

# VALUATION REPORT

on

Fair Value of Equity Shares

**Inter Globe Finance Limited**

**CA Jay Shah**

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## Valuation Analysis

We refer to our Engagement Letter dated 12<sup>th</sup> February 2024 as independent valuers of **Inter Globe Finance Limited** (the “Company”). In the following paragraphs, we have summarized our valuation Analysis (the “Analysis”) of the business of the Company as informed by the management and detailed herein, together with the description of the methodologies used and limitation on our scope of work.

### 1 Context and Purpose

Based on discussion with the management, we understand that the Company’s promoters are evaluating the possibility of **preferential issue of Equity under the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018 (“SEBI ICDR, 2018”)**. In the context of these proposed transactions, the management requires our assistance in determining the **fair value of Equity** of the Company.

#### **Proposed Transaction:**

During the Financial Year 2023-24, Company is evaluating the possibility of issuing further securities to prospective investors. In this context, the management of **Inter Globe Finance Limited** (the “Management”) has requested us to estimate the fair value of the Equity Shares. - “Proposed Transaction”.

### 2 Conditions and major assumptions

#### **Conditions**

The historical financial information about the Company presented in this report is included solely for the purpose to arrive at value conclusion presented in this report and it should not be used by anyone to obtain credit or for any other unintended purpose. Because of the limited purpose as mentioned in the report, it may be incomplete and may contain departures from generally accepted accounting principles prevailing in the country. We have not audited, reviewed or compiled the financial statements and express no assurance on them.

Readers of this report should be aware that a business valuation is based on future earnings potential that may or may not be materialised. Any financial projection e.g. projected balance sheet, projected profit & loss account, projected cash flow statements as presented in

this report are included solely to assist in the development of the value conclusion. The actual results may vary from the projections given, and the variations may be material, which may change the overall value.

This report is only to be used in its entirety, and for the purpose stated in the report. No third parties should rely on the information or data contained in this report without the advice of their lawyer, attorney or accountant.

We acknowledge that we have no present or contemplated financial interest in the Company. Our fees for this valuation are based upon our normal billing rates, and not contingent upon the results or the value of the business or in any other manner. We have no responsibility to modify this report for events and circumstances occurring subsequent to the date of this report.

We have, however, used conceptually sound and generally accepted methods, principles and procedures of valuation in determining the value estimate included in this report. The valuation analyst, by reason of performing this valuation and preparing this report, is not to require to give expert testimony nor to be in attendance in court or at any government hearing with reference to the matters contained herein, unless prior arrangements have been made with the analyst regarding such additional engagement.

### **Assumptions**

The opinion of value given in this report is based on information provided by the management of the Company and other sources as listed in the report. This information is assumed to be accurate and complete.

We have relied upon the representations contained in the public and other documents in our possession and any other assets or liabilities except as specifically stated to the contrary in this report.

We have not attempted to confirm whether or not all assets of the business are free and clear of liens and encumbrances, or that the owner has good title to all the assets.

We have also assumed that the business will be operated prudently and that there are no unforeseen adverse changes in the economic conditions affecting the business, the market, or the industry. This report presumes that the management of the Company will maintain the character and integrity of the Company.

We have been informed by the management that there are no significant lawsuits or any other undisclosed contingent liabilities which may potentially affect the business, except as may be disclosed elsewhere in this report. We have assumed that no costs or expenses will be incurred in connection with such liabilities, except as explicitly stated in this report.

### 3 Background of the Company

**Inter Globe Finance Limited** incorporated in the Year 1992 and is one of the West Bengal's leading NBFC in the eastern region. Through its lending and financing solutions, IGFL has enabled its customers to pursue ambitious growth strategies and execute value creating transactions. The company is currently engaged in NBFC activities & Financial Management and Advisory Services and has plans to expand its business by offering a wide array of financial products and services. Apart from financial products, IGFL also plans to foray into wind-energy generation/ Power Sector in the near future to diversify its product portfolio.

