

## 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: Zomato Limited

1	<b>Type of issue</b>	Initial Public Offer
2	<b>Issue size (Rs crore)</b> <i>Source: Prospectus dated July 19, 2021</i>	9,375
3	<b>Grade of issue alongwith name of the rating agency</b> Name Grade	Not Applicable Not Applicable
4	<b>Subscription level (number of times).</b> <i>Note: Figure is before technical rejections but after removing multiple or duplicate Bids and Bids not banked / blocked</i> <i>Source: Basis of allotment dated July 22, 2021</i>	22.6x

**5 QIB holding (as a % of total outstanding capital) as disclosed to stock exchanges**

Particulars	% age
(i) allotment in the issue <sup>(1)</sup>	12.76%
(ii) at the end of the 1st Quarter immediately after the listing of the issue (September 30, 2021)	15.00%
(iii) at the end of 1st FY (March 31, 2022)	13.49%
(iv) at the end of 2nd FY (March 31, 2023) <sup>(2)</sup>	NA
(v) at the end of 3rd FY (March 31, 2024) <sup>(2)</sup>	NA

*(1) Source: BSE. Includes MFs, AIFs, FPI, Financial Institutions/Banks and Insurance Companies**(2) QIB Holding not disclosed as reporting for relevant period has not been completed***6 Financials of the issuer**

Parameters (INR million)	1st FY (March 31, 2022)	2nd FY (March 31, 2023) <sup>(1)</sup>	3rd FY (March 31, 2024) <sup>(1)</sup>
Income from operations	41,924	Not Available	Not Available
Net Profit for the period	(12,203)	Not Available	Not Available
Paid-up equity share capital	7,642.94	Not Available	Not Available
Reserves excluding revaluation reserves	NA	Not Available	Not Available

*(1) Financials not available as reporting for the relevant years has not been completed***7 Trading Status in the scrip of the issuer**

The equity shares of Zomato Limited are listed on both the BSE Limited ("BSE") and the National Stock Exchange of India Limited ("NSE") (and together with BSE the "Stock Exchanges")

The equity shares have not been suspended or delisted.

Particulars	BSE	NSE
(i) at the end of 1st FY (March 31, 2022)	Frequently Traded	Frequently Traded
(ii) at the end of 2nd FY (March 31, 2023) <sup>(1)</sup>	Not Available	Not Available
(iii) at the end of 3rd FY (March 31, 2024) <sup>(1)</sup>	Not Available	Not Available

*(1) Trading status not disclosed as the relevant fiscal years have not been completed*

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## 8 Change, if any, in directors of issuer from the disclosures in the offer document

Particulars	Name of the Director	Appointed / Resigned
(i) at the end of 1st FY (March 31, 2022)	No change	No change
(ii) at the end of 2nd FY (March 31, 2023) <sup>(1)</sup>	Not Available	Not Available
(iii) at the end of 3rd FY (March 31, 2024) <sup>(1)</sup>	Not Available	Not Available

*(1) Changes in Directors of Issuer not updated, as the relevant financial years have not been completed*

## 9 Status of implementation of project/ commencement of commercial production

(i) As disclosed in the offer document	Not Applicable
(ii) Actual implementation	Not Applicable
(iii) Reasons for delay in implementation, if any	Not Applicable

## 10 Status of utilization of issue proceeds

(i) As disclosed in the offer document

Particulars	Total estimated Fund requirement
Funding organic and inorganic growth initiatives	67,500
General corporate purposes	19,780
<b>Net Proceeds</b>	<b>87,280</b>

(ii) Actual utilization

Particulars	Total estimated Fund requirement	Actual Utilization of Net Proceeds in Fiscal		
		2022	2023	2024
Funding organic and inorganic growth initiatives	67,500	4,111	Not available	Not available
General corporate purposes	19,780	482	Not available	Not available
<b>Net Proceeds</b>	<b>87,280</b>	<b>4,593</b>		

