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LEAP INDIA LIMITED

(TO BE LISTED ON THE MAIN BOARD OF BSE AND NSE)

Our Company was incorporated as LEAP India Private Limited as a private limited company under the Companies Act, 1956, pursuant to a certificate of incorporation dated July 3, 2013, issued by the Registrar of Companies, Maharashtra at Mumbai. Subsequently, our Company was converted into a public limited company pursuant to a Board resolution dated June 27, 2025, and a special resolution passed by our Shareholders on July 17, 2025, and consequently the name of our Company was changed to LEAP India Limited, and a fresh certificate of incorporation dated July 31, 2025 was issued by the RoC CPC. For details in relation to changes in the name and registered office of our Company, see *“History and Certain Corporate Matters – Brief history of our Company”* and *“History and Certain Corporate Matters – Changes in the registered office”* on page 235 of the red herring prospectus dated August 1, 2026 (“RHP” or “Red Herring Prospectus”).

Corporate Identification Number: U74900MH2013PLC245166
Registered and Corporate Office: 14th Floor, Commerz, International Business Park, Oberoi Garden City, Off Western Express Highway, Goregaon (East), Mumbai 400 063, Maharashtra, India
Telephone: +91 22 6958 8700; Contact person: Chirag Bagadia, Company Secretary and Compliance Officer; E-mail: compliance@leapindia.net; Website: www.leapindia.net

THE PROMOTERS OF OUR COMPANY ARE SUNU MATHEW AND VERTICAL HOLDINGS II PTE. LTD.

INITIAL PUBLIC OFFER OF UP TO [●] EQUITY SHARES OF FACE VALUE OF ₹1 EACH (“EQUITY SHARES”) OF LEAP INDIA LIMITED (“COMPANY”) FOR CASH AT A PRICE OF ₹[●] PER EQUITY SHARE (INCLUDING A SHARE PREMIUM OF ₹[●] PER EQUITY SHARE) (“OFFER PRICE”) AGGREGATING UP TO ₹24,800.00 MILLION (THE “OFFER”) COMPRISING A FRESH ISSUE OF UP TO [●] EQUITY SHARES OF FACE VALUE OF ₹1 EACH AGGREGATING UP TO ₹ 4,800.00 MILLION BY OUR COMPANY (“FRESH ISSUE”) AND AN OFFER FOR SALE OF UP TO [●] EQUITY SHARES OF FACE VALUE OF ₹1 EACH AGGREGATING UP TO ₹20,000.00 MILLION (THE “OFFER FOR SALE”), CONSISTING OF UP TO [●] EQUITY SHARES OF FACE VALUE OF ₹1 EACH AGGREGATING UP TO ₹ 19,986.23 MILLION BY VERTICAL HOLDINGS II PTE. LTD. (THE “PROMOTER SELLING SHAREHOLDER”) AND UP TO [●] EQUITY SHARES OF FACE VALUE OF ₹1 EACH AGGREGATING UP TO ₹ 13.77 MILLION BY KIA EBT SCHEME 3 (ACTING THROUGH ITS TRUSTEE, CATALYST TRUSTEESHIP LIMITED) (THE “PROMOTER GROUP SELLING SHAREHOLDER”, AND TOGETHER WITH PROMOTER SELLING SHAREHOLDER, THE “SELLING SHAREHOLDERS” AND SUCH EQUITY SHARES SO OFFERED BY THE SELLING SHAREHOLDERS, THE “OFFERED SHARES” AND SUCH OFFER FOR SALE TOGETHER WITH THE FRESH ISSUE, THE “OFFER”).
THE OFFER INCLUDES A RESERVATION OF UP TO [●] EQUITY SHARES OF FACE VALUE OF ₹1 EACH, AGGREGATING UP TO ₹12.50 MILLION (CONSTITUTING UP TO [●]% OF THE POST-OFFER PAID-UP EQUITY SHARE CAPITAL), FOR SUBSCRIPTION BY ELIGIBLE EMPLOYEES (“EMPLOYEE RESERVATION PORTION”). THE OFFER LESS THE EMPLOYEE RESERVATION PORTION IS HEREINAFTER REFERRED TO AS THE “NET OFFER”. THE OFFER AND THE NET OFFER SHALL CONSTITUTE [●]% AND [●]% OF THE POST-OFFER PAID-UP EQUITY SHARE CAPITAL OF OUR COMPANY, RESPECTIVELY.