**Further data of the company as on valuation report date is as under:**

CIN	L65999WB1992PLC055265
Company / LLP Name	Inter Globe Finance Ltd
ROC Code	RoC-Kolkata
Registration Number	055265
Company Category	Company limited by Shares
Company Subcategory	Non-govt company
Class of Company	Public
Authorised Capital (Rs)	9,88,00,000
Paid up Capital (Rs)	6,82,22,950
Number of Members (Applicable in case of company without Share Capital)	0
Date of Incorporation	24/04/1992
Registered Address	6B, Bentinck Street, Akola House, 1 <sup>st</sup> Floor, Kolkata, West Bengal – 700001
Email Id	<a href="mailto:interglobefinance@gmail.com">interglobefinance@gmail.com</a>
Whether listed or not	Listed
Date of last AGM	29/09/2023
Date of Balance Sheet (Audited)	31/03/2023
Company Status (for e-filing)	Active

#### Directors and Key Managerial Persons

DIN/PAN	Name	Begin date	Designation
01197626	Navin Jain	11/01/2008	Managing Director
08138532	Sumit Gupta	30/05/2018	Director
AWHPD4220G	Pritha Beriwal	18/12/2017	Company Secretary
00655023	Seema Gupta	28/03/2014	Director
00655172	Anirban Dutta	25/06/2011	Director
AEEP2296M	Anirban Dutta	30/05/2016	CFO
05134269	Arani Guha	26/04/2021	Director
10287233	Mohit Rathi	23/08/2023	Director

## 4 Valuation Premise

The premise of value for our analyses is going concern value as there is neither a planned or contemplated discontinuance of any line of business nor any liquidation of the Company.

## 5 Valuation Date

The Analysis of the Fair Value of Equity of the **Inter Globe Finance Limited** of the Company as on **31<sup>st</sup> December, 2023**.

## 6 Valuation Standards

The Report has been prepared in compliance with the internationally accepted valuation standards and valuation standard adopted by PVAI Registered Valuers Organisation.

## 7 Valuation Methodology and Approach

The standard of value used in the Analysis is "Fair Value", which is often defined as the price, in terms of cash or equivalent, that a buyer could reasonably be expected to pay, and a seller could reasonably be expected to accept, if the business were exposed for sale on the open market for a reasonable period of time, with both buyer and seller being in possession of the pertinent facts and neither being under any compulsion to act.

Valuation of a business is not an exact science and ultimately depends upon what it is worth to a serious investor or buyer who may be prepared to pay a substantial goodwill. This exercise may be carried out using various methodologies, the relative emphasis of each often varying with:

- whether the entity is listed on a stock exchange
- industry to which the Company belongs
- past track record of the business and the ease with which the growth rate in cash flows to perpetuity can be estimated
- Extent to which industry and comparable Company information is available.

The results of this exercise could vary significantly depending upon the basis used, the specific circumstances and professional judgment of the valuer. In respect of going concerns,

certain valuation techniques have evolved over time and are commonly in vogue. These can be broadly categorised as follows:

### 1. Asset Approach

#### Net Asset Value Method ("NAV")

The value arrived at under this approach is based on the audited financial statements of the business and may be defined as Shareholders' Funds or Net Assets owned by the business. The balance sheet values are adjusted for any contingent liabilities that are likely to materialise.

The Net Asset Value is generally used as the minimum break-up value for the transaction since this methodology ignores the future return the assets can produce and is calculated using historical accounting data that does not reflect how much the business is worth to someone who may buy it as a going concern.

### 2. Market Approach

#### Comparable Company Market Multiple Method

Under this methodology, market multiples of comparable listed companies are computed and applied to the business being valued in order to arrive at a multiple based valuation. The difficulty here in the selection of a comparable company since it is rare to find two or more companies with the same product portfolio, size, capital structure, business strategy, profitability and accounting practices.

Whereas no publicly traded company provides an identical match to the operations of a given company, important information can be drawn from the way comparable enterprises are valued by public markets. In case of early stage company and different business model the problem aggravates further.

#### Comparable Transactions Multiple Method

This approach is somewhat similar to the market multiples approach except that the sales and EBITDA multiples of reported transactions in the same industry in the recent past are applied to the sales and EBITDA of the business being valued.

