

## MUTHOOT FINANCE LIMITED

Our Company was originally incorporated at Kochi, Kerala as a private limited company on March 14, 1997 under the provisions of the Companies Act, 1956 with corporate identity number L65910KL1997PLC011300, with the name "The Muthoot Finance Private Limited". Subsequently, by a fresh certificate of incorporation dated May 16, 2007, our name was changed to "Muthoot Finance Private Limited". Our Company was converted into a public limited company on November 18, 2008 with the name "Muthoot Finance Limited" and received a fresh certificate of incorporation consequent to change in status on December 02, 2008 from the Registrar of Companies, Kerala and Lakshadweep. For further details regarding changes to the name and registered office of our Company, see section titled "History and Main Objects" on page 84 of the Shelf Prospectus.

**Registered and Corporate Office:** 2<sup>nd</sup> Floor, Muthoot Chambers, Opposite Saritha Theatre Complex, Banerji Road, Kochi 682 018, India.

Tel: (+91 484) 239 4712; Fax: (+91 484) 239 6506; Website: www.muthootfinance.com; Email: ncd@muthootgroup.com.

**Company Secretary and Compliance Officer:** Maxin James; Tel: (+91 484) 6690247; Fax: (+91 484) 239 6506; E-mail: cs@muthootgroup.com

**PUBLIC ISSUE BY MUTHOOT FINANCE LIMITED, ("COMPANY" OR "ISSUER") OF SECURED REDEEMABLE NON-CONVERTIBLE DEBENTURES ("SECURED NCDs") OF FACE VALUE OF Rs. 1,000 EACH AGGREGATING UPTO Rs. 13,000 MILLION AND UNSECURED REDEEMABLE NON-CONVERTIBLE DEBENTURES ("UN-SECURED NCDs") OF FACE VALUE OF Rs. 1,000 EACH AGGREGATING UPTO Rs. 1,000 MILLION, TOTALING UPTO ₹ 14,000 MILLION ("SHELF LIMIT). THE TRANCHE ISSUE IS WITH A BASE ISSUE SIZE OF ₹ 2,000 MILLION WITH AN OPTION TO RETAIN OVERSUBSCRIPTION UPTO SHELF LIMIT OF ₹ 14,000 MILLION ("TRANCHE I ISSUE"). THE SECURED NCDs AND UN-SECURED NCDs ARE TOGETHER REFERRED TO AS THE "NCDs". THE UNSECURED REDEEMABLE NON-CONVERTIBLE DEBENTURES WILL BE IN THE NATURE OF SUBORDINATED DEBT AND WILL BE ELIGIBLE FOR INCLUSION AS TIER II CAPITAL. THIS TRANCHE I ISSUE IS BEING MADE PURSUANT TO THE TERMS AND CONDITIONS OF THIS TRANCHE PROSPECTUS ("TRANCHE I PROSPECTUS"), WHICH SHOULD BE READ TOGETHER WITH THE SHELF PROSPECTUS DATED JANUARY 09, 2017 ("SHELF PROSPECTUS") FILED WITH THE REGISTRAR OF COMPANIES, KERALA AND LAKSHADWEEP ("ROC"), THE DESIGNATED STOCK EXCHANGE AND THE SECURITIES AND EXCHANGE BOARD OF INDIA ("SEBI"), THE PROVISIONS OF THE SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF DEBT SECURITIES) REGULATIONS, 2008 AS AMENDED (THE "SEBI DEBT REGULATIONS"), THE COMPANIES ACT, 2013 AND RULES MADE THEREUNDER AS AMENDED TO THE EXTENT NOTIFIED. THE SHELF PROSPECTUS AND THIS TRANCHE I PROSPECTUS CONSTITUTE THE PROSPECTUS ("PROSPECTUS").**

**PROMOTERS : M G GEORGE MUTHOOT, GEORGE ALEXANDER MUTHOOT, GEORGE THOMAS MUTHOOT, GEORGE JACOB MUTHOOT**

### GENERAL RISK

Investors are advised to read the Risk Factors on page 10 of the Shelf Prospectus carefully before taking an investment decision in this Tranche I Issue. For taking an investment decision, the investors must rely on their own examination of the Issuer, the Shelf Prospectus and the Tranche I Prospectus including the risks involved. Specific attention of the investors is invited to the Risk Factors on pages 10 to 34 of the Shelf Prospectus and "Material Developments" on page 17 of this Tranche I Prospectus before making an investment in this Tranche I Issue. This document has not been and will not be approved by any regulatory authority in India, including the Securities and Exchange Board of India, the Reserve Bank of India, the Registrar of Companies at Kerala and Lakshadweep ("RoC") or any stock exchange in India.

### ISSUER'S ABSOLUTE RESPONSIBILITY

The Issuer, having made all reasonable inquiries, accepts responsibility for, and confirms that this Tranche I Prospectus read together with the Shelf Prospectus for this Tranche I Issue contains all information with regard to the Issuer and this Tranche I Issue, which is material in the context of this Tranche I Issue. The information contained in this Tranche I Prospectus read together with the Shelf Prospectus for this Tranche I Issue is true and correct in all material respects and is not misleading in any material respect and that the opinions and intentions expressed herein are honestly held and that there are no other facts, the omission of which makes this Tranche I Prospectus as a whole or any of such information or the expression of any such opinions or intentions misleading in any material respect.

### CREDIT RATING

The Secured NCDs proposed to be issued under this Tranche I Issue have been rated [ICRA] AA (Stable) by ICRA for an amount of upto ₹ 13,000 million vide its letters dated October 26, 2016 and further revalidated by letter dated December 23, 2016 and have been rated CRISIL AA/Stable by CRISIL for an amount upto ₹ 13,000 million vide its letter dated November 08, 2016 and further revalidated by letter dated December 23, 2016. The Unsecured NCDs proposed to be issued under this Tranche I Issue have been rated [ICRA] AA (Stable) by ICRA for an amount of upto ₹ 1,000 million vide its letter dated November 04, 2016 and further revalidated by letter dated December 23, 2016 and have been rated CRISIL AA/Stable by CRISIL for an amount upto ₹ 1,000 million vide its letter dated November 08, 2016 and further revalidated by letter dated December 23, 2016. The rating of the Secured NCDs and Unsecured NCDs by ICRA and CRISIL indicates high degree of safety regarding timely servicing of financial obligations. The rating provided by ICRA and CRISIL may be suspended, withdrawn or revised at any time by the assigning rating agency and should be evaluated independently of any other rating. These ratings are not a recommendation to buy, sell or hold securities and investors should take their own decisions. Please refer to pages 113 to 120 of this Tranche I Prospectus for rating letter and rationale for the above rating.

### PUBLIC COMMENTS

The Draft Shelf Prospectus dated December 29, 2016 had been filed with the BSE pursuant to regulation 6A, 6(1) and 6(2) of the Debt Regulations and was open for public comments for a period of seven Working Days until 5 p.m. on January 05, 2017.

### LISTING

The NCDs offered through this Tranche I Prospectus are proposed to be listed on BSE. For the purposes of this Tranche I Issue, BSE shall be the Designated Stock Exchange. Our company has received an "in-principle" approval from BSE vide their letter no DCS/BM/PI-BOND/8/16-17 dated January 05, 2017.

### COUPON RATE, COUPON PAYMENT FREQUENCY, MATURITY DATE, MATURITY AMOUNT & ELIGIBLE INVESTORS

For details relating to Coupon Rate, Coupon Payment Frequency, Maturity Date and Maturity Amount of the NCDs, see section titled "Terms of the Issue" starting on page 33 of this Tranche I Prospectus. For details relating to eligible investors please see "The Issue" on page 18 of the Shelf Prospectus.

### LEAD MANAGERS TO THE ISSUE

### REGISTRAR TO THE ISSUE

### DEBENTURE TRUSTEE



**Edelweiss Financial Services Limited**  
Edelweiss House  
Off CST Road, Kalina  
Mumbai 400 098  
Tel: (+91 22) 4086 3535  
Fax: (+91 22) 4086 3610  
Email: muthoot.ncd@edelweissfin.com  
Investor Grievance Email:  
customerservice.mb@edelweissfin.com  
Website: www.edelweissfin.com  
Contact Person: Mr. Mandeep Singh / Mr.  
Lokesh Singh  
Compliance Officer: Mr. B Renganathan  
SEBI Registration No.: INM0000010650



**A. K. Capital Services Limited**  
30-39, Free Press House  
Free Press Journal Marg  
215, Nariman Point  
Mumbai - 400 021, India  
Tel: (+91 22) 67546500, 66349300  
Fax: (+91 22) 66100594  
Email: mflncd2017@akgroup.co.in  
Investor Grievance  
Email: investor.grievance@akgroup.co.in  
Website: www.akcapindia.com  
Contact Person: Mr. Girish  
Sharma/Mr. Krish Sanghvi  
Compliance Officer: Mr. Tejas  
Davda  
SEBI Registration No.:  
INM000010411



**LINK INTIME INDIA PRIVATE LIMITED**  
C-13, Pannalal Silk Mills Compound  
L.B.S. Marg, Bhandup (West)  
Mumbai 400 078, India  
Tel: (+91 22) 6171 5400  
Fax: (+91 22) 2596 0329  
Email: mfl.ncd2017@linkintime.co.in  
Investor Grievance  
Email: mfl.ncd2017@linkintime.co.in  
Website: www.linkintime.co.in  
Contact Person: Dinesh Yadav  
SEBI Registration  
No.: INR000004058



**IDBI TRUSTEESHIP SERVICES LIMITED**  
Asian Building, Ground Floor  
17 R, Kamani Marg, Ballard Estate  
Mumbai 400 001, India  
Tel: (+91 22) 4080 7000  
Fax: (+91 22) 6631 1776  
Email: anjalee@idbitrustee.com  
Website: www.idbitrustee.co.in  
Contact Person: Anjalee Athalye  
SEBI Registration No.:  
IND000000460

### ISSUE PROGRAMME \*

**ISSUE OPENS ON** January 17, 2017

**ISSUE CLOSES ON** February 17, 2017

\*The subscription list shall remain open for subscription on Working Days from 10 A.M. to 5 P.M., during the period indicated above, except that this Tranche I Issue may close on such earlier date or extended date as may be decided by the Board of Directors of our Company ("Board") or NCD Public Issue Committee. In the event of such an early closure or extension of subscription list of this Tranche I Issue, our Company shall ensure that notice of such early closure or extension is given to the prospective investors through an advertisement in a national daily newspaper with wide circulation on or before such earlier date or extended date of closure. Applications Forms for this Tranche I Issue will be accepted only from 10:00 a.m. till 5:00 p.m. (Indian Standard Time) or such extended time as may be permitted by BSE, on Working Days during the Issue Period. On the Issue Closing Date, Application Forms will be accepted only between 10:00 a.m. to 3.00 p.m. (Indian Standard Time) and uploaded until 5.00 p.m. (Indian Standard Time) or such extended time as may be permitted by BSE.

