency, if applicable (See Regulation 16 of SEBI (ICDR) Regulations, 2009)*** — Not Applicable

(a) Comments on use of funds
(b) Comments on deviation, if any, in the use of proceeds of the issue from the objects stated in the offer document
(c) Any other reservations expressed by the monitoring agency about the end use of funds

(To be submitted till the time the issue proceeds have been fully utilised)

12 ***Price- related data***

Issue price (Rs): ***55.00***

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*	*As at the end of 1st FY after the listing of the issue (March 31, 2018)*			*As at the end of 2nd FY after the listing of the issue (March 31, 2019)*			*As at the end of 3rd FY after the listing of the issue (March 31, 2020)*		
				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	55.75	52.30	43.00	54.00	62.00	51.00	37.50	55.70	18.10	13.5	44.8	12
Index (of the Designated Stock Exchange):	10360.15	10528.35	10856.70	10113.70	11171.55	9075.15	11623.90	11760.20	10004.55	8281.10	12430.50	7511.10
Sectoral Index (mention the index that has been considered and reasons for considering the same)	Not Applicable											

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13 ***Basis for Issue Price and Comparison with Peer Group & Industry Average*** *(Source of accounting ratios of peer group and industry average may be indicated; source of the accounting ratios may generally be the same, however in case of different sources, reasons for the same may be indicated)*

Accounting ratio	Name of company	*As disclosed in the offer document (See Clause (2) (VII) (K) of Schedule VIII to SEBI (ICDR) Regulations, 2009* [1]	*At the end of 1st FY (March 31, 2018)* [2]	*At the end of 2nd FY (March 31, 2019)* [2]	*At the end of 3rd FY (March 31, 2020)* [2]
EPS (Rs.)	Issuer:	97.02	5.43	4.85	0.88
	Peer Group:	NA	NA	NA	NA
	Industry Avg:				
P/E	Issuer:	0.57	9.94	7.73	15.34
	Peer Group:	NA	NA	NA	NA
	Industry Avg:				
RoNW (%)	Issuer:	52.08	11.96	13.83	2.45
	Peer Group:	NA	NA	NA	NA
	Industry Avg:				
NAV per share based on balance sheet (Rs.)	Issuer:	28.13	30.33	35.09	35.97
	Peer Group:	NA	NA	NA	NA
	Industry Avg:				

(1) Sourced from the Prospectus dated February 22, 2018

(2) Stock Exchange Filing

14 ***Any other material information: Nil***

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