DETAILS OF THE OFFER FOR SALE			
NAME OF THE SELLING SHAREHOLDERS	TYPE	NUMBER OF EQUITY SHARES OF FACE VALUE OF ₹1 EACH OFFERED / AMOUNT (IN ₹ MILLION)	WEIGHTED AVERAGE COST OF ACQUISITION (IN ₹)¹
Vertical Holdings II Pte. Ltd.	Promoter Selling Shareholder	Up to [●] equity shares of face value of ₹1 each aggregating up to ₹ 19,986.23 million	70.93
KIA EBT Scheme 3 (acting through its trustee, Catalyst Trusteeship Limited)	Promoter Group Selling Shareholder	Up to [●] equity shares of face value of ₹1 each aggregating up to ₹ 13.77 million	52.48

For further details please see “The Offer” beginning on page 56 of the RHP.

¹As certified by Patni Mandhana & Associates, Chartered Accountants, with firm registration number 152125W, by way of their certificate dated August 1, 2026.

PRICE BAND: ₹151 TO ₹159 PER EQUITY SHARE OF FACE VALUE OF ₹1 EACH.

THE FLOOR PRICE IS 151 TIMES THE FACE VALUE OF THE EQUITY SHARES AND THE CAP PRICE IS 159 TIMES THE FACE VALUE OF THE EQUITY SHARES.

BIDS CAN BE MADE FOR A MINIMUM OF 94 EQUITY SHARES OF FACE VALUE OF ₹ 1 EACH AND

IN MULTIPLES OF 94 EQUITY SHARES OF FACE VALUE OF ₹ 1 EACH THEREAFTER.

THE PRICE TO EARNINGS RATIO (“P/E”) BASED ON DILUTED EPS FOR FINANCIAL YEAR ENDED 2026 FOR

THE COMPANY AT THE UPPER END OF THE PRICE BAND IS 106.00 TIMES AND AT THE LOWER END OF THE PRICE BAND IS 100.67 TIMES.

WEIGHTED AVERAGE RETURN ON NET WORTH FOR LAST THREE FISCAL YEARS IS 5.33%.

The details of the Fresh Issue and the post Offer market capitalization of the Company, each at the Floor Price and the Cap Price, are given below:

Particulars	OFFER SIZE AND MARKET CAPITALIZATION			
	At Floor Price of ₹ 151 per Equity Shares		At Cap Price of ₹ 159 per Equity Shares	
	Up to No. of Equity Shares of face value of ₹ 1 each	Up to Amount (₹ in Million)	Up to No. of Equity Shares of face value of ₹ 1 each	Up to Amount (₹ in Million)
Fresh Issue	31,788,079	4,800.00	30,188,678	4,800.00
Offer for Sale	132,450,331	20,000.00	125,786,162	20,000.00
Total Offer Size	164,238,410	24,800.00	155,974,840	24,800.00
Post Offer Market Capitalisation	442,135,859	66,762.51	440,536,458	70,045.30

BID/ OFFER PERIOD

ANCHOR INVESTOR BID/ OFFER DATE THURSDAY, AUGUST 6, 2026

BID/ OFFER OPENS ON FRIDAY, AUGUST 7, 2026

BID/ OFFER CLOSES ON* TUESDAY, AUGUST 11, 2026

*The UPI mandate end time and date shall be at 5:00 p.m. on Bid/Offer Closing Date.

We are the largest on-demand asset pooling provider in India's supply chain management sector (based on the number of pooled Assets, (such as pallets, containers and MHEs)), according to the F&S Report.

Our offerings include (i) pallets: flat carrier structures, that support goods while being handled by equipment such as forklifts, involved in production, vertical storage and movement of cargo; (ii) containers: standardized, stackable, and often foldable material handling units; and (iii) MHE, such as forklifts.

THE OFFER IS BEING MADE PURSUANT TO REGULATION 6(1) OF THE SEBI ICDR REGULATIONS.
THE EQUITY SHARES OF THE COMPANY WILL GET LISTED ON THE MAIN BOARD OF BSE AND NSE.
NSE SHALL BE THE DESIGNATED STOCK EXCHANGE.

QIB PORTION: NOT MORE THAN 50% OF THE NET OFFER | NON-INSTITUTIONAL PORTION: NOT LESS THAN 15% OF THE NET OFFER

RETAIL INDIVIDUAL PORTION: NOT LESS THAN 35% OF THE NET OFFER

EMPLOYEE RESERVATION PORTION: UP TO [·] EQUITY SHARES OF FACE VALUE OF ₹1 EACH, AGGREGATING UP TO ₹12.50 MILLION

IN MAKING AN INVESTMENT DECISION, POTENTIAL INVESTORS MUST ONLY RELY ON THE INFORMATION INCLUDED IN THE RED HERRING PROSPECTUS AND THE TERMS OF THE OFFER, INCLUDING THE RISKS INVOLVED AND NOT RELY ON ANY OTHER EXTERNAL SOURCES OF INFORMATION ABOUT THE OFFER AVAILABLE IN ANY MANNER. IN RELATION TO PRICE BAND, POTENTIAL INVESTORS SHOULD ONLY REFER TO THIS PRE-OFFER AND PRICE BAND ADVERTISEMENT FOR THE OFFER AND SHOULD NOT RELY ON ANY OTHER EXTERNAL SOURCES OF INFORMATION AVAILABLE IN ANY MANNER IN RELATION TO THE VALUATION OF OUR COMPANY AS THESE ARE NOT ENDORSED, PUBLISHED OR CONFIRMED EITHER BY OUR COMPANY OR THE BRLMs.