IDBI Trusteeship Services Limited under regulation 4(4) of the SEBI Debt Regulations has by its letter dated December 16, 2016 given its consent for its appointment as Debenture Trustee to the Issue and for its name to be included in the Shelf Prospectus and this Tranche I Prospectus and in all the subsequent periodical communications sent to the holders of the Debentures issued pursuant to the Tranche I Issue.

A copy of the Shelf Prospectus and this Tranche I Prospectus has been filed with the Registrar of Companies, Kerala and Lakshadweep, in terms of section 26 and 31 of the Companies Act, 2013, along with the endorsed/certified copies of all requisite documents. For further details please refer to the section titled "Material Contracts and Documents for Inspection" beginning on page 110 of this Tranche I Prospectus.

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## SECTION I: GENERAL

### DEFINITIONS / ABBREVIATIONS

#### Company related terms

Term	Description
“We”, “us”, “our”, “the Company”, and “Issuer”	Muthoot Finance Limited, a public limited company incorporated under the Act, and having its registered office at Muthoot Chambers, Opposite Saritha Theatre Complex, 2 <sup>nd</sup> Floor, Banerji Road, Kochi 682 018, Kerala, India.
AOA/Articles / Articles of Association	Articles of Association of our Company.
Board / Board of Directors	The Board of Directors of our Company and includes any Committee thereof from time to time.
Equity Shares	Equity shares of face value of ₹ 10 each of our Company.
Memorandum / MOA	Memorandum of Association of our Company.
NCD Public Issue Committee	The committee constituted by our Board of Directors by a board resolution dated July 25, 2011.
NBFC	Non-Banking Financial Company as defined under Section 45-IA of the RBI Act, 1934.
NPA	Non Performing Asset.
Promoters	M.G. George Muthoot, George Thomas Muthoot, George Jacob Muthoot and George Alexander Muthoot.
Reformatted Financial Statements	The statement of reformatted assets and liabilities of the Company as at March 31, 2012, March 31, 2013, March 31, 2014, March 31, 2015 and March 31, 2016 and the related statement of reformatted consolidated statement of profit and loss and the related statement of reformatted consolidated cash flow for the financial years ended March 31, 2012, March 31, 2013, March 31, 2014, March 31, 2015 and the period ended March 31, 2016 as examined by our Company’s Statutory Auditors, M/s. Rangamani & Co, Chartered Accountants.  The audited financial statements of the Group as at and for the years ended March 31, 2012, March 31, 2013, March 31, 2014, March 31, 2015 and the period ended March 31, 2016 and the books of accounts underlying such financial statements form the basis for such Reformatted Financial Statements.
ROC	The Registrar of Companies, Kerala and Lakshadweep.
₹/ Rs./ INR/ Rupees	The lawful currency of the Republic of India.
Statutory Auditors	The auditors of the Company, M/s. Rangamani & Co, Chartered Accountants, 17/598, 2nd Floor, Card Bank Building, West of YMCA, VCSB Road, Alleppey 688 001, Kerala, India.
Subsidiary(ies)	(a) Asia Asset Finance PLC, a company registered in the said Republic of Sri Lanka, under the Companies Act No.7, of 2007, having its registered office at No.76/1, Dharmapala Mawatha, Colombo 03, Sri Lanka. (b) Muthoot Homefin (India) Limited, Company registered in India, having its registered office at Muthoot Chambers, Kurians Tower Banerji Road, Cochin Ernakulam, Kerala- 682018. (c) Belstar Investment and Finance Private Limited, a Company registered in India, having its registered office at New No. 33, Old No. 14, 48th Street, 9th Avenue, Ashok Nagar, Chennai, Tamil Nadu- 600083. (d) Muthoot Insurance Brokers Private Limited, Company registered in India, having its registered office at 3rd Floor, Muthoot Chambers, Banerji Road Ernakulam, Kerala- 682018.

#### Issue related terms

Term	Description
Allotment / Allotted	Unless the context otherwise requires, the allotment of the NCDs pursuant to the Issue to the Allottees.
Allottee(s)	The successful applicant to whom the NCDs are being/have been allotted.
Applicant / Investor	The person who applies for issuance and Allotment of NCDs pursuant to the terms of the Shelf Prospectus and this Tranche I Prospectus and Abridged Prospectus and the Application Form for the Tranche I Issue .
Application	An application for Allotment of NCDs offered pursuant to the Tranche I Issue by submission of a valid Application Form and payment of the Application Amount by any of the modes as prescribed under this Tranche I Prospectus.
Application Amount	The aggregate value of the NCDs applied for, as indicated in the Application Form for the Tranche I Prospectus.
Application Form	An Application for Allotment of NCDs through the ASBA or non-ASBA process, in terms of the Shelf Prospectus and this Tranche I Prospectus.
ASBA or “Application Supported by Blocked Amount”	The Application in terms of which the Applicant shall make an Application by authorising SCSB to block the Application Amount in the specified bank account maintained with such SCSB.

Term	Description
ASBA Account	An account maintained with an SCSB which will be blocked by such SCSB to the extent of the Application Amount of an ASBA Applicant.
ASBA Applicant	Any Applicant who applies for NCDs through the ASBA process.
Bankers to the Issue/Escrow Collection Banks	The banks with whom Escrow Accounts will be opened as specified on page 13 of this Tranche I Prospectus.
Base Coupon Rate	The rate of interest payable in connection with the NCDs in accordance with the Tranche I Prospectus excluding the additional incentive payable to the Investors on the Record Date.
Base Issue	Public issue of NCDs by our Company aggregating upto ₹ 2,000 million.
Basis of Allotment	The basis on which NCDs will be allotted to applicants under the Tranche I Issue and which is described in “ <i>Issue Procedure – Basis of Allotment</i> ” on page 83 of this Tranche I Prospectus.
Coupon Rate	The aggregate rate of interest payable in connection with the NCDs in accordance with the Draft Shelf Prospectus, the Shelf Prospectus and the Tranche I Prospectus.
CRISIL	Credit Rating Information Services of India Limited.
Debt Application Circular	Circular no. CIR/IMD/DF-1/20/2012 issued by SEBI on July 27, 2012.
Debentures / NCDs	Secured NCDs of face value of ₹ 1,000 each aggregating up to ₹ 13,000 million and Unsecured NCDs of face value of ₹ 1,000 each aggregating up to ₹ 1,000 million, totaling up to an amount of ₹ 14,000 million.
Debenture Holder (s) / NCD Holder(s)	The holders of the NCDs whose name appears in the database of the relevant Depository.
Debt Listing Agreement	The erstwhile listing agreement entered into between our Company and the relevant stock exchange(s) in connection with the listing of debt securities of our Company.
Debenture Trust Deed	The trust deed to be executed by our Company and the Debenture Trustee for creating the security over the NCDs issued under the Tranche I Issue.
Demographic Details	Details of the investor such as address, bank account details for printing on refund orders and occupation, which are based on the details provided by the Applicant in the Application Form.
Deemed Date of Allotment	The date on which the Board or the duly authorised committee of the Board constituted by resolution of the Board dated July 25, 2011 approves the Allotment of the NCDs for the Tranche I Issue. The actual Allotment of NCDs may take place on a date other than the Deemed Date of Allotment. All benefits relating to the NCDs including interest on NCDs shall be available to the Debenture holders from the Deemed Date of Allotment.
Depositories Act	The Depositories Act, 1996, as amended from time to time.
Depository(ies) DP / Depository Participant	National Securities Depository Limited (NSDL) and/or Central Depository Services (India) Limited (CDSL). A depository participant as defined under the Depositories Act.
Designated Branches	Such branches of SCSBs which shall collect the ASBA Applications and a list of which is available on <a href="http://www.sebi.gov.in/cms/sebi_data/attachdocs/1365051213899.html">http://www.sebi.gov.in/cms/sebi_data/attachdocs/1365051213899.html</a> or at such other website as may be prescribed by SEBI from time to time.
Designated Date	The date on which the Escrow Collection Banks transfer the funds from the Escrow Accounts and the Registrar to the Issue issues instruction to SCSBs for transfer of funds from the ASBA Accounts to the Public Issue Accounts in terms of this Tranche I Prospectus and the Escrow Agreement.
Designated Stock Exchange	BSE i.e. BSE Limited
Draft Shelf Prospectus	The Draft Shelf Prospectus dated December 29, 2016 filed with the Designated Stock Exchange for receiving public comments and with SEBI in accordance with the provisions of the Act/relevant provisions of the Companies Act, 2013 applicable as on the date of the Draft Shelf Prospectus and the SEBI Debt Regulations.
Escrow Agreement	Agreement dated January 06, 2017 entered into amongst our Company, the Registrar, the Escrow Collection Bank(s), the Lead Managers, for collection of the application amounts and for remitting refunds, if any, of the amounts collected, to the applicants on the terms and conditions contained therein.
Escrow Account	Accounts opened in connection with the Tranche I Issue with the Escrow Collection Banks and in whose favour the applicant will issue cheques or bank drafts in respect of the application amount while submitting the application, in terms of the Shelf Prospectus, the Tranche I Prospectus and the Escrow Agreement.
ICRA Insurance Companies	Investment Information and Credit Rating Agency. Insurance companies registered with the IRDA.
Issue	Public issue by the Company of secured redeemable non-convertible debentures for an amount upto ₹ 13,000 million and unsecured redeemable non-convertible debentures for an amount upto ₹ 1,000 million of face value of ₹ 1,000 each, for an amount aggregating up to the Shelf Limit pursuant to the Draft Shelf Prospectus, the Shelf Prospectus and the relevant Tranche Prospectus.
Issue Agreement	Agreement dated December 28, 2016 entered into by our Company and the Lead Managers.
Issue Opening Date	January 17, 2017
Issue Closing Date	February 17, 2017 or such early or extended date as may be decided by the duly authorised committee of the Board constituted by resolution of the Board dated July 25, 2011.
Issue Period	The period between the Issue Opening Date and the Issue Closing Date inclusive of both days.
Lead Brokers	Axis Capital Limited, Edelweiss Broking Limited, HDFC Securities Limited, Karvy Stock Broking Limited,