(iii) Reasons for deviation, if any Not Applicable

## 11 Comments of monitoring agency, if applicable

(a) Comments on use of funds	No deviation from the object. Range of deviation is NA
(b) Comments on deviation, if any, in the use of proceeds of the issue from the objects stated in the offer document	Not Available
(c) Any other reservations expressed by the monitoring agency about the end use of funds	Not Available

## 12 Price- related data

Designated Stock Exchange	BSE
Issue price (Rs)	76
Listing Date	July 23,2021

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Price parameters	At close of listing day (July 23, 2021)	At close of 30th calendar day from listing day (Aug 23, 2021) <sup>(1)</sup>	At close of 90th calendar day from listing day (Oct 21, 2021)	As at the end of 1st FY after the listing of the issue (March 31, 2022) <sup>(2)</sup>		
				Closing price	High (during the FY)	Low (during the FY)
Market Price	125.9	127.0	138.1	82.3	169.0	75.5
Sensex <sup>(3)</sup>	59,75.8	55,555.8	60,923.5	58,568.5	61,765.6	47,705.8

Note: As per BSE

Price parameters	As at the end of 2nd FY after the listing of the issue (March 31, 2023) <sup>(2)</sup>			As at the end of 3rd FY after the listing of the issue (March 31, 2024) <sup>(2)</sup>		
	Closing price	High (during the FY)	Low (during the FY)	Closing price	High (during the FY)	Low (during the FY)
Market Price	Not Available	Not Available	Not Available	Not Available	Not Available	Not Available
Sensex <sup>(3)</sup>	Not Available	Not Available	Not Available	Not Available	Not Available	Not Available

Source: www.bseindia.com

(1) 30th calendar day has been taken as listing date plus 29 calendar days. Where the 30th day is a holiday the immediately following trading day has been considered

(2) The pricing data is not disclosed as the relevant fiscal years have not been completed

(3) Being index of BSE, the Designated Stock Exchange

### 13 Basis for Issue Price and Comparison with Peer Group & Industry Average

Accounting ratio	Name of company	As disclosed in the offer document <sup>(1)</sup>	At the end of 1st FY (FY22)	At the end of 2nd FY (FY23) <sup>(6)</sup>	At the end of 3rd FY (FY24) <sup>(6)</sup>
EPS (Basic) <sup>(3)</sup>	<b>Issuer</b>	(1.5)	(1.5)	Not Available	Not Available
	<b>Peer Group<sup>(2)</sup></b>				
	NA	Not Applicable	Not Applicable	Not Applicable	Not Applicable
	<b>Industry Avg</b>	<b>Not Applicable</b>	<b>Not Applicable</b>	<b>Not Applicable</b>	<b>Not Applicable</b>
P/E	<b>Issuer</b>	NA	Not Available	Not Available	Not Available
	<b>Peer Group<sup>(2)</sup></b>				
	NA	Not Applicable	Not Applicable	Not Applicable	Not Applicable
	<b>Industry Avg</b>	<b>Not Applicable</b>	<b>Not Applicable</b>	<b>Not Applicable</b>	<b>Not Applicable</b>
RoNW <sup>(4)</sup>	<b>Issuer</b>	(10.0%)	NA	Not Available	Not Available
	<b>Peer Group<sup>(2)</sup></b>				
	NA	Not Applicable	Not Applicable	Not Applicable	Not Applicable
	<b>Industry Avg</b>	<b>Not Applicable</b>	<b>Not Applicable</b>	<b>Not Applicable</b>	<b>Not Applicable</b>
NAV per share <sup>(5)</sup>	<b>Issuer</b>	15.1	Not Available	Not Available	Not Available
	<b>Peer Group<sup>(2)</sup></b>				
	NA	Not Applicable	Not Applicable	Not Applicable	Not Applicable
	<b>Industry Avg</b>	<b>Not Applicable</b>	<b>Not Applicable</b>	<b>Not Applicable</b>	<b>Not Applicable</b>

Notes:

(1) Source: Prospectus dated July 19, 2021

(2) There are no listed companies in India whose business portfolio is comparable with that of Zomato and comparable to Zomato scale of operations

(3) Weighted average number of equity shares for calculating basic EPS for the Financial Year ended March 31, 2021 are post conversion of convertible securities on April 6, 2021, as per the SEBI ICDR Regulations

(4) Return on Net Worth (%) = Restated total comprehensive loss for the year attributable to owners of the Company divided by restated net worth at the end of the year.