### 3. Income Approach

#### Discounted Cash Flows - "DCF"

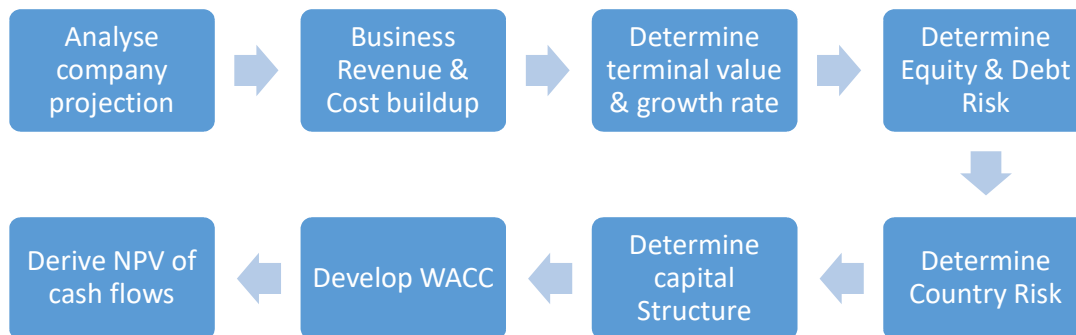
DCF uses the future free cash flows of the company discounted by the firm's weighted average cost of capital (the average cost of all the capital used in the business, including debt and equity), plus a risk factor measured by beta, to arrive at the present value.

Beta is an adjustment that uses historic stock market data to measure the sensitivity of the Company's cash flow to market indices, for example, through business cycles.

The DCF method is a strong valuation tool, as it concentrates on cash generation potential of a business. This valuation method is based on the capability of a company to generate cash

flows in the future. The free cash flows are projected for a certain number of years and then discounted at a discount rate that reflects a Company's cost of capital and the risk associated with the cash flows it generates. DCF analysis is based mainly on the following elements:

- Projection of financial statements (key value driving factors)
- The cost of capital to discount the projected cash flows



### Valuation Methodology

The application of any particular method of valuation depends on the purpose for which the valuation is done. Although different values may exist for different purposes, it cannot be too strongly emphasized that a valuer can only arrive at one value for one purpose.

### Provision of Regulation for requirement of Valuation:

### SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2018, AS AMENDED

### PART IV: PRICING

#### Pricing of frequently traded shares

**Regulation 166A:** Any preferential issue, which may result in a change in control or allotment of more than five per cent of the post issue fully diluted share capital of the issuer, to an allottee or to allottees acting in concert, shall require a valuation report from an independent registered valuer and consider the same for determining the price.

Provided that the floor price, in such cases, shall be higher of the floor price determined under sub-regulation (1), (2) or (4) of regulation 164, as the case may be, or the price determined under the valuation report from the independent registered valuer or the price determined in accordance with the provisions of the Articles of Association of the issuer, if applicable:

Provided further that if any proposed preferential issue is likely to result in a change in control of the issuer, the valuation report from the registered valuer shall also cover guidance on control premium, which shall be computed over and above the price determined in terms of the first proviso:



Provided further that the valuation report from the registered valuer shall be published on the website of the issuer and a reference of the same shall be made in the notice calling the general meeting of shareholders.

## 8 Source of Information

The Analysis is based on a review of the business plan of the Company provided by the Management and information relating to sector as available in the public domain. Specifically, the sources of information include:

- Discussions with the Management / representative of the Company;
- All Company specific information were sourced from the management of the Company, either in the written hard copy or digital form;
- Other information / data available in public domain.

In addition to the above, we have also obtained such other information and explanations from the Company as were considered relevant for the purpose of the valuation. It may be mentioned that the Management has been provided the opportunity to review our draft report as part of our standard practice to make sure that factual inaccuracies are avoided in our final report.

## 9 Caveats

Provision of valuation recommendations and considerations of the issues described herein are areas of our regular corporate advisory practice. The services do not represent accounting, assurance, financial due diligence review, consulting, transfer pricing or domestic/international tax-related services that may otherwise be provided by us.

Our review of the affairs of the Company and their books and account does not constitute an audit in accordance with Auditing Standards. We have relied on explanations and information provided by the Management of the Company and accepted the information provided to us as accurate and complete in all respects. Although, we have reviewed such data for consistency and reasonableness, we have not independently investigated or otherwise verified the data provided. Nothing has come to our attention to indicate that the information provided had material mis-statements or would not afford reasonable grounds upon which to base the Report.