Term	Description															
	Integrated Enterprises (India) Limited, JM Financial Services Limited, Muthoot Securities Limited, SMC Global Securities Limited, India Infoline Limited, RR Equity Brokers Private Limited, Kotak Securities Limited, A.K. Stockmart Private Limited															
Lead Managers	Edelweiss Financial Services Limited and A. K. Capital Services Limited.															
Market Lot	1 NCD.															
Members of the Syndicate	Lead Managers and the Lead Brokers.															
Options	An option of NCDs which are identical in all respects including, but not limited to terms and conditions, listing and ISIN number and as further stated to be an individual Option in this Tranche I Prospectus.															
Offer Document	The Draft Shelf Prospectus, the Shelf Prospectus, the Tranche I Prospectus and the abridged prospectus.															
Public Issue Account	Bank account(s) opened with any of the Bankers to the Issue by our Company under section 40 of the Companies Act, 2013 to receive money from the Escrow Accounts on the Designated Date and where the funds shall be transferred by the SCSBs from the ASBA Accounts.															
Record Date	The date for payment of interest in connection with the NCDs or repayment of principal in connection therewith which shall be 15 days prior to the date of payment of interest, and/or the date of redemption. In case the Record Date falls on a day when the Stock Exchange is having a trading holiday, the immediate subsequent trading day will be deemed as the Record Date.															
Refund Account(s)	The account(s) opened by our Company with the Refund Bank(s), from which refunds of the whole or part of the Application Amounts (excluding for the ASBA Applicants), if any, shall be made.															
Refund Bank	IndusInd Bank Limited															
Registrar to the Issue	<b>Link Intime India Private Limited,</b> C-13, Pannalal Silk Mills Compound L.B.S. Marg, Bhandup (West) Mumbai 400 078, India Tel: (+91 22) 6171 5400 Fax: (+91 22) 2596 0329 Email: <a href="mailto:mfl.ncd2017@linkintime.co.in">mfl.ncd2017@linkintime.co.in</a> Investor Grievance Email: <a href="mailto:mfl.ncd2017@linkintime.co.in">mfl.ncd2017@linkintime.co.in</a> Website: <a href="http://www.linkintime.co.in">www.linkintime.co.in</a> Contact Person: Dinesh Yadav SEBI Registration No.: INR000004058															
Retail Investor(s)	Individual Applicants who have applied for the NCDs in the Tranche I Issue (including HUFs applying through their Karta).															
SEBI Debt Regulations	SEBI (Issue and Listing of Debt Securities) Regulations, 2008, issued by SEBI, effective from June 06, 2008 as amended from time to time.															
SEBI ICDR Regulations	SEBI (Issue of Capital and Disclosure Requirements) Regulations, 2009, as amended.															
Secured NCDs	NCDs offered under this Tranche I Issue which are redeemable and are secured by a charge on the assets of our Company of face value of ₹ 1,000 each.															
Secured Debentures Trust Deed	The trust deed executed by our Company and the Debenture Trustee for creating the security over the Secured NCDs issued under the Tranche I Issue.															
Senior Citizen	A person who on the date of this Tranche I Issue has attained the age of 65 years or more.															
Self Certified Syndicate Banks or SCSBs	The banks which are registered with SEBI under the Securities and Exchange Board of India (Bankers to an Issue) Regulations, 1994 and offer services in relation to ASBA, including blocking of an ASBA Account, a list of which is available on <a href="http://www.sebi.gov.in/cms/sebi_data/attachdocs/1366178697250.html">http://www.sebi.gov.in/cms/sebi_data/attachdocs/1366178697250.html</a> or at such other website as may be prescribed by SEBI from time to time.															
Shelf Limit	The aggregate limit of the Issue, being ₹ 14,000 million to be issued under the Draft Shelf Prospectus, the Shelf Prospectus and the relevant Tranche Prospectus through one or more Tranche Issues.															
Shelf Prospectus	The Shelf Prospectus dated January 09, 2017 filed by our Company with the SEBI, BSE and the RoC in accordance with the provisions of the Companies Act, 2013 and the SEBI Debt Regulations.															
Subordinated Debt	Subordinated Debt means a fully paid up capital instrument, which is unsecured and is subordinated to the claims of other creditors and is free from restrictive clauses and is not redeemable at the instance of the holder or without the consent of the supervisory authority of the NBFC. The book value of such instrument shall be subjected to discounting as provided hereunder:  Remaining maturity of the instruments rate of discount <table><tr><td>(a)</td><td>up to one year</td><td>100%</td></tr><tr><td>(b)</td><td>more than one year but up to two years</td><td>80%</td></tr><tr><td>(c)</td><td>more than two years but up to three years</td><td>60%</td></tr><tr><td>(d)</td><td>more than three years but up to four years</td><td>40%</td></tr><tr><td>(e)</td><td>more than four years but up to five years</td><td>20%</td></tr></table> to the extent such discounted value does not exceed fifty per cent of Tier I capital.	(a)	up to one year	100%	(b)	more than one year but up to two years	80%	(c)	more than two years but up to three years	60%	(d)	more than three years but up to four years	40%	(e)	more than four years but up to five years	20%
(a)	up to one year	100%														
(b)	more than one year but up to two years	80%														
(c)	more than two years but up to three years	60%														
(d)	more than three years but up to four years	40%														
(e)	more than four years but up to five years	20%														
Syndicate ASBA Application Locations	Application centres at Mumbai, Chennai, Kolkata, Delhi, Ahmedabad, Rajkot, Jaipur, Bengaluru, Hyderabad, Pune, Vadodara and Surat where the members of the Syndicate shall accept ASBA Applications.															
Syndicate SCSB Branches	In relation to ASBA Applications submitted to a member of the Syndicate, such branches of the SCSBs at the Syndicate ASBA Application Locations named by the SCSBs to receive deposits of the Application Forms from the members of the Syndicate, and a list of which is available on <a href="http://www.sebi.gov.in/sebiweb/home/list/5/33/0/0/Recognised-Intermediaries">http://www.sebi.gov.in/sebiweb/home/list/5/33/0/0/Recognised-Intermediaries</a> or at such other website as may be prescribed by SEBI from time to time.															
Tier I capital	Tier I capital means, owned fund as reduced by investment in shares of other NBFCs and in shares, debentures, bonds,															

Term	Description
	outstanding loans and advances including hire purchase and lease finance made to and deposits with subsidiaries and companies in the same group exceeding, in aggregate, ten percent of the owned fund.
Tier II capital	Tier-II capital includes the following: (a) preference shares other than those which are compulsorily convertible into equity; (b) revaluation reserves at discounted rate of 55%; (c) general provisions and loss reserves to the extent these are not attributable to actual diminution in value or identifiable potential loss in any specific asset and are available to meet unexpected losses, to the extent of one and one fourth percent of risk weighted assets; (d) hybrid debt capital instruments; and (e) subordinated debt to the extent the aggregate does not exceed Tier-I capital.
Transaction Registration Slip or TRS	The slip or document issued by any of the Members of the Syndicate, the SCSBs, or the Trading Members as the case may be, to an Applicant upon demand as proof of registration of his Application.
Tenor	Tenor shall mean the tenor of the NCDs.
Trading Members	Individuals or companies registered with SEBI as “trading members” who hold the right to trade in stocks listed on the Stock Exchanges, through whom investors can buy or sell securities listed on the Stock Exchange, a list of which are available on <a href="http://www.bseindia.com/memberdir/members.asp">www.bseindia.com/memberdir/members.asp</a> (for Trading Members of BSE).
Tranche Issue	Issue of the NCDs pursuant to the respective Tranche Prospectus.
Tranche Prospectus	The Tranche Prospectus(es) containing the details of NCDs including interest, other terms and conditions, material developments, general information, objects, procedure for application, statement of tax benefits, regulatory and statutory disclosures and material contracts and documents for inspection, in respect of the relevant Tranche Issue.
Tranche I Prospectus	The Tranche Prospectus containing the details of the Secured NCDs and Unsecured NCDs issued pursuant to the Tranche I Issue.
Trustees / Debenture Trustee	Trustees for the Debenture Holders in this case being IDBI Trusteeship Services Limited.
Unsecured NCDs	NCDs offered under this Tranche I Issue which are redeemable and are not secured by any charge on the assets of our Company, which will be in the nature of Subordinated Debt and will be eligible for Tier II capital and subordinate to the claims of all other creditors of face value ₹ 1,000 each.
Unsecured Debentures Trust Deed	The trust deed executed by the Company and the Debenture Trustee specifying, inter alia, the powers, authorities, and obligations of the Debenture Trustee and the Company with respect to the Unsecured NCDs issued pursuant to the Tranche I Issue.
Working Day	All days excluding the second and the fourth Saturday of every month, Sundays and a public holiday in Kochi or Mumbai or at any other payment centre notified in terms of the Negotiable Instruments Act, 1881, except with reference to Issue Period where working days shall mean all days, excluding Saturdays, Sundays and public holidays in India or at any other payment centre notified in terms of the Negotiable Instruments Act, 1881.

*\*The subscription list shall remain open at the commencement of banking hours and close at the close of banking hours for the period as indicated, with an option for early closure or extension by such period, as may be decided by the Board or the duly authorised committee of the Board constituted by resolution of the Board dated July 25, 2011. In the event of such early closure or extension subscription list of the Tranche I Issue, our Company shall ensure that notice of such early closure or extension is given to the prospective investors through an advertisement in a leading daily national newspaper on or before such earlier date or extended date of closure.*

## Industry related terms

Term	Description
Gold Loans	Personal and business loans secured by gold jewelry and ornaments.
NRI/Non-Resident	A person resident outside India, as defined under the FEMA
RRB	Regional Rural Bank.

## Conventional and general terms

Term	Description
BSE	BSE Limited.
CDSL	Central Depository Services (India) Limited.
Companies Act, 2013	The Companies Act, 2013, to the extent notified by the Ministry of Corporate Affairs, Government of India
DRR	Debenture Redemption Reserve.
FEMA	Foreign Exchange Management Act, 1999, as amended from time to time.
FEMA Regulations	Foreign Exchange Management (Transfer or Issue of Security by a Person Resident Outside India) Regulations, 2000, as amended from time to time.
Financial Year / FY	Financial Year ending March 31.
GoI	Government of India.
HUF	Hindu Undivided Family.
IFSC	Indian Financial System Code.
Indian GAAP	Generally Accepted Accounting Principles in India.
IRDA	Insurance Regulatory and Development Authority.
IT Act	The Income Tax Act, 1961, as amended from time to time.
MICR	Magnetic Ink Character Recognition.
NACH	National Automated Clearing House
NEFT	National Electronic Funds Transfer.
NSDL	National Securities Depository Limited.
PAN	Permanent Account Number.