IN ACCORDANCE WITH THE RECOMMENDATION OF THE COMMITTEE OF INDEPENDENT DIRECTORS OF OUR COMPANY, PURSUANT TO THEIR RESOLUTION DATED AUGUST 1, 2026, THE ABOVE PROVIDED PRICE BAND IS JUSTIFIED BASED ON QUANTITATIVE FACTORS/ KEY PERFORMANCE INDICATORS DISCLOSED IN THE “BASIS FOR OFFER PRICE” SECTION ON PAGE 126 OF THE RHP VIS-A-VIS THE WEIGHTED AVERAGE COST OF ACQUISITION (“WACA”) OF PRIMARY AND SECONDARY TRANSACTION(S), AS APPLICABLE, DISCLOSED IN THE “BASIS FOR OFFER PRICE” SECTION ON PAGE 126 OF THE RHP AND PROVIDED BELOW IN THIS ADVERTISEMENT.

RISK TO INVESTORS

For details refer to section titled **“Risk Factors”** beginning on page 21 of the RHP

1. Future growth and profitability may not be sustained: We have expanded our operations and have experienced growth and profitability over the last few years. Set out below are details of certain growth metrics, as of and for the years indicated, If we are unable to increase or sustain our year-on-year revenue growth, our business, results of operations, financial condition and cash flows could be adversely affected:

Particulars	Fiscal		
	2026	2025	2024
Revenue from operations (₹ million)	7,295.33	4,664.72	3,649.71
Year-on-year growth (%)¹	56.39%	27.81%	-
Total income (₹ million)	7,473.55	4,850.31	3,719.44
Net profit for the year (₹ million)	623.41	375.58	371.74
EBITDA (₹ million)²	3,788.29	2,737.97	2,099.18
EBITDA margin (%)³	50.69%	56.45%	56.44%

1 Year-on-year growth is calculated as (relevant year amount/ number minus previous year amount/ number) divided by previous year amount/ number.

2 EBITDA as per the Restated Consolidated Financial Information is calculated as profit before tax plus finance costs plus depreciation, amortisation and impairment expenses as per the Restated Consolidated Financial Information

3 EBITDA Margin as per the Restated Consolidated Financial Information is calculated as EBITDA as per the Restated

Consolidated Financial Information as a percentage of total income as per the Restated Consolidated Financial Information.

2. Business Risk: We primarily offer wooden pallets on a pooling basis. If market preferences shift to plastic or metal pallets, or if the pooling model loses popularity in favor of one-way pallets, we risk losing market share, facing costs to diversify, and dealing with infrastructure challenges. Further, any adverse developments affecting the pallet pooling market including increased competition, changes in customer preferences, regulatory shifts, or technological disruptions could impact our business. A significant portion of our revenues is derived from our pallet pooling business as indicated below:

Details	Fiscal 2026		Fiscal 2025		Fiscal 2024	
	Amount (₹ million)	% of total revenue from operations	Amount (₹ million)	% of total revenue from operations	Amount (₹ million)	% of total revenue from operations
Revenue from operations – Pallets	4,535.73	62.17%	3,167.44	67.90%	2,636.17	72.23%

3. Supplier dependency risk: We depend on our suppliers and service providers in relation to our operations (including for purchase of our Assets and for ancillary services such as transportation). Our top ten suppliers and service providers contributed 63.27%, 60.00% and 77.00% of our total purchases in Fiscals 2026, 2025 and 2024, respectively in relation to our operations. If our top asset suppliers discontinue delivery of Assets to us in the quantities we need, or on commercially acceptable terms, our business and results of operations could be adversely affected. For details of the aggregate contribution of our top ten suppliers to our total purchases for the years indicated, please refer risk factor 3 on page 22 of the RHP.

4. Risk related to dependency on Key Managerial Personnel, Senior Management and certain other employees: Our continued success depends on retaining our key managerial personnel, senior management, skilled employees and MHE operators. Failure to attract or retain such personnel may adversely impact our business and results of operations.