The report is based on the financial projections provided to us by the Management of the company and thus the responsibility for forecasts and the assumptions on which they are based is solely that of the Management of the Company and we do not provide any

confirmation or assurance on the achievability of these projections. It must be emphasized that profit forecasts necessarily depend upon subjective judgement. Similarly, we have relied on data from external sources. These sources are considered to be reliable and therefore, we assume no liability for the accuracy of the data. We have assumed that the business continues normally without any disruptions due to statutory or other external/internal occurrences.

The valuation worksheets prepared for the exercise are proprietary to the Valuer and cannot be shared. Any clarifications on the workings will be provided on request, prior to finalizing the Report, as per the terms of our engagement.

The scope of our work has been limited both in terms of the areas of the business and operations which we have reviewed and the extent to which we have reviewed them.

The Valuation Analysis contained herein represents the value only on the date that is specifically Stated in this Report. This Report is issued on the understanding that the Management of the Company has drawn our attention to all matters of which they are aware, which have an impact on our Report up to the date of signature. We have no responsibility to update this Report for events and circumstances occurring after the date of this Report.

We have no present or planned future interest in the Company and the fee for this Report is not contingent upon the values reported herein.

Our Valuation analysis should not be construed as investment advice; specifically, we do not express any opinion on the suitability or otherwise of entering into any transaction with the Company.

A draft of the report was shared with the Company, prior to finalisation of report, for confirmation of facts, key assumptions and other Company representations.

Our Report is not, nor should it be construed as our opining or certifying the compliance with the provisions of any law / standards including company, foreign exchange regulatory, accounting and taxation (including transfer pricing) laws / standards or as regards any legal, accounting or taxation implications or issues.

Our Report and the opinion / valuation analysis contained herein is not, nor should it be construed as advice relating to investing in, purchasing, selling or otherwise dealing in securities. This report does not in any manner address, opine on or recommend the prices at which the securities of the Company could or should transact.

## 10 Distribution of Report

The Analysis is confidential and has been prepared exclusively **Inter Globe Finance Limited**. It should not be used, reproduced or circulated to any other person or for any purpose other than as mentioned above, in whole or in part, without the prior written consent of the valuer. Such consent will only be given after full consideration of the circumstances at the time. However, we do understand that the report will be shared with the investor / buyers of the Company / submission to government authorities and regulators towards statutory compliances.

# 11 Opinion on Fair Value of Equity

Based on our valuation exercise Fair Value of the Equity Shares is as under:

(in INR Lakhs)

Method	Value per share	Weight	Product
NAV Method	138.06	0.6	11.91
DCF Method	19.86	0.2	27.61
Market Method	22.65	0.2	4.53
		1	44.06
	Value Per Equity Share (in INR)		44.06
	Value Per Equity Share (in INR rounded off)		44
	Value Per Equity Share (in INR) based on pricing formula prescribed under Regulation 164 of Chapter V of SEBI (Issue of Capital and Disclosure Requirements) Regulations, 2018 for frequently traded shares		46.14

We trust the above meets your requirements. Please feel free to contact us in case you require any additional information or clarifications.

Yours faithfully

*Ashah*



CA Jay Shah

Chartered Accountants

Membership No: 175050

Registered Valuer - Securities or Financial Assets

(Reg No: IBBI/RV/07/2022/14720)

Date: 21<sup>st</sup> February, 2024

Place: Mumbai

UDIN: 24175050BKEEEX2176

## 12 Annexure 1

### Net Asset Method

(in INR lacs, except No. of shares and value per share)

Particulars	As on 31st December, 2023	
		Book Value / Fair Value
<b>ASSETS</b>		
<b>Financial Assets</b>		
- Cash & Cash Equivalents		131.97
- Receivables		
(I) Trade Receivables		
(II) Other Receivables		-578.61
- Loans & Advances		7,606.54
- Investments		31.01
- Other Financial Assets		275.93
<b>Non-Financial Assets</b>		
- Inventories		4,235.71
- Deferred tax assets (Net)		147.39
- Property, plant and equipment		41.7
<b>Total Assets</b>	<b>A</b>	<b>11,891.64</b>
<b>LIABILITIES</b>		
<b>Financial Liabilities</b>		
- Other payables		
(i) total outstanding dues of micro and small enterprises		
(ii) total outstanding dues of creditors other than micro enterprises and small enterprises		-19.49
- Borrowings (other than Debt Securities)		452.63
- Other financial liabilities		7.59
<b>Non-Financial Liabilities</b>		
- Current tax liabilities (Net)		
- Provisions		2,031.74
<b>Total Liabilities</b>	<b>B</b>	<b>2,472.48</b>
<b>Net Assets (In INR lacs)</b>	<b>(A-B)</b>	<b>9,419.17</b>
<b>No. of Shares</b>	<b>C</b>	<b>68,22,295</b>
<b>Value per Share (In INR)</b>	<b>(A-B)/C</b>	<b>138.06</b>