<b>Term</b>	<b>Description</b>
RBI	The Reserve Bank of India.
RBI Act	The Reserve Bank of India Act, 1934, as amended from time to time.
RTGS	Real Time Gross Settlement.
SEBI	The Securities and Exchange Board of India constituted under the Securities and Exchange Board of India Act, 1992.
SEBI Act	The Securities and Exchange Board of India Act, 1992 as amended from time to time.
SEBI LODR Regulations	Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015

Notwithstanding anything contained herein, capitalised terms that have been defined in the sections titled “*Statement of Tax Benefits*”, and “*Issue Procedure*” beginning on pages 27 and 66 of this Tranche I Prospectus, respectively will have the meanings ascribed to them in such sections.

## FORWARD-LOOKING STATEMENTS

This Tranche I Prospectus contains certain “forward-looking statements”. These forward looking statements generally can be identified by words or phrases such as “aim”, “anticipate”, “believe”, “expect”, “estimate”, “intend”, “objective”, “future”, “goal”, “plan”, “contemplate”, “propose” “seek to” “project”, “should”, “will”, “will continue”, “will pursue”, “will likely result” or other words or phrases of similar import. All forward-looking statements are based on our current plans and expectations and are subject to a number of uncertainties and risks and assumptions that could significantly and materially affect our current plans and expectations and our future financial condition and results of operations. Important factors that could cause actual results, including our financial conditions and results of operations to differ from our expectations include, but are not limited to, the following:

- General economic and business conditions in India and globally;
- Our ability to successfully sustain our growth strategy;
- Our ability to compete effectively and access funds at competitive cost;
- Unanticipated turbulence in interest rates, equity prices or other rates or prices; the performance of the financial and capital markets in India and globally;
- The outcome of any legal or regulatory proceedings we are or may become a party to;
- Any disruption or downturn in the economy of southern India;
- Our ability to control or reduce the level of non-performing assets in our portfolio;
- General political and economic conditions in India;
- Change in government regulations;
- Competition from our existing as well as new competitors;
- Our ability to compete with and adapt to technological advances; and
- Occurrence of natural calamities or natural disasters affecting the areas in which our Company has operations.

For further discussion of factors that could cause our actual results to differ, see the section titled “*Risk Factors*” on page 10 of the Shelf Prospectus.

All forward-looking statements are subject to risks, uncertainties and assumptions about our Company that could cause actual results and valuations to differ materially from those contemplated by the relevant statement. Additional factors that could cause actual results, performance or achievements to differ materially include, but are not limited to, those discussed under the sections titled “*Industry Overview*” and “*Our Business*” on page 62 and page 67 of the Shelf Prospectus. The forward-looking statements contained in this Tranche I Prospectus are based on the beliefs of management, as well as the assumptions made by and information currently available to management. Although our Company believes that the expectations reflected in such forward-looking statements are reasonable at this time, it cannot assure investors that such expectations will prove to be correct or will hold good at all times. Given these uncertainties, investors are cautioned not to place undue reliance on such forward-looking statements. If any of these risks and uncertainties materialise, or if any of our Company’s underlying assumptions prove to be incorrect, our Company’s actual results of operations or financial condition could differ materially from that described herein as anticipated, believed, estimated or expected. All subsequent forward-looking statements attributable to our Company are expressly qualified in their entirety by reference to these cautionary statements.

Neither our Company, its Directors and officers, nor any of their respective affiliates or associates have any obligation to update or otherwise revise any statements reflecting circumstances arising after the date hereof or to reflect the occurrence of underlying events, even if the underlying assumptions do not come to fruition. In accordance with SEBI Debt Regulations, the Company and the Lead Managers will ensure that investors in India are informed of material developments between the date of filing the Shelf Prospectus and this Tranche I Prospectus with the ROC and the date of the Allotment.

## **PRESENTATION OF FINANCIAL AND OTHER INFORMATION**

### ***General***

In this Tranche I Prospectus, unless the context otherwise indicates or implies, references to “you,” “offeree,” “purchaser,” “subscriber,” “recipient,” “investors” and “potential investor” are to the prospective investors in this Offering, references to our “Company”, the “Company” or the “Issuer” are to Muthoot Finance Limited.

In this Tranche I Prospectus, references to “US\$” is to the legal currency of the United States and references to “Rs.”, “₹” and “Rupees” are to the legal currency of India. All references herein to the “U.S.” or the “United States” are to the United States of America and its territories and possessions and all references to “India” are to the Republic of India and its territories and possessions, and the “Government”, the “Central Government” or the “State Government” are to the Government of India, central or state, as applicable.

Unless otherwise stated, references in this Tranche I Prospectus to a particular year are to the calendar year ended on December 31 and to a particular “fiscal” or “fiscal year” are to the fiscal year ended on March 31.

Unless otherwise stated all figures pertaining to the financial information in connection with our Company are on an unconsolidated basis.

### ***Presentation of Financial Information***

Our Company publishes its financial statements in Rupees. Our Company’s financial statements are prepared in accordance with Indian GAAP and the Companies Act, 2013, to the extent applicable.

The Reformatted Summary Financial Statements are included in the Shelf Prospectus. The examination reports on the Reformatted Summary Financial Statements, as issued by our Company’s Statutory Auditors, Rangamani & Co., are included in the Shelf Prospectus in the section titled “*Financial Information*” beginning at page 107 of the Shelf Prospectus.

Any discrepancies in the tables included herein between the amounts listed and the totals thereof are due to rounding off.

Unless stated otherwise, all industry and market data used throughout the Shelf Prospectus and this Tranche I Prospectus have been obtained from industry publications and certain public sources. Industry publications generally state that the information contained in those publications have been obtained from sources believed to be reliable, but that their accuracy and completeness are not guaranteed and their reliability cannot be assured. Although the Company believes that the industry and market data used in the Shelf Prospectus and this Tranche I Prospectus is reliable, it has not been verified by us or any independent sources. Further, the extent to which the market and industry data presented in the Shelf Prospectus and this Tranche I Prospectus is meaningful depends on the readers’ familiarity with and understanding of methodologies used in compiling such data.

## SECTION II: INTRODUCTION

### GENERAL INFORMATION

Our Company was originally incorporated as a private limited company on March 14, 1997 under the provisions of the Companies Act, 1956, with the name “The Muthoot Finance Private Limited”. Subsequently, by a fresh certificate of incorporation dated May 16, 2007, our name was changed to “Muthoot Finance Private Limited”. Our Company was converted into a public limited company on November 18, 2008 with the name “Muthoot Finance Limited” and received a fresh certificate of incorporation consequent to change in status on December 02, 2008 from the Registrar of Companies, Kerala and Lakshadweep. Muthoot Fin Corp Limited is neither a related company nor is a company under the same management within the meaning of the Companies Act, 1956\*. For further details regarding the Promoters and the group companies please refer to “*Our Promoters*” at page 103 of the Shelf Prospectus.

\*Disclosure made in accordance with letter from SEBI bearing no. IMD/DOF-1/BM/VA/OW/22785/2013 dated October 30, 2013.

#### Registered Office

##### ***Muthoot Finance Limited***

2<sup>nd</sup> Floor, Muthoot Chambers  
Opposite Saritha Theatre Complex  
Banerji Road  
Kochi 682 018  
Kerala, India  
Tel: (+91 484) 239 4712  
Fax: (+91 484) 239 6506  
Website: [www.muthootfinance.com](http://www.muthootfinance.com)  
Email: [cs@muthootgroup.com](mailto:cs@muthootgroup.com)

For details of change in registered office, refer to the section titled “*History and Main Objects*” on page 84 of the Shelf Prospectus.

#### Registration

Registration Number: 011300

Corporate Identity Number: L65910KL1997PLC011300 issued by the Registrar of Companies, Kerala and Lakshadweep.

Certificate of registration bearing number N. 16.00167 under Section 45IA of the RBI Act, 1934 from the RBI dated December 12, 2008 from the RBI to carry on the business of a non-banking financial institution without accepting public deposits.

#### Chief Financial Officer

Oommen K. Mammen  
2<sup>nd</sup> Floor, Muthoot Chambers  
Opposite Saritha Theatre Complex  
Banerji Road  
Kochi 682 018  
Kerala, India  
Tel: (+91 484) 2397156  
Fax: (+91 484) 2396506  
Email: [oommen@muthootgroup.com](mailto:oommen@muthootgroup.com)

#### Company Secretary and Compliance Officer

Maxin James  
2<sup>nd</sup> Floor, Muthoot Chambers  
Opposite Saritha Theatre Complex  
Banerji Road

Kochi 682 018  
Kerala, India  
Tel: (+91 484) 6690247  
Fax: (+91 484) 2396506  
Email: cs@muthootgroup.com

Investors may contact the Registrar to the Issue or the Compliance Officer in case of any pre-issue or post-issue related issues such as non-receipt of Allotment Advice, demat credit of allotted NCDs, refund orders or interest on application money.

All grievances relating to this Tranche I Issue may be addressed to the Registrar to the Issue, giving full details such as name, Application Form number, address of the Applicant, number of NCDs applied for, amount paid on application, Depository Participant and the collection centre of the Members of the Syndicate where the Application was submitted.

All grievances relating to the ASBA process may be addressed to the Registrar to the Issue with a copy to the relevant SCSB, giving full details such as name, address of Applicant, Application Form number, number of NCDs applied for, amount blocked on Application and the Designated Branch or the collection centre of the SCSB where the Application Form was submitted by the ASBA Applicant.

All grievances arising out of Applications for the NCDs made through the Online Stock Exchanges Mechanism or through Trading Members may be addressed directly to the Designated Stock Exchange.

### **Lead Managers**

#### **Edelweiss Financial Services Limited**

Edelweiss House  
Off CST Road, Kalina  
Mumbai 400 098  
Tel: +91 22 4086 3535  
Fax: +91 22 4086 3610  
Email: muthoot.ncd@edelweissfin.com  
Investor Grievance Email:  
customerservice.mb@edelweissfin.com  
Website: www.edelweissfin.com  
Contact Person: Mr. Mandeep Singh / Mr. Lokesh Singhi  
Compliance Officer: Mr. B Renganathan  
SEBI Registration No.: INM0000010650

#### **A. K. Capital Services Limited**

30-39, Free Press House  
Free Press Journal Marg  
215, Nariman Point  
Mumbai - 400 021, India  
Tel: (91 22) 67546500, 66349300  
Fax: (91 22) 66100594  
Email: mflncd2017@akgroup.co.in  
Investor Grievance Email: investor.grievance@akgroup.co.in  
Website: www.akcapindia.com  
Contact Person: Mr. Girish Sharma/ Mr. Krish Sanghvi  
Compliance Officer: Mr. Tejas Davda  
SEBI Registration No.: INM000010411

### **Debenture Trustee**

#### **IDBI Trusteeship Services Limited**

Asian Building, Ground Floor  
17 R, Kamani Marg, Ballard Estate  
Mumbai 400 001, India  
Tel: (+91 22) 4080 7000  
Fax: (91 22) 6631 1776

Email: [anjalee@idbitrustee.com](mailto:anjalee@idbitrustee.com)  
Website: [www.idbitrustee.co.in](http://www.idbitrustee.co.in)  
Contact Person: Anjalee Athalye  
SEBI Registration No.: IND000000460

IDBI Trusteeship Services Limited has by its letter dated December 16, 2016 given its consent for its appointment as Debenture Trustee to the Issue and for its name to be included in the Shelf Prospectus and this Tranche I Prospectus and in all the subsequent periodical communications sent to the holders of the Debentures issued pursuant to this Tranche I Issue.

### **Registrar to the Issue**

#### **Link Intime India Private Limited**

C-13, Pannalal Silk Mills Compound  
L.B.S. Marg, Bhandup (West)  
Mumbai 400 078, India  
Tel: (+91 22) 6171 5400  
Fax: (+91 22) 2596 0329  
Email: [mfl.ncd2017@linkintime.co.in](mailto:mfl.ncd2017@linkintime.co.in)  
Investor Grievance Email: [mfl.ncd2017@linkintime.co.in](mailto:mfl.ncd2017@linkintime.co.in)  
Website: [www.linkintime.co.in](http://www.linkintime.co.in)  
Contact Person: Dinesh Yadav  
SEBI Registration No.: INR000004058

### **Statutory Auditors**

#### ***Rangamani & Co***

Chartered Accountants  
17/598, 2<sup>nd</sup> Floor  
Card Bank Building  
West of YMCA  
VCSB Road  
Allepey 688 011  
Kerala, India  
Tel: (+91 477) 226 1542  
Fax: (+91 477) 226 1542  
Email: [sreenivasan2121@gmail.com](mailto:sreenivasan2121@gmail.com)

Rangamani & Co. has been the statutory auditor of the Company since September 11, 2002 and there has been no change in the statutory auditor of the Company for three years preceding the date of the Shelf Prospectus and this Tranche I Prospectus.

### **Credit Rating Agencies**

#### ***ICRA Limited***

1105, Kailash Building  
11th Floor, Kasturba Gandhi Marg  
New Delhi – 110001, India  
Telephone: (+9111) 23357940-50  
Facsimile: (+9111) 23357014  
Website: [www.icra.in](http://www.icra.in)  
SEBI Registration Number: IN/CRA/003/1999

#### ***CRISIL Limited***

CRISIL House, Central Avenue  
Hiranandani Business Park, Powai  
Mumbai 400 076, India  
Telephone: (+91 22) 3342 3000  
Facsimile: (+91 22) 4040 5800  
Website: [www.crisil.com](http://www.crisil.com)  
SEBI Registration Number: IN/CRA/001/1999

## Disclaimer clause of ICRA

"This rating is specific to the terms and conditions of the proposed issue as was indicated to us by you and any change in the terms or size of the issue would require the rating to be reviewed by us. If there is any change in the terms and conditions or size of the instrument rated, as above, the same must be brought to our notice before the issue of the instrument. If there is any such change after the rating is assigned by us and confirmed to use by you, it would be subject to our review and may result in change in the rating assigned.

ICRA reserves the right to suspend, withdraw or revise the above at any time on the basis of new information or unavailability of information or such other circumstances, which ICRA believes, may have an impact on the rating assigned to you.

The rating, as aforesaid, however, should not be treated as a recommendation to buy, sell or hold the bonds to be issued by you. If the instrument rated, as above, is not issued by you within a period of 3 months from the date of this letter communicating this rating, the same would stand withdrawn unless revalidated before the expiry of 3 months."

## Disclaimer clause of CRISIL

"CRISIL Limited (CRISIL) has taken due care and caution in preparing the Material based on the information provided by its client and / or obtained by CRISIL from sources which it considers reliable (Information). A CRISIL rating reflects CRISIL's current opinion on the likelihood of timely payment of the obligations under the rated instrument and does not constitute an audit of the rated entity by CRISIL. CRISIL does not guarantee the completeness or accuracy of the information on which the rating is based. A CRISIL rating is not a recommendation to buy, sell, or hold the rated instrument; it does not comment on the market price or suitability for a particular investor. The Rating is not a recommendation to invest / disinvest in any entity covered in the Material and no part of the Material should be construed as an expert advice or investment advice or any form of investment banking within the meaning of any law or regulation. CRISIL especially states that it has no liability whatsoever to the subscribers / users / transmitters/ distributors of the Material. Without limiting the generality of the foregoing, nothing in the Material is to be construed as CRISIL providing or intending to provide any services in jurisdictions where CRISIL does not have the necessary permission and/or registration to carry out its business activities in this regard. Muthoot Finance Limited will be responsible for ensuring compliances and consequences of non-compliances for use of the Material or part thereof outside India. Current rating status and CRISIL Ratings rating criteria are available without charge to the public on the CRISIL web site, [www.crisil.com](http://www.crisil.com). For the latest rating information on any instrument of any company rated by CRISIL, please contact Customer Service Helpdesk at 1800-267-1301."

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### Legal Advisors to the Issue

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#### **AZB & Partners**

7th Floor, Embassy Icon  
Infantry Road,  
Bengaluru – 560 001, India  
Tel: (+91 80) 4240 0500  
Fax: (+91 80) 2221 3947

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### Banker(s) to the Issue

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#### **ICICI Bank Limited**

Capital Market Division, First Floor  
Vachha Road, Backbay Reclamation  
Churchgate, Mumbai 400 020 – India  
**Tel:** (91 22) 22859822  
**Fax:** (91 22) 22611138  
**Email:** [rishav.bagrecha@icicibank.com](mailto:rishav.bagrecha@icicibank.com)  
**Contact Person:** Rishav Bagrecha  
**Website:** [www.icicibank.com](http://www.icicibank.com)

#### **IndusInd Bank Limited**

Premises No.61, Sonawala Building, Mumbai Samachar Marg  
Opposite Bombay Stock Exchange, Fort  
Mumbai, 400 001 - India  
**Tel:** 022-49219100  
**Fax:** 022-22644834  
**Email:** [himabindu.kuchuri@indusind.com](mailto:himabindu.kuchuri@indusind.com)  
**Contact Person:** Hima Bindu Kuchuri  
**Website:** [www.indusind.com](http://www.indusind.com)

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### Refund Bank(s)

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#### **IndusInd Bank Limited**

4th Floor PNA House Street No-17Plot No-57,MIDC, Andheri East  
Mumbai-400 093  
**Tel:** 022-61069234  
**Fax:** 022-66238021

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Email: [suresh.Esaki@indusind.com](mailto:suresh.Esaki@indusind.com)  
Contact Person: Suresh Esaki  
Website: [www.indusind.com](http://www.indusind.com)

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**Lead Broker(s) to the Issue**

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**Axis Capital Limited**

Axis House, C-2, Wadia International Centre  
Pandurang Budhkar Marg, Worli  
Mumbai 400 025, India  
Tel: (91 22) 43252191  
Fax: (91 22) 43253000  
Email: [vinayak.ketkar@axiscap.in](mailto:vinayak.ketkar@axiscap.in)  
Contact Person: Ajay Sheth  
Website: [www.axiscapital.co.in](http://www.axiscapital.co.in)  
SEBI Registration No.: INM000012029

**Edelweiss Broking Limited**

104/105, P J Towers,  
BSE Bldg., Dalal Street, Fort,  
Mumbai 400 001, India  
Tel: (91 22) 4063 5411; (91) 9930362969  
Fax: (91 22) 6747 1347  
Email: [amit.dalvi@edelweissfin.com](mailto:amit.dalvi@edelweissfin.com)  
Contact Person: Amit Dalvi  
Website: [www.edelweissfin.com](http://www.edelweissfin.com)  
SEBI Registration No.: BSE: INB011311637; NSE: INB231311631

**HDFC Securities Limited**

I Think Techno Campus, Building B, Alpha Office Floor 8  
Opposite Crompton Greaves, Kanjurmarg East  
Mumbai 400 042, India  
Tel: (91 22) 30753440  
Fax: (91 22) 30753435  
Email: [sharmila.kambli@hdfcsec.com](mailto:sharmila.kambli@hdfcsec.com), [sunil.raula@hdfcsec.com](mailto:sunil.raula@hdfcsec.com)  
Contact Person: Sharmila Kambli  
Website: [www.hdfcsec.com](http://www.hdfcsec.com)  
SEBI Registration No.: BSE: INB011109437; NSE: INE231109431

**Karvy Stock Broking Limited**

46, Avenue 4, Street No. 1, Banjara Hills, Hyderabad 500 034, India  
Tel: (91 40) 2331 2454  
Fax: (91 40) 2331 1968  
Email: [ksbldist@karvy.com](mailto:ksbldist@karvy.com)  
Contact Person: Mr. P.B. Ramapriyan  
Website: [www.karvy.com](http://www.karvy.com)  
SEBI Registration No.: INB230770138 (NSE), INB010770130 (BSE)

**Integrated Enterprises (India) Limited**

15, First Floor, Modern House  
Dr. V B Gandhi Marg (Forbes Street),  
Fort, Mumbai 400 0023, India  
Tel: (91 22) 4066 1800  
Fax: (91 22) 2287 4676  
Email: [krishnan@integratedindia.in](mailto:krishnan@integratedindia.in)  
Contact Person: V Krishnan  
Website: [www.integratedindia.in](http://www.integratedindia.in)  
SEBI Registration No.: BSE: INB011271831; NSE: INB231271835

**JM Financial Services Limited**

2,3 & 4, Kamanwala Chambers, Ground Floor  
Sir P. M. Road, Fort  
Mumbai 400 001, India  
Tel: (91 22) 6136 3400  
Fax: (91 22) 2266 5902  
Email: [ig.distribution@jmfl.com](mailto:ig.distribution@jmfl.com)  
Contact Person: Rohit Singh  
Website: [www.jmfinancialservices.in](http://www.jmfinancialservices.in)  
SEBI Registration No.: BSE: INB011054831; NSE: INF231054835

**Muthoot Securities Limited**

First Floor. Alpha Plaza, KP Vallon Road  
Kadavanthara  
Kochi 682 020, India  
Tel: (91 484) 3937554, (91) 98474 42224  
Fax: (91 484) 231 0332  
Email: [ncd@muthootsecurities.com](mailto:ncd@muthootsecurities.com)  
Contact Person: Ragesh G.R.  
Website: [www.muthootsecurities.com](http://www.muthootsecurities.com)  
SEBI Registration No.: BSE: INB011294338; NSE: INB231294332

**SMC Global Securities Limited**

17, Netaji Subhash Marg, Opposite Golcha Cinema, Daryaganj, New Delhi- 110 002  
Tel: (91) 98186 20470, (91 11) 6662 3300  
Fax: (91 11) 232 63297  
Email: [smc@smcindiaonline.com](mailto:smc@smcindiaonline.com); [neerajkhanna@smcindiaonline.com](mailto:neerajkhanna@smcindiaonline.com)  
Contact Person: Mahesh Gupta  
Website: [www.smctradeonline.com](http://www.smctradeonline.com)  
SEBI Registration No.: BSE: INB230771431; NSE: INF230771431

**India Infoline Limited**

IIFL House, Sun Infotech Park, 3rd Floor, Road No. 16V,  
Plot No. B-23, MIDC, Thane Industrial Area, Wagle Estate,  
Thane West 400 604, India  
Tel: (91) 4249 90000  
Fax: (91 22) 2495 4313  
Email: [ncd@indiainfoline.com](mailto:ncd@indiainfoline.com)  
Contact Person: Prasad Uamrale  
Website: [www.indiainfoline.com](http://www.indiainfoline.com)  
SEBI Registration No.: BSE: INB231097537

**RR Equity Brokers Private Limited**

412-422, Indraprakash Building, 21, Barakhamba Road, New Delhi – 110001  
Tel: (91 11) 2335 4802  
Fax: (91 11) 2332 0671  
Email: [investors@rrfcl.com](mailto:investors@rrfcl.com)  
Contact Person: Jeetesh Kumar  
Website: [www.rrfcl.com/](http://www.rrfcl.com/) [www.rrfinance.com](http://www.rrfinance.com)  
SEBI Registration No.: BSE: INB011219632; NSE: INB231219636

**Kotak Securities Limited**

4<sup>th</sup> Floor, 12-BKC, G Block, Bandra Kurla Complex,  
Bandra (E), Mumbai 400 051  
Tel: (91 22) 6748 5470  
Fax: (91 22) 666 17041  
Email: [umesh.gupta@kotak.com](mailto:umesh.gupta@kotak.com)  
Contact Person: Umesh Gupta  
Website: [www.kotak.com](http://www.kotak.com)  
SEBI Registration No.: BSE: INB010808153; NSE: INB230808130

**A.K. Stockmart Private Limited**

30-39, Free Press House, Free Press Journal Marg, 215, Nariman Point, Mumbai 400 021.  
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SEBI Registration No.: INB231269532 / INB011269538

## **Impersonation**

*As a matter of abundant precaution, attention of the investors is specifically drawn to the provisions of sub-section (1) of section 38 of the Companies Act, 2013, relating to punishment for fictitious applications.*

## **Minimum Subscription**

In terms of the SEBI Debt Regulations, for an issuer undertaking a public issue of debt securities the minimum subscription for public issue of debt securities shall be 75% of the Base Issue. If our Company does not receive the minimum subscription of 75 % of the Base Issue, within the prescribed timelines under Companies Act and any rules thereto, the entire subscription amount shall be refunded to the Applicants within 12 days from the date of closure of the Tranche I Issue. In the event, there is a delay, by our Company in making the aforesaid refund within the prescribed time limit, our Company will pay interest at the rate of 15% per annum for the delayed period.

Under Section 39(3) of the Companies Act, 2013 read with Rule 11(2) of the Companies (Prospectus and Allotment of Securities) Rules, 2014 if the stated minimum subscription amount is not received within the specified period, the application money received is to be credited only to the bank account from which the subscription was remitted. To the extent possible, where the required information for making such refunds is available with our Company and/or Registrar, refunds will be made to the account prescribed. However, where our Company and/or Registrar does not have the necessary information for making such refunds, our Company and/or Registrar will follow the guidelines prescribed by SEBI in this regard including its circular (bearing CIR/IMD/DF-1/20/2012) dated July 27, 2012.

## **Self-Certified Syndicate Banks**

The banks which are registered with SEBI under Securities and Exchange Board of India (Bankers to an Issue) Regulations, 1994 and offer services in relation to ASBA, including blocking of an ASBA Account, a list of which is available on <http://www.sebi.gov.in> or at such other website as may be prescribed by SEBI from time to time.

## **Syndicate SCSB Branches**

In relation to ASBA Applications submitted to the Lead Managers, Lead Brokers, sub-brokers or the Trading Members of the Stock Exchanges only in the Specified Cities (Mumbai, Chennai, Kolkata, Delhi, Ahmedabad, Rajkot, Jaipur, Bengaluru, Hyderabad, Pune, Vadodara and Surat), the list of branches of the SCSBs at the Specified Cities named by the respective SCSBs to receive deposits of ASBA Applications from such Lead Managers, Lead Brokers, sub-brokers or the Trading Members of the Stock Exchanges is provided on <http://www.sebi.gov.in> or at such other website as may be prescribed by SEBI from time to time. For more information on such branches collecting ASBA Applications from Members of the Syndicate or the Trading Members of the Stock Exchanges only in the Specified Cities, see the above mentioned web-link.

## **Utilisation of Tranche I Issue proceeds**

Our Board of Directors certify that:

- all monies received out of this Tranche I Issue shall be credited/transferred to a separate bank account other than the bank account referred to in Section 40 of the Companies Act, 2013;
- the allotment letter shall be issued or application money shall be refunded within fifteen days from the closure of this Tranche I Issue or such lesser time as may be specified by Securities and Exchange Board, or else the application money shall be refunded to the applicants forthwith, failing which interest shall be due to be paid to the applicants at the rate of 15% per annum for the delayed period;
- details of all monies utilised out of this Tranche I Issue referred above shall be disclosed and continued to be disclosed under an appropriate separate head in our balance sheet till the time any part of the proceeds of such previous issue remains unutilized indicating the purpose for which such monies have been utilised;
- details of all unutilised monies out of this Tranche I Issue, if any, shall be disclosed and continued to be disclosed under an appropriate head in our balance sheet till the time any part of the proceeds of such previous issue remains unutilized indicating the form in which such unutilised monies have been invested;

- we shall utilize the Tranche I Issue proceeds only upon creation of security and obtaining Listing and Trading approval as stated in this Tranche I Prospectus in the section titled “*Issue Structure*” beginning on page 39 of this Tranche I Prospectus; and
- the Tranche I Issue proceeds shall not be utilized towards full or part consideration for the purchase or any other acquisition, inter alia by way of a lease, of any immovable property.

### Issue Programme

<b>ISSUE OPENS ON</b>	January 17, 2017
<b>ISSUE CLOSES ON</b>	February 17, 2017

The subscription list shall remain open for subscription on Working Days from 10 A.M. to 5 P.M., during the period mentioned above, except that this Tranche I Issue may close on such earlier date or extended date as may be decided by the Board or NCD Public Issue Committee. In the event of such an early closure of or extension subscription list of this Tranche I Issue, our Company shall ensure that notice of such early closure or extension is given to the prospective investors through an advertisement in a leading daily national newspaper on or before such earlier date or extended date of closure.

Applications Forms for this Tranche I Issue will be accepted only from 10:00 a.m. till 5.00 p.m. (Indian Standard Time) or such extended time as may be permitted by the BSE, on Working Days during the Issue Period. On the Issue Closing Date, Application Forms will be accepted only between 10:00 a.m. to 3.00 p.m. (Indian Standard Time) and uploaded until 5.00 p.m. (Indian Standard Time) or such extended time as may be permitted by the BSE.

Due to limitation of time available for uploading the Applications on the electronic platform of the Stock Exchange on the Issue Closing Date, Applicants are advised to submit their Application Forms one day prior to the Issue Closing Date and, no later than 3.00 p.m. (Indian Standard Time) on the Issue Closing Date. Applicants are cautioned that in the event a large number of Applications are received on the Issue Closing Date, there may be some Applications which are not uploaded due to lack of sufficient time to upload. Such Applications that cannot be uploaded will not be considered for allocation under this Tranche I Issue. Application Forms will only be accepted on Working Days during the Issue Period. Neither our Company, nor the Members of the Syndicate are liable for any failure in uploading the Applications due to failure in any software/ hardware systems or otherwise. As per the SEBI circular dated October 29, 2013, the allotment in this Tranche I Issue should be made on the basis of date of upload of each application into the electronic book of the Stock Exchange. However, on the date of oversubscription, the allotments should be made to the applicants on proportionate basis.

## MATERIAL DEVELOPMENTS

There are no recent developments in relation to our Company as disclosed in the sections titled “**Risk Factors**”, “**Capital Structure**”, “**About the Issuer and Industry Overview**”, “**Financial Information**”, “**Pending Proceedings and Statutory Defaults**”, “**Regulations and Policies**”, “**Material Developments**” and “**Summary of Key Provisions of Articles of Association**” in the Shelf Prospectus which would make them misleading in any material respect.

All disclosures made in this Tranche 1 Prospectus, read together with the Shelf Prospectus as the “Prospectus” with respect to this Tranche 1 Issue are true, fair and adequate to enable the investors to make a well informed decision as to the investment in the proposed Tranche I Issue. The Prospectus is true and correct in all material respects and is not misleading in any material respect, that the opinions and intentions expressed herein are honestly held and that there are no other material facts, the omission of which makes the Prospectus as a whole or any such information or the expression of any such opinions or intentions misleading in any material respect.

## THE ISSUE

The following is a summary of the Tranche I Issue. This summary should be read in conjunction with, and is qualified in its entirety by, more detailed information in the chapter titled “Terms of the Issue” beginning on page 33 of this Tranche I Prospectus.

### Common Terms of NCDs\*\*

Issuer	Muthoot Finance Limited												
	Edelweiss Financial Services Limited and A. K. Capital Services Limited												
Lead Managers	IDBI Trusteeship Services Limited												
Debenture Trustee													
Registrar to the Issue	Link Intime India Private Limited												
Type and nature of instrument	Secured Redeemable NCDs and Unsecured Redeemable NCDs in the nature of subordinated debt and eligible for inclusion as Tier II capital.												
Mode of Issue	Public Issue												
Issue	Public issue by our Company of Secured NCDs for an amount up to ₹ 13,000 million and Unsecured NCDs for an amount up to ₹ 1,000 million of face value of ₹ 1,000 each, for an amount aggregating up to ₹ 14,000 million ("Shelf Limit"), hereinafter referred to as the "Issue". The Unsecured NCDs will be in the nature of Subordinated Debt and will be eligible for Tier II Capital. The NCDs will be issued in one or more tranches up to the Shelf Limit, on terms and conditions as set out in the relevant Tranche Prospectus for any Tranche Issue (each a "Tranche Issue")												
Face Value (in ₹ / NCD)	₹ 1,000												
Seniority	Senior (to clarify, the claims of the Secured NCD Holders shall be superior to the claims of any unsecured creditors, subject to applicable statutory and/or regulatory requirements). The Secured NCDs would constitute secured obligations of ours and shall rank <i>pari passu</i> inter se, present and future and subject to any obligations under applicable statutory and/or regulatory requirements, shall also, with regard to the amount invested, be secured by way of first <i>pari passu</i> charge on the identified immovable property and a first <i>pari passu</i> charge on current assets, book debts, loans and advances, and receivables including gold loan receivables, both present and future, of our Company.												
Tranche I Issue	No security will be created for Unsecured NCD in the nature of Subordinated Debt The Tranche Issue with a base issue size of an amount up to ₹ 2,000 million with an option to retain oversubscription up to the Shelf Limit of ₹ 14,000 million. The Unsecured NCDs will be in the nature of subordinated debt and will be eligible for inclusion as Tier II capital.												
Base Issue	₹ 2,000 million												
Option to retain Oversubscription Amount	Option to retain oversubscription up to Shelf Limit of ₹ 14,000 million.												
Listing	BSE  BSE shall be the Designated Stock Exchange for this Tranche I Issue.												
Minimum application	The NCDs are proposed to be listed within 12 Working Days from the respective Issue Closing Date.												
Issue Price (in ₹ / NCD)	₹ ₹ 10,000 (10 NCDs) (for all options of NCDs, namely Option I, Option II, Option III, Option IV, Option V, Option VI, Option VII, Option VIII, Option IX, Option X and Option XI).												
In multiples of Lock-in	₹ 1,000												
Mode of Allotment and Trading	₹ 1,000.00 (1 NCD) N.A.												
Mode of settlement	NCDs will be issued and traded compulsorily in dematerialised form.												
Trading Lot	Please refer to the section titled "Issue Structure" beginning on page 39 of this Tranche I Prospectus.												
Depositories	1 NCD NSDL and CDSL												
Security	Security for the purpose of this Tranche I Issue will be created in accordance with the terms of the Debenture Trust Deed. For further details please refer to the section titled "Issue Structure" beginning on page 39 of this Tranche I Prospectus.												
Who can apply/ Eligible Investors	Please refer to the section titled "Issue Procedure" beginning on page 66 of this Tranche I Prospectus.												
Credit Ratings													
	<table><tr><th>Rating agency</th><th>Instrument</th><th>Rating symbol</th><th>Date of credit rating letter</th><th>Amount rated</th><th>Rating definition</th></tr><tr><td>ICRA</td><td>NCDs including Subordinated Debt</td><td>"[ICRA] AA(Stable)"</td><td>October 26, 2016 - Secured NCD's for Rs. 13,000 million and November 04, 2016 -</td><td>Secured NCDs for ₹ 13,000 million rated to [ICRA] AA</td><td>Instrument s with this rating are considered to have</td></tr></table>	Rating agency	Instrument	Rating symbol	Date of credit rating letter	Amount rated	Rating definition	ICRA	NCDs including Subordinated Debt	"[ICRA] AA(Stable)"	October 26, 2016 - Secured NCD's for Rs. 13,000 million and November 04, 2016 -	Secured NCDs for ₹ 13,000 million rated to [ICRA] AA	Instrument s with this rating are considered to have
Rating agency	Instrument	Rating symbol	Date of credit rating letter	Amount rated	Rating definition								
ICRA	NCDs including Subordinated Debt	"[ICRA] AA(Stable)"	October 26, 2016 - Secured NCD's for Rs. 13,000 million and November 04, 2016 -	Secured NCDs for ₹ 13,000 million rated to [ICRA] AA	Instrument s with this rating are considered to have								

			Subordiante Debt for Rs. 1,000 million, further revalidated by letters dated December 23, 2016.	(Stable)" and Unsecured NCDs for ₹ 1,000 million rated "[ICRA] AA (Stable)"	high degree of safety regarding timely servicing of financial obligations. Such instruments carry very low credit risk.	
	CRISIL	NCDs including Subordinated Debt	"CRISIL AA/Stable"	November 08, 2016 - Secured NCD's for Rs. 13,000 million and November 08, 2016 - Subordiante Debt for Rs. 1,000 million, further revalidated by letters dated December 23, 2016.	Secured NCDs for ₹ 13,000 million rated "CRISIL AA/Stable" and Unsecured NCDs for ₹ 1,000 million rated "CRISIL AA/Stable"	Instrument s with this rating are considered to have high degree of safety regarding timely servicing of financial obligations. Such instruments carry very low credit risk.
	Please refer to pages 113 to 120 of this Tranche I Prospectus for rating letter and rationale for the above ratings. Please refer to the disclaimer clause of ICRA and CRISIL on page 10 under the chapter " <i>General Information</i> ".					
	The date of realisation of the cheque or demand draft submitted by an Applicant with the Company.					
	The entire application amount is payable on submitting the application.					
	The Record Date for payment of interest in connection with the NCDs or repayment of principal in connection therewith shall be 15 days prior to the date on which interest is due and payable, and/or the date of redemption. Provided that trading in the NCDs shall remain suspended between the aforementioned Record Date in connection with redemption of NCDs and the date of redemption or as prescribed by the Stock Exchange, as the case may be. In case Record Date falls on a day when Stock Exchange is having a trading holiday, the immediate subsequent trading day or a date notified by the Company to the Stock Exchanges, will be deemed as the Record Date.					
	The Issue shall be open from January 17, 2017 to February 17, 2017 with an option to close earlier and/or extend upto a period as may be determined by a duly authorised committee of the Board constituted by resolution of the Board dated July 25, 2011.					
	Please refer to the section titled "Objects of the Issue" on page 25 of this Tranche I Prospectus.					
	Please refer to the section titled "Objects of the Issue" on page 25 of this Tranche I Prospectus.					
	Please refer to the section titled "Issue Structure" beginning on page 39.					
Pay-in date Application money Record Date	N.A.					
	N.A.					
	Please refer to the section titled "Issue Structure" beginning on page 39.					
	Please refer to the section titled "Issue Structure" beginning on page 39.					
	Please refer to the section titled "Issue Structure" beginning on page 39.					
	Please refer to the section titled "Issue Structure" beginning on page 39.					
	Actual/Actual					
	All days excluding the second and the fourth Saturday of every month, Sundays and a public holiday in Kochi or Mumbai or at any other payment centre notified in terms of the Negotiable Instruments Act, 1881, except with reference to Issue Period where working days shall mean all days, excluding Saturdays, Sundays and public holidays in India or at any other payment centre notified in terms of the Negotiable Instruments Act, 1881.					
	Interest shall be computed on a 365 days-a-year basis on the principal outstanding on the NCDs. However, if period from the Deemed Date Of Allotment / anniversary date of Allotment till one day prior to the next anniversary / redemption date includes February 29, interest shall be computed on 366 days a-year basis, on the principal					
Issue Schedule*						
Objects of the Issue Details of the utilisation of Issue proceeds Coupon rate, coupon payment date and redemption premium/discount Step up/ Step down interest rates Interest reset process Tenor Coupon payment frequency Redemption date Redemption Amount Day count convention Working Days convention/Day count convention / Effect of holidays on payment						

	outstanding on the NCDs.
<b>Issue Date</b>	January 17, 2017
<b>Opening Date</b>	February 17, 2017
<b>Issue Date</b>	February 17, 2017
<b>Default interest rate</b>	In the event of any default in fulfillment of obligations by our Company under the Debenture Trust Deeds, the default interest rate payable to the applicant shall be as prescribed under the Debenture Trust Deeds.
<b>Interest on Application Money</b>	Please refer to the section titled “ <i>Issue Structure- Interest on Application Money</i> ” on page 64 of this Tranche I Prospectus.
<b>Put/Call Option Date/Price</b>	N.A.
<b>Deemed Date of Allotment</b>	The date on which the Board or the duly authorised committee of the Board constituted by resolution of the Board dated July 25, 2011 approves the Allotment of the NCDs for each Tranche Issue. The actual Allotment of NCDs may take place on a date other than the Deemed Date of Allotment. All benefits relating to the NCDs including interest on NCDs (as specified for each Tranche Issue by way of the relevant Tranche Prospectus) shall be available to the Debenture holders from the Deemed Date of Allotment.
<b>Transaction documents</b>	Issue Agreement dated December 28, 2016 between our Company and the Lead Managers, the Registrar Agreement dated December 28, 2016 between our Company and the Registrar to the Issue, Escrow Agreement dated January 06, 2017 between our Company, Lead Managers to the Issue, Registrar to the Issue and the Escrow Collection Banks/ Refund Banks, Lead Broker Agreement dated January 06, 2017 between our Company, the Lead Brokers and the Lead Managers to the Issue, Debenture Trustee Agreement dated December 28, 2016 executed between our Company and the Debenture Trustee and the agreed form of the Debenture Trust Deed to be executed between our Company and the Debenture Trustee. For further details, please refer to “Material Contracts and Documents for Inspection” on page 110 of this Tranche I Prospectus.
<b>Conditions precedent and subsequent to the Tranche I Issue</b>	The conditions precedent and subsequent to disbursement will be finalised upon execution of the Debenture Trust Deed.
<b>Events of default</b>	Please refer to the section titled “Issue Structure-Events of default” on pages 57 and 63 of this Tranche I Prospectus.
<b>Cross Default</b>	Please refer to the section titled “Issue Structure-Events of default” on pages 57 and 63 of this Tranche I Prospectus..
<b>Roles and responsibilities of the Debenture Trustee</b>	Please refer to the section titled “Terms of the Issue-Trustees for the Secured NCD Holders” and “Terms of the Issue-Trustees for the Unsecured NCD Holders” on page 57 and 63 of this Tranche I Prospectus respectively.
<b>Governing law and jurisdiction</b>	This Tranche I Issue shall be governed in accordance with the laws of the Republic of India and shall be subject to the exclusive jurisdiction of the courts of Mumbai.

In terms of Regulation 4(2)(d) of the SEBI Debt Regulations, the Company will make public issue of NCDs in the dematerialised form. However, in terms of Section 8 (1) of the Depositories Act, the Company, at the request of the Applicants who wish to hold the NCDs post allotment in physical form, will fulfill such request through the process of rematerialisation.