Set out below are details of our attrition for KMPs, members of Senior Management, permanent employees and our MHE operators, for the years indicated:

Particulars	Fiscal		
	2026	2025	2024
Attrition rate of KMPs (%)	33.00%	67.00%	67.00%
Attrition rate of members of Senior Management (other than KMPs) (%)	17.00%	33.00%	33.00%
Attrition rate of permanent employees (%)	31.26%	36.81%	48.13%
Attrition Rate for MHE operators	56.00%	47.00%	65.00%

Note: Attrition rate is calculated as the number of employees / KMPs / SMPs / MHE operators who voluntarily resigned from our Company during the respective period, divided by the aggregate number of employees / KMPs / SMPs / MHE operators, as applicable, of our Company at the beginning of the period and additions during the period. It does not include any superannuation or involuntary resignations.

5. Risk related to customer retention and contract renewals: Our business depends on long – term, recurring contracts and renewal and expansion of relationships with our customers. Failure to renew long-term customer contracts or expand the scope of services we provide to them may adversely affect our business, financial condition, results of operations and cash flows.

6. Risk related to Asset Losses: A failure to maintain effective asset control and recovery processes may result in additional expenses and could negatively affect our financial performance.

7. Technology infrastructure risk: Our business depends on our technology infrastructure in our business operations, and any disruption or failure of our technology infrastructure could materially affect our growth prospects, reputation, business, results of operations, financial condition and cash flows. We are dependent on our in-house and third-party technologies and software for various functions including our billing activities. If our IT systems malfunction or experience extended periods of downtime, we may not be able to run our operations safely or efficiently. Further, we integrate our technology systems and software with our customers' information technology systems; however, we may fail to successfully integrate our technology systems and software with those of our customers or may face difficulties in doing so, any of which may adversely affect the quality of our service and our relationship with such customers.

8. Customer Credit Risk: We are exposed to counterparty credit risk in relation to our customers and any significant delay in them making payments to us or failure to make such payments may have a material adverse effect on our results of operations, financial condition and cash flows.

Set out below are details of our trade receivables as a % of revenue from operations as of and for the years indicated:

Particulars	As of and for Fiscal		
	2026	2025	2024
Trade receivables as a % of revenue from operations	35.96%	42.69%	39.35%

Should one or more of our customers become insolvent or otherwise be unable or unwilling to pay for their orders, our working capital estimations, results of operations, cash flows and financial condition could be adversely affected.

9. Volatility in the supply and pricing of raw material and Asset procurement risks: We are exposed to fluctuations in the supply and pricing of key raw materials, such as timber and plastic, as well as Assets procured from third party suppliers. Any disruption in supply or increase in procurement costs could adversely affect our business, financial condition, cash flows and result of operations. Further, fluctuations in foreign currency exchange rates, particularly the depreciation of the Indian Rupee against the freely convertible currencies in which we source our raw materials and certain Assets, could adversely affect our results of operations, cash flows, and financial condition.

10. Risk relating to pledge on Promoter and Promoter Group shares: Certain Equity Shares held by our Individual Promoter and one of the members of our Promoter Group entity were pledged in relation to non-convertible debentures issued by the Promoter Group entity. In the event of re-creation of this pledge on our Equity Shares in the future, any invocation of such pledge could dilute their respective shareholding in our Company, and we may face certain impediments in taking decisions on certain key, strategic matters. As a result, we may not be able to conduct our business or implement our strategies as currently planned, which may adversely affect our business and financial condition.

11. Increase in maintenance cost risk: Our business requires regular inspection, repair and maintenance of our Assets to meet our quality standards. Set out below are details of repairs and maintenance costs, expensed in the restated consolidated statement of profit and loss, in respect of our Assets for the years indicated.

Particulars	Fiscal		
	2026	2025	2024
Repairs and maintenance (₹ in million)*	398.29	267.11	295.02
Total expenses (₹ in million)	6,665.03	4,329.74	3,252.37
Repairs and maintenance as a percentage of total expenses (in %)	5.98%	6.17%	9.07%

**Our repairs and maintenance expenses have improved on account of improvements in repair efficiency and focus on preventative maintenance of our Assets. For further details of the preventative maintenance undertaken by our Company, see “Our Business – Asset Management” on page 225 of the RHP.*

Any sustained increase in maintenance costs or other operating expenses could challenge our ability to deliver value to our customers and stakeholders and may ultimately affect our financial performance.

12. We will not receive any proceeds from the Offer for Sale portion and the same will be received by the Selling Shareholders.

13. Weighted Average Return on Net worth for Financial Year ended 2026, 2025 and 2024 is 5.33%[#]

[#] As certified by Patni Mandhana & Associates, Chartered Accountants, with firm registration number 152125W, by way of their certificate dated August 1, 2026.

14. Average cost of Acquisition of Equity Shares for our Promoters and Selling shareholders is as follows:

Name	Number of equity shares of face value of ₹1 each held as of date of this Red Herring Prospectus	Average cost of acquisition per Equity Share (in ₹) (post conversion of outstanding Preference Shares) [#]
<i>Promoters</i>		
Sunu Mathew	86,766,360	3.78
Vertical Holdings II Pte. Ltd.^	303,738,036	70.93
<i>Promoter Group Selling Shareholder</i>		
KIA EBT Scheme 3 (acting through its trustee, Catalyst Trusteeship Limited)	209,332	52.48

[#] As certified by Patni Mandhana & Associates, Chartered Accountants, with firm registration number 152125W, by way of their certificate dated August 1, 2026.

** The pre-Offer equity share capital of our Company on a fully diluted basis has been computed assuming exercise of all outstanding options that are vested as on the date of the Red Herring Prospectus, under the ESOP Schemes.*

^ Also the Promoter Selling Shareholder.

15. Weighted average cost of acquisition of all specified securities transacted in the last one year, eighteen months and three years preceding the date of the Red Herring Prospectus:

Period	Weighted Average Cost of Acquisition on a fully diluted basis (in ₹)*	Cap Price is ‘X’ times the Weighted Average Cost of Acquisition*	Range of acquisition price: Lowest Price - Highest Price* (in ₹)
Last one year preceding the date of the Red Herring Prospectus	0.46	345.65	Nil – ₹483.59
Last 18 months preceding the date of the Red Herring Prospectus	0.46	345.65	Nil – ₹483.59
Last three years preceding the date of the Red Herring Prospectus	61.71	2.58	Nil – ₹1,085.28

** As certified by Patni Mandhana & Associates, Chartered Accountants, with firm registration number 152125W, by way of their certificate dated August 1, 2026*

16. The 4 BRLMs associated with the Offer have handled 77 public issues in the past three years, out of which 25 issues closed below the offer price on listing date.

Name of the BRLMs	Total Issues	Issues closed below IPO price on listing date
JM Financial Limited	24	11
Avendus Capital Private Limited	4	1
IIFL Capital Services Limited (formerly known as IIFL Securities Limited)	30	10
UBS Securities India Private Limited	0	0
Common Issues handled by the BRLMs	19	3
Total	77	25

Additional Information for Investors

1. Our Company has not undertaken pre-IPO placement from the DRHP till date.
2. The Promoters or members of the Promoter Group have not undertaken any transaction of shares aggregating up to 1% or more of the paid-up equity share capital of the Company from the DRHP till date.
3. The aggregate pre-Offer and post-Offer shareholding of our Promoters (including the Promoter Selling Shareholder), members of the Promoter Group (including the Promoter Group Selling Shareholder), the additional top 10 Shareholders and other public Shareholders is set out below:

Sr. No.	Name of Shareholder	Pre-Offer shareholding as at the date of the Price Band Advertisement [†]		Post-Offer shareholding as at the date of Allotment [‡]			
		Number of Equity Shares ^(iv)	Shareholding (in %) ^(iv)	At the lower end of the price band (₹151)		At the upper end of the price band (₹159)	
				Number of Equity Shares ^(iv)	Shareholding (in %) ^(iv)	Number of Equity Shares ^(iv)	Shareholding (in %) ^(iv)
	Promoters						
1.	Sunu Mathew	86,766,360	21.07	86,766,360	19.57	86,766,360	19.64
2.	Vertical Holdings II Pte. Ltd.	303,738,036	73.78	171,378,897	38.65	178,038,477	40.29
	Promoter Group (other than our Promoters)						
3.	Matyas Possessiones Private Limited	1,212,608	0.29	1,212,608	0.27	1,212,608	0.27
4.	KIA EBT Scheme 3 (acting through its trustee, Catalyst Trusteeship Limited)	209,332	0.05	118,140	0.03	122,729	0.03
5.	Akshat Mathew	888,676	0.22	888,676	0.20	888,676	0.20
	Additional top 10 Shareholders						
1.	Sixth Sense India Opportunities III	5,787,392	1.41	5,787,392	1.31	5,787,392	1.31
2.	First Bridge India Growth Fund	4,962,836	1.21	4,962,836	1.12	4,962,836	1.12
3.	Madhurima International Private Limited	4,135,696	1.00	4,135,696	0.93	4,135,696	0.94
4.	Niveshaay Sambhav Fund	1,240,708	0.30	1,240,708	0.28	1,240,708	0.28
5.	Dhimal Shaileshbhai Sanghvi	665,020	0.16	665,020	0.15	665,020	0.15
6.	Rakesh Shah	413,568	0.10	413,568	0.09	413,568	0.09
7.	Vasudha Dudani	165,428	0.04	165,428	0.04	165,428	0.04
8.	Harjindersingh Sarna	99,257	0.02	99,257	0.02	99,257	0.02
9.	Ramesh Keshavji Shah	62,863	0.02	62,863	0.01	62,863	0.01

[†]Based on beneficiary position statement as available on July 31, 2026.

[‡] The pre-Offer and post-Offer shareholding shall be updated in the Prospectus.

[§] Assuming full subscription in the Offer. The post-Offer shareholding details as at Allotment will be based on the actual subscription and the Offer Price and updated in the Prospectus, subject to finalization of the Basis of Allotment. Also, this table assumes there is no transfer of shares by the Shareholders between the date of the pre-Offer and price band advertisement and Allotment, and if any such transfers occur prior to the date of Prospectus, it will be updated in the shareholding pattern in the Prospectus.

(1) Includes all options that have been exercised until date of prospectus and any transfer of Equity Shares by existing shareholders after the date of the pre-Offer and price band advertisement until the date of prospectus. Assuming all vested ESOPs as on date of the Red Herring Prospectus are exercised. The post-Offer shareholding shall be updated in the Prospectus based on ESOPs exercised until such date.

BASIS FOR OFFER PRICE

 The “Basis for Offer Price” on page 126 of the RHP will be updated with the above Price Band. Please refer to the website of the BRLMs: www.jmfl.com, www.avendus.com, www.iiflcapital.com and www.ubs.com/indiaoffers for the “Basis for Offer Price” updated for the above Price Band.
(You may scan the QR code for accessing the website of www.jmfl.com)

The Price Band and Offer Price will be determined by our Company, 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 ₹1 each and the Offer Price is [●] times the Floor Price and [●] times the Cap Price, and Floor Price is 151 times the face value and the Cap Price is 159 times the face value. Investors should also see “Risk Factors”, “Summary of Restated Consolidated Financial Information”, “Our Business”, “Restated Consolidated Financial Information”, and “Management’s Discussion and Analysis of Financial Condition and Results of Operations” beginning on pages 21, 58, 208, 273 and 351, respectively, to have an informed view before making an investment decision.

Qualitative factors

Some of the qualitative factors and our strengths which form the basis for computing the Offer Price are on page 126 of the RHP.

Quantitative factors

Some of the information presented below relating to our Company is derived from the Restated Consolidated Financial Information. For details, see “Restated Consolidated Financial Information” and “Other Financial Information” beginning on pages 273 and 347, respectively.

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

A. Basic and Diluted Earnings Per Equity Share (“EPS”), adjusted for changes in capital:

Financial Year/Period Ended	Basic EPS (in ₹)	Diluted EPS (in ₹)	Weight
March 31, 2026	1.52	1.50	3
March 31, 2025	1.00	0.99	2
March 31, 2024	1.04	1.03	1
Weighted Average [§]	1.27	1.25	

[§]As certified by Patni Mandhana & Associates, Chartered Accountants, with firm registration number 152125W, by way of their certificate dated August 1, 2026.

Notes:

1. EPS calculations are in accordance with Ind AS 33 (Earnings per share). The face value of Equity Shares of the Company is ₹ 1 each.
2. The ratios have been computed as below:
- (a) Basic earnings per share represents net profit attributable to equity shareholders, as restated, divided by the weighted average number of equity shares outstanding during the year/period which includes the impact of compulsory convertible preference shares, compulsorily convertible debentures and bonus issue.
- (b) Diluted earnings per share represents net profit attributable to equity shareholders, as restated, divided by the weighted average number of equity shares outstanding adjusted for the effect of dilution during the year/period which includes the impact of compulsory convertible preference shares, compulsorily convertible debentures, potential dilution of optionally convertible preference shares, potential dilution of vested employee stock options and bonus issue.
3. The above calculation is based on the Restated Consolidated Financial Information, adjusted to reflect changes in capital during the respective financial year/period.

B. Price/Earning (“P/E”) ratio in relation to Price Band of ₹151 to ₹159 per Equity Share:

Particulars	P/E at the Floor Price (number of times) [§]	P/E at the Cap Price (number of times) [§]
Based on basic EPS for Financial Year ended March 31, 2026	99.34	104.61
Based on diluted EPS for Financial Year ended March 31, 2026	100.67	106.00

[§]As certified by Patni Mandhana & Associates, Chartered Accountants, with firm registration number 152125W, by way of their certificate dated August 1, 2026.

C. Industry Peer Group P/E ratio

We believe there are no listed comparable companies in India or globally in terms of our business and scale of operations. Hence, no suitable industry peers are available based on our analysis of regulatory filings and industry data.

D. Return on Net Worth (“RoNW”)

Financial Year/Period Ended	RoNW (%)	Weight
Fiscal 2026	6.19%	3
Fiscal 2025	4.09%	2
Fiscal 2024	5.21%	1
Weighted Average [§]	5.33%	

[§]As certified by Patni Mandhana & Associates, Chartered Accountants, with firm registration number 152125W, by way of their certificate dated August 1, 2026.

Notes:

1. Return on Net Worth (RoNW) (%) = Restated profit / (loss) for the year/period attributable to the owners of our Company divided by the restated Net Worth at the end of the year/period attributable to the owners of our Company.
2. For the purposes of the above, “net worth” means the aggregate value of the paid-up share capital and all reserves created out of the profits and securities premium account and debit or credit balance of profit and loss account, after deducting the aggregate value of the accumulated losses, deferred expenditure and miscellaneous expenditure not written off, but does not include reserves created out of revaluation of assets and write-back of depreciation each as applicable for our Company on consolidated and restated basis.
3. The weighted average RoNW is a product of RoNW for Fiscals 2026, 2025 and 2024 and the respective assigned weight, dividing the resultant by total aggregate weight.

E. Net Asset Value (“NAV”) per Equity Share

Particulars	Amount (in ₹) [§]
As at March 31, 2026 [^]	24.52
As at March 31, 2025 [^]	24.35
As at March 31, 2024 [^]	20.03
After the completion of the Offer	
- At Floor Price	33.62
- At Cap Price	33.74
- At Offer Price	[●]**

^{**}Will be updated at the Prospectus stage.

[^]As certified by Patni Mandhana & Associates, Chartered Accountants, with firm registration number 152125W, by way of their certificate dated August 1, 2026.

[^]Net Asset Value per equity share represents net worth as at the end of the fiscal year/period, as restated, divided by the number of Equity Shares outstanding during the fiscal year/period which includes the impact of compulsory convertible preference shares, compulsorily convertible debentures and bonus issue.

Weighted average cost of acquisition (“WACA”), floor price and cap price

- F. Price per share of our Company (as adjusted for corporate actions, including bonus issuances) based on primary issuances of Equity Shares or convertible securities (excluding Equity Shares issued under ESOP 2019, ESOP 2022 and issuance of Equity Shares pursuant to a bonus issue) during the 18 months preceding the date of the Red Herring Prospectus, where such issuance is equal to or more than 5% of the fully diluted paid-up share capital of our Company (calculated based on the pre-Offer capital before such transaction(s) and excluding ESOPs granted but not vested), in a single transaction or multiple transactions combined together over a span of rolling 30 days (“Primary Issuances”)

The details of the Equity Shares (excluding Equity Shares issued under the ESOP Schemes and issuance of Equity Shares pursuant to a bonus issue) issued during the 18 months preceding the date of the Red Herring Prospectus, where such issuance is equal to or more than 5% of the fully diluted paid-up share capital of our Company (calculated based on the pre-Offer capital before such transaction(s), in a single transaction or multiple transactions combined together over a span of rolling 30 days is as follows:

Name of Allottee	Date of Allotment	Nature of Transaction	Nature of specified security	Total consideration (in ₹ million) [*]	Number of specified securities allotted	Transaction as a % of the fully diluted paid up capital of our Company (calculated based on pre-Offer capital before such transactions and excluding employee stock options granted but not vested)
Vertical Holdings II Pte. Ltd.	July 15, 2026	Conversion of CCPS	Equity Shares	20,243.08	69,418,958	67.45%
First Bridge India Growth Fund				600.00	1,240,709	1.21%
Madhurima International Private Limited				500.00	1,033,924	1.00%
Niveshaay Sambhav Fund				150.00	310,177	0.30%
Dhimal Shaileshbhai Sanghvi				100.00	206,785	0.20%
Rakesh Shah				50.00	103,392	0.10%
KIA EBT Scheme 3 (acting through its trustee, Catalyst Trusteeship Limited)				10.33	49,069	0.05%
Madhu Jain				20.00	41,357	0.04%
Weighted average cost of acquisition						299.34

^{*}Consideration was paid at the time of issuance/transfer of Preference Shares.

- G. Price per share of our Company (as adjusted for corporate actions, including bonus issuances) based on secondary sale or acquisition of equity shares or convertible securities (excluding gifts) involving our Promoters, members of Promoter Group, Selling Shareholders or other shareholders with the right to nominate directors on our Board during the 18 months preceding the date of filing of the Red Herring Prospectus, where the acquisition or sale is equal to or more than 5% of the fully diluted paid-up share capital of our Company (calculated based on the pre-Offer capital before such transaction/s and excluding ESOPs granted but not vested), in a single transaction or multiple transactions combined together over a span of rolling 30 days (“Secondary Transactions”)

There have been no secondary sale/ acquisitions of Equity Shares, where the Promoters (including the Promoter Selling Shareholder), members of Promoter Group (including the Promoter Group Selling Shareholder), or other shareholders with the right to nominate directors on our Board are a party to the transaction, 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 share capital of our Company (calculated based on the pre-Offer capital before such transaction/s and excluding ESOPs granted but not vested), in a single transaction or multiple transactions combined together over a span of rolling 30 days.

Since there have been Primary Issuances by our Company during the eighteen months preceding the date of filing of the Red Herring Prospectus (as disclosed above), the requirement to disclose information based on the last five primary or secondary transactions, irrespective of the size of such transactions, involving our Promoters, members of the Promoter Group, Selling Shareholders, or shareholders having the right to nominate director(s) on the Board of the Company, within three years prior to the date of filing of the Red Herring Prospectus, is not applicable.

H. The Floor Price is 0.50 times and the Cap Price is 0.53 times the weighted average cost of acquisition at which the Equity Shares were issued by our Company

Past Transactions	WACA [†]	Floor Price [†] (in times)	Cap Price [†] (in times)
Weighted average cost of acquisition for last 18 months for primary / new issue of shares (equity/ convertible securities), excluding shares issued under an employee stock option plan/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 than five per cent of the fully diluted paid-up share capital of our Company (calculated based on the pre-Offer 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	299.34	0.50	0.53
Weighted average cost of acquisition for last 18 months for secondary sale/acquisition of shares (equity/ convertible securities), where promoter/ promoter group entities or Selling Shareholders or shareholder(s) having the right to nominate director(s) in the Board are a party to the transaction (excluding gifts), during the 18 months preceding the date of filing of the Red Herring Prospectus, where either acquisition or sale is equal to or more than five per cent of the fully diluted paid-up share capital of the Company (calculated based on the pre-Offer 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	NA	NA	NA

[†]To be updated at the Prospectus stage

[†]As certified by Patni Mandhana & Associates, Chartered Accountants, with firm registration number 152125W, by way of their certificate dated August 1, 2026.

- I. Detailed explanation for Cap Price being 0.53 times of WACA of primary issuances of Equity Shares (as disclosed above) along with our Company’s KPIs and financial ratios for Fiscals 2026, 2025 and 2024 and in view of the external factors which may have influenced the pricing of the Offer.

- We are the largest on-demand asset pooling provider in India’s supply chain management sector (based on the number of pooled Assets), according to the F&S Report.
- With 14.70 million Assets on offer, our network spans 10,100 customer touch points and 29 fulfilment centres (which are centres to facilitate the storage, maintenance, repair, and rapid deployment of our Assets to our customers) as of March 31, 2026.
- We have established partnerships with more than 1,000 customers as of March 31, 2026, including with blue-chip companies across various industries. Our customer list includes reputed companies such as Hindustan Coca-Cola Beverages Private Limited, Marico Limited, Daikin Airconditioning India Private Limited, Panasonic Life Solutions India Private Limited, Haier Appliances India Private Limited, and Daimler India Commercial Vehicles Private Limited, among others.
- According to the F&S Report, we were the first company in India to introduce passive RFID-tagged containers. Our MHE fleet is IoT-enabled, allowing for detailed tracking of forklift movements at customer locations and providing operational insights.
- We have expanded our operations and have experienced growth and profitability over the last few years. Our Assets have grown from 7.92 million as of FY24 to 14.70 million as of FY26. Our Revenue from operations has grown at a CAGR of 41.38% from ₹ 3,649.71 million in FY24 to from ₹ 7,295.33 million.
- We have established a long-standing track record of profitability. We have remained PAT positive in the last three Fiscals and we have a track record of being PAT positive since 2020.
- Our Individual Promoter, Mr. Sunu Mathew, is also the Chairman, Managing Director and Chief Executive Officer of our Company, and has over 27 years of work experience. Mr. Sunu Mathew’s career closely parallels the evolution of the pallet industry itself, making him one of the contributors to its growth in India.

The Offer Price is [●] times of the face value of the Equity Shares

The Offer Price of ₹ [●] has been determined by our Company, in consultation with the BRLMs, on the basis of the demand from investors for the Equity Shares through the Book Building process. Investors should read the abovementioned information along with “Risk Factors”, “Our Business” and “Financial Information” beginning on pages 21, 208 and 273, respectively, to have a more informed view.

