

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

**A. For Equity Issues**

**Name of the issue:** Winnay Immigration & Education Services Limited

1 **Type of issue (IPO/ FPO)** Initial Public Offering (IPO) on SME Platform of NSE

2 **Issue size (Rs crore)** 9.128

3 **Grade of issue alongwith name of the rating agency** Since the issue is being made in terms of Chapter IX of the SEBI (ICDR) Regulations, 2018 there is no requirement of appointing a IPO Grading agency.

4 **Subscription level (number of times). If the issue was undersubscribed, please clarify how the funds were arranged.** 203.31

*Underwriter to the Issue has not subscribed the as there is no shortfall.*

5 **QIB holding (as a % of total outstanding capital) as disclosed to stock exchanges (See Clause 35 of the listing agreement)**

<b>(i) allotment in the issue</b>	Nil
<b>(ii) at the end of the 1st Quarter immediately after the listing of the issue</b>	Nil
<b>(iii) at the end of 1st FY</b>	will be updated at the end of 1st F.Y.
<b>(iv) at the end of 2nd FY</b>	will be updated at the end of 2nd F.Y.
<b>(v) at the end of 3rd FY</b>	will be updated at the end of 3rd F.Y.

\*Will be updated once the company makes necessary disclosures on the website of National Stock Exchange of India Ltd.

6 **Financials of the issuer (as per the annual financial results submitted to stock exchanges under Regulation 33 of the SEBI(LODR)**

Parameters	(Rs. in Lakhs)		
	1st FY (2024-25)	2nd FY (2025-26)	3rd FY (2026-27)
Income from operations	Will be Updated at the end of 1st F.Y.	will be updated at the end of 2nd F.Y.	will be updated at the end of 3rd F.Y.
Net Profit for the period			
Paid-up equity share capital			
Reserves excluding revaluation reserves			

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.)**

<b>(i) at the end of 1st FY</b>	will be updated at the end of 1st F.Y.
<b>(ii) at the end of 2nd FY</b>	will be updated at the end of 2nd F.Y.
<b>(iii) at the end of 3rd FY</b>	will be updated at the end of 3rd F.Y.

8 **Change, if any, in directors of issuer from the disclosures in the offer document (See Clause 34 of the SEBI(LODR)Regulations, 2015**

<b>(i) at the end of 1st FY</b>	will be updated at the end of 1st F.Y.
<b>(ii) at the end of 2nd FY</b>	will be updated at the end of 2nd F.Y.
<b>(iii) at the end of 3rd FY</b>	will be updated at the end of 3rd F.Y.

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<sup>9</sup> **Status of implementation of project/ commencement of commercial production (as submitted to stock exchanges under Clause 41 (IV) (e) of the listing agreement)**

Objects of the issue (Rs in Lacs)	(Rs. In Lacs)		
	as disclosed in the offer document	Actual implementation*	Reasons for delay in implementation, if any
Opening of new offices in India	96.96	will be updated at the end of 1st F.Y.	NA
Software development	287.81		
Repayment of Debt	159.00		
Branding and Advertisement	100.00		
General Corporate Purpose	199.03		
<b>TOTAL</b>	<b>842.80</b>		

\* Source: NSE filing Reg 32(1) of SEBI(LODR) Reg, 2015

<sup>10</sup> **Status of utilization of issue proceeds (as submitted to stock exchanges under Clauses 41, 43 and 43A of the listing agreement)**

(Rs. In Lacs)	
(i) as disclosed in the offer document	842.80
(ii) Actual utilization	0
(iii) Reasons for deviation, if any	NA

<sup>11</sup> **Comments of monitoring agency, if applicable (See Regulation 16 of SEBI (ICDR) Regulations, 2009 read with Clause 43A of the listing agreement)**

(a) Comments on use of funds	NA
(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)	

<sup>12</sup> **Price- related data**

Price parameters	Issue price (Rs): 140	At close of listing day 27.06.2024	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			As at the end of 2nd FY after the listing of the issue			As at the end of 3rd FY after the listing of the issue			
					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		252	290.2	262.00										
Index (of the Designated Stock Exchange):		24,044.50	24,834.85	25,415.80										
Sectoral Index (Mention the Index that has been considered and the reason for considering the same)		6,270.95	6,387.80	6795.65										

\*no Sectoral Index available for Tours and Travels Industry

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<sup>13</sup> **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 Retail Limited*	As disclosed in the offer document*	At the end of 1st FY(2024-25	At the end of 2nd FY	At the end of 3rd FY			
<b>EPS</b>	Issuer:							
	Peer Group:							
	Industry Avg:							
<b>P/E</b>	Issuer:							
	Peer Group:							
	Industry Avg:							
<b>RoNW</b>	Issuer:							
	Peer Group:							
	Industry Avg:							
<b>NAV per share based on balance sheet</b>	Issuer:					will be updated at the end of 1st F.Y.	will be updated at the end of 2nd F.Y.	will be updated at the end of 3rd F.Y.
	Peer Group:							
	Industry Avg:							

\*Company does not have any peer group company for comparison with Industry Peer

14	<b>Any other material information</b>	Nil
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**Note:** (i) Merchant Banker can give its comments on any of the above sections  
(ii) Merchant Banker may obtain information/ clarification from the issuer or stock exchange, wherever felt necessary  
(iii) In case any of the above reporting dates happens to be a holiday, the immediately following working day may be taken