\* The subscription list shall remain open for subscription on Working Days from 10 A.M. to 5 P.M., during the period indicated above, except that the Tranche I Issue may close on such earlier date or extended date as may be decided by the Board or the NCD Public Issue Committee. In the event of such an early closure or extension subscription list of the Tranche I Issue, our Company shall ensure that notice of such early closure or extension is given to the prospective investors through an advertisement in a national daily newspaper with wide circulation on or before such earlier date or extended date of closure. Applications Forms for the Tranche I Issue will be accepted only from 10:00 a.m. till 5.00 p.m. (Indian Standard Time) or such extended time as may be permitted by BSE, on Working Days during the Issue Period. On the Issue Closing Date, Application Forms will be accepted only between 10:00 a.m. to 3.00 p.m. (Indian Standard Time) and uploaded until 5.00 p.m. (Indian Standard Time) or such extended time as may be permitted by BSE.

\*\* Please refer to Schedule A for details pertaining to the cash flows of the Company in accordance with the SEBI circular bearing number CIR/IMD/DF/18/2013 dated October 29, 2013.

The specific terms of each instrument are set out below:

Terms and conditions in connection with Secured NCDs **** Options	I	II	III	IV	V	VI	VII	VIII	IX	X
Frequency of Interest Payment	Monthly*	Monthly*	Monthly*	Annually*	Annually*	Annually**	NA	NA	NA	NA
Who can apply	All categories of investors (Category I, II and III)									
Category I – Institution										
Category II – Non-institution										
Category III – Individual										
Minimum Application	₹ 10,000 (10 NCDs)	₹ 10,000 (10 NCDs)	₹ 10,000 (10 NCDs)	₹ 10,000 (10 NCDs)	₹ 10,000 (10 NCDs)	₹ 10,000 (10 NCDs)	₹ 10,000 (10 NCDs)	₹ 10,000 (10 NCDs)	₹ 10,000 (10 NCDs)	₹ 10,000 (10 NCDs)
In multiples of	₹ 1,000.00 (1 NCD)	₹ 1,000.00 (1 NCD)	₹ 1,000.00 (1 NCD)	₹ 1,000.00 (1 NCD)	₹ 1,000.00 (1 NCD)	₹ 1,000.00 (1 NCD)	₹ 1,000.00 (1 NCD)	₹ 1,000.00 (1 NCD)	₹ 1,000.00 (1 NCD)	₹ 1,000.00 (1 NCD)
Face Value of NCDs ( / NCD)	₹ 1,000.00	₹ 1,000.00	₹ 1,000.00	₹ 1,000.00	₹ 1,000.00	₹ 1,000.00	₹ 1,000.00	₹ 1,000.00	₹ 1,000.00	₹ 1,000.00
Issue Price ( / NCD)	₹ 1,000.00	₹ 1,000.00	₹ 1,000.00	₹ 1,000.00	₹ 1,000.00	₹ 1,000.00	₹ 1,000.00	₹ 1,000.00	₹ 1,000.00	₹ 1,000.00
Tenor from Deemed Date of Allotment	24 months	36 months	60 months	24 months	36 months	60 months	400 days	18 months	24 months	36 months
Base Coupon Rate (% per annum) (A)										
Category I – Institution	8.50%	8.75%	8.75%	8.75%	9.00%	9.00%	NA	NA	NA	NA
Category II –	8.50%	8.75%	8.75%	8.75%	9.00%	9.00%	NA	NA	NA	NA

<b>Non Institutional Category III-Individual Additional incentive on Base Coupon Rate (% per annum) on any Record Date as applicable to Category II and Category III investors (B)</b> <b>Category II-Non Institutional Category III-Individuals Coupon Rate (Aggregate of the Base Coupon Rate and the additional incentive on the Base Coupon Rate on any Record Date as applicable to Category II and Category III investors {(A) + (B)})</b> <b>Category I-Institution</b> <b>Category II-Non Institutional Category III-Individuals Effective Yield (Per</b>	8.50%	8.75%	8.75%	8.75%	9.00%	9.00%	NA	NA	NA	NA
<b>Category I-Institution</b> <b>Category II-Non Institutional Category III-Individuals Effective Yield (Per</b>	0.25 %	0.25%	0.25%	0.25%	0.25%	0.25%	NA	NA	NA	NA
<b>Category I-Institution</b> <b>Category II-Non Institutional Category III-Individuals Effective Yield (Per</b>	0.25%	0.25%	0.25%	0.25%	0.25%	0.25%	NA	NA	NA	NA
<b>Category I-Institution</b> <b>Category II-Non Institutional Category III-Individuals Effective Yield (Per</b>										
<b>Category I-Institution</b> <b>Category II-Non Institutional Category III-Individuals Effective Yield (Per</b>	8.50%	8.75%	8.75%	8.75%	9.00%	9.00%	NA	NA	NA	NA
<b>Category I-Institution</b> <b>Category II-Non Institutional Category III-Individuals Effective Yield (Per</b>	8.75%	9.00%	9.00%	9.00%	9.25%	9.25%	NA	NA	NA	NA
<b>Category I-Institution</b> <b>Category II-Non Institutional Category III-Individuals Effective Yield (Per</b>	8.75%	9.00%	9.00%	9.00%	9.25%	9.25%	NA	NA	NA	NA

***** annum) Category I- Institution Category II- Non Institutional Category III- Individual Mode of Payment Amount ( / NCD) on Maturity*** Category I- Institution Category II- Non Institutional Category III- Individual Maturity Date (From Deemed Date of Allotment) Nature of indebtedness										
	8.50%	8.75%	8.75%	8.75%	9.00%	9.00%	8.00%	8.25 %	8.50%	8.75%
	8.75%	9.00%	9.00%	9.00%	9.25%	9.25%	8.25%	8.50%	8.75%	9.00%
	8.75%	9.00%	9.00%	9.00%	9.25%	9.25%	8.25%	8.50%	8.75%	9.00%
	Through various options available									
	₹ 1,000	₹ 1,000	₹ 1,000	₹ 1,000	₹ 1,000	₹ 1,000	₹ 1,088.28	₹ 1,127.15	₹ 1,177.23	₹ 1,286.14
	₹ 1,000	₹ 1,000	₹ 1,000	₹ 1,000	₹ 1,000	₹ 1,000	₹ 1,091.06	₹ 1,131.11	₹ 1,182.66	₹ 1,295.03
	₹ 1,000	₹ 1,000	₹ 1,000	₹ 1,000	₹ 1,000	₹ 1,000	₹ 1,091.06	₹ 1,131.11	₹ 1,182.66	₹ 1,295.03
	24 months	36 months	60 months	24 months	36 months	60 months	400 days	18 months	24 months	36 months
Secured and non-convertible										

\* With respect to Options where interest is to be paid on a monthly basis, relevant interest will be calculated from the first day till the last date of every month during the tenor of such Secured NCDs, and paid on the first day of every subsequent month. For the first interest payment for Secured NCDs under the monthly options, interest from the Deemed Date of Allotment till the last day of the subsequent month will be clubbed and paid on the first day of the month next to that subsequent month.

\*\* With respect to Options where interest is to be paid on an annual basis, relevant interest will be paid on each anniversary of the Deemed Date of Allotment on the face value of the Secured NCDs. The last interest payment under annual Options will be made at the time of redemption of the Secured NCDs.

\*\*\* Subject to applicable tax deducted at source, if any

\*\*\*\* Please refer to Schedule A for details pertaining to the cash flows of the Company in accordance with the SEBI circular bearing number CIR/IMD/DF/18/2013 dated October 29, 2013.

\*\*\*\*\* On Options I, II and III, monthly interest payment is not assumed to be reinvested for the purpose of calculation of Effective Yield (per annum).

## Terms and conditions in connection with Unsecured NCDs<sup>\*\*</sup>

<b>Option</b>	<b>XI</b>
<b>Frequency of Interest Payment</b>	NA
<b>Who can apply</b>	<b>All categories of investors (Category I, II and III)</b>
<b>Minimum Application</b>	₹ 10,000 (10 NCDs)
<b>In multiples of</b>	₹ 1,000 (1 NCD)
<b>Face Value of NCDs (₹ / NCD)</b>	₹ 1,000.00
<b>Issue Price (₹ / NCD)</b>	₹ 1,000.00
<b>Tenor from Deemed Date of Allotment</b>	96 months
<b>Base Coupon Rate (% per annum) (A)</b>	
<i>Category I- Institution</i>	N.A.
<i>Category II- Non Institutional</i>	N.A.
<i>Category III- Individual</i>	N.A.
<b>Additional incentive on Base Coupon Rate (% per annum) on any Record Date as applicable to Category II and Category III investors (B)</b>	
<i>Category II- Non Institutional</i>	N.A.
<i>Category III- Individuals</i>	N.A.
<b>Coupon Rate (Aggregate of the Base Coupon Rate and the additional incentive on the Base Coupon Rate on any Record Date as applicable to Category II and Category III investors {(A) + (B)})</b>	
<i>Category I- Institution</i>	N.A.
<i>Category II- Non Institutional</i>	N.A.
<i>Category III- Individuals</i>	N.A.
<b>Effective Yield (Per annum)</b>	
<i>Category I- Institution</i>	8.91%
<i>Category II- Non Institutional</i>	9.06%
<i>Category III- Individual</i>	9.06%
<b>Mode of Payment</b>	Through various options available
<b>Amount (₹ / NCD) on Maturity*</b>	
<i>Category I- Institution</i>	₹ 1,978.71
<i>Category II- Non Institutional</i>	₹ 2,000.00
<i>Category III- Individual</i>	₹ 2,000.00
<b>Maturity Date (From Deemed Date of Allotment)</b>	96 Months
<b>Nature of indebtedness</b>	<b>Unsecured and non- convertible</b>

\* Subject to applicable tax deducted at source, if any

<sup>\*\*</sup> Please refer to Schedule A for details pertaining to the cash flows of the Company in accordance with the SEBI circular bearing number CIR/IMD/DF/18/2013 dated October 29, 2013.

Please see pages 67 and 83 of this Tranche I Prospectus under sections “*Issue Procedure – How to apply – Who can apply*” and “*Issue Procedure – Basis of allotment*”, respectively for details of category wise eligibility and allotment in the Tranche I Issue.

## OBJECTS OF THE ISSUE

### Issue proceeds

Public issue by the Company of Secured NCDs of face value of Rs. 1,000 each aggregating upto Rs. 13,000 million and Unsecured NCDs of face value of Rs. 1,000 each aggregating upto Rs. 1,000 million, totaling upto ₹ 14,000 million. The Tranche Issue is with a base issue size of ₹ 2,000 million with an option to retain oversubscription upto Shelf Limit of ₹ 14,000 million ("Tranche I Issue"). The Unsecured NCDs will be in the nature of subordinated debt and will be eligible for inclusion as Tier II capital. This Tranche I Issue is being made pursuant to the terms and conditions of this Tranche I Prospectus, which should be read together with the Shelf Prospectus dated January 09, 2017 filed with the Registrar of Companies, Kerala and Lakshadweep, the Designated Stock Exchange and the Securities and Exchange