(5) Net Asset Value per Equity Share = Restated net worth at the end of the year divided by the Weighted average number of equity shares outstanding at the end of year.

(6) Data not available as reporting for the relevant years has not been completed

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## 14 Any other material information

Announcement	Date
Company has incorporated a wholly owned subsidiary in the name of Zomato Payments Private Limited on August 4, 2021	4-Aug-21
Zomato Inc, Step down subsidiary of the Company has entered stock purchase agreement with Justin Doshi, Thusith Desilva and Robert Tyree for sale of shares held by Zomato Inc of Nextable Inc. ("NI") another step down subsidiary of the Company	11-Aug-21
Zomato has completed the acquisition of (i) 9.16% of shareholding on a fully diluted basis in Grofers India Private Limited for a consideration of NR 5,182,155,000/- (Indian Rupees Five Billion One Hundred Eighty Two Million One Hundred Fifty Five Thousand) and (ii) 8.94% of shareholding on fully diluted basis in Hands on Trades Private Limited for a consideration of INR 2,228,359,140/- (Indian Rupees Two Billion Two Hundred Twenty- Eight Million Three Hundred Fifty Nine Thousand One Hundred Forty), with the an aggregate consideration of INR 7,410,514, 140 (Indian Rupees Seven Billion Four Hundred Ten Million Five Hundred Fourteen Thousand One Hundred Forty)	18-Aug-21
Zomato USA LLC ("ZUL"), step down subsidiary of the Company has been dissolved and wound up.	19-Aug-21
Zomato Media Private Limited ("ZMPL"), step down subsidiary of the Company located in Singapore has initiated the process of strike off on August 31, 2021 Zomato UK Limited ("ZUL") another step down subsidiary of the Company located in United Kingdom has initiated the process of strike off and the Registrar of Companies, United Kingdom have issued first gazette notice on August 31, 2021	1-Sep-21
Approval of investments by Zomato in Samsat Technologies and Bigfoot Retail Solutions Private Limited (Bigfoot) and for acquisition of stake in Curefit Healthcare Private Limited (Curefit) and Jogo Technologies Private Limited (Fitso)	10-Nov-21
Dissolution of Zomato UK Limited	17-Nov-21
Initiation of deregistration of Zomato South Africa Proprietary Ltd.	23-Nov-21
Completed the acquisition of Samsat Technologies Private Limited	23-Nov-21
Executed transaction documents for Curefit acquisition and proposed divestment by way of sale of Fitso to Curefit	29-Nov-21
Completed divestment in Fitso	2-Dec-21
Completed acquisition of Shiprocket	17-Dec-21
Receipt of a copy of a writ petition filed by the Indian Federation of APP-Based Transport Workers (IFAT) in the nature of a public interest litigation before the Hon'ble Supreme Court of India	22-Dec-21
Deregistration of Zomato South Africa Proprietary Ltd.	13-Jan-22
Approval of investment by the Company in Adonmo Private Limited and UrbanPiper Technology Private Limited	27-Jan-22
Completed acquisition of Adonmo Private Limited and UrbanPiper	31-Jan-22
Incorporation of Zomato financial Services Limited, a wholly owned subsidiary of the company as a Non-Banking Finance Company	26-Feb-22
Approval of the acquisition of Mukunda Foods Private Limited and grant of loan of upto US\$150 million to Grofers India Private Limited	15-Mar-22
Completed the acquisition of Mukunda Foods Private Limited	25-Mar-22

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Receipt of Order initiating investigation on certain aspects of the business along with those of Bundl  
Technologies Private Limited (“Swiggy”)

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5-Apr-22

*Source: [www.bseindia.com](http://www.bseindia.com)*