## Discounted Cash Flow Method

(in INR lacs, except No. of shares and value per share)

Particulars	FY 2023-24	FY 2024-25	FY 2025-26	FY 2026-27	Terminal Period
Net cash flow	220.16	220.16	235.88	303.89	319.08
Less: investment from proposed investment round	-	-	-	-	-
<b>FCFF</b>	<b>220.16</b>	<b>220.16</b>	<b>235.88</b>	<b>303.89</b>	<b>319.08</b>
<b>Terminal value</b>					<b>1,620.53</b>
<b>Discount factor</b>	<b>0.95</b>	<b>0.76</b>	<b>0.61</b>	<b>0.49</b>	<b>0.39</b>
<b>Discounted FCFF</b>	<b>208.34</b>	<b>88.02</b>	<b>143.57</b>	<b>148.34</b>	<b>634.41</b>
<b>Enterprise value</b>					<b>1,222.69</b>
Add: Cash and bank balance					131.97
<b>Equity value</b>					<b>1,354.66</b>
Less: Illiquidity discount @					-
<b>Fair value of Equity (INR)</b>					<b>1354.66</b>
<b>Total number of equity shares (Diluted)</b>					<b>68,22,295</b>
<b>Value per share (INR)</b>					<b>19.86</b>

## Comparable Market Multiple Method

(in INR lacs, except No. of shares and value per share)

Particulars	MCAP (EV)	Sales	EV/Sales
Bajaj Finance	4,02,34,761	41,39,700	9.72
IRFC	1,77,14,360	23,89,100	7.41
Chola Invest.	88,86,872	12,88,400	6.90
			8.01
Discount for non-comparable size of organisation			75%
<b>Inter Globe Finance (Adjusted EV/Sales ratio x Sales)</b>	<b>1,545.12</b>	<b>771.55</b>	<b>2.00</b>
Number of shares	68,22,295		
<b>Value per share</b>	<b>22.65</b>		

As represented to us, there will be more than once allottees who proposed to subscribe/ allot equity shares details as mentioned herein below more than 5 % of the proposed enhanced capital: -

Sr. No.	Identity of Proposed allottee	CIN / PAN/ Passport in case of NRI OR Foreign national of ultimate beneficial owner	Category	Pre-Issue holding (%)	No of equity shares to be allotted through preferential	Post Issue holding	Post-issue holding %
1	Pramod Kumar Jain	ADFPJ9886P	Promoter	6.55%	10,00,000	14,46,625	9.99%
2	Manju Jain	ACOPJ5928L	Promoter	30.67%	10,00,000	30,92,511	21.35%

**Regulation 166A (1): Other conditions for pricing**

*Any preferential issue, which may result in a change in control or allotment of more than five per cent of the post issue fully diluted share capital of the issuer, to an allottee or to allottees acting in concert, shall require a valuation report from an independent registered valuer and consider the same for determining the price:*

*Provided that the floor price, in such cases, shall be higher of the floor price determined under sub-regulation (1), (2) or (4) of regulation 164, as the case may be, or the price determined under the valuation report from the independent registered valuer or the price determined in accordance with the provisions of the Articles of Association of the issuer, if applicable.*

*Provided further that if any proposed preferential issue is likely to result in a change in control of the issuer, the valuation report from the registered valuer shall also cover guidance on control premium, which shall be computed over and above the price determined in terms of the first proviso.*

Considering the aforesaid requirements under Regulation 164 & 166A(1) of the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018 and the Articles of Association of the Company, we have determined the Fair Value of Equity Shares as per Regulation 164 read with Regulation 166A of Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, as amended and the fair price for preferential issue as per the valuation report will be Rs. 46.14/- per equity shares of Rs. 10/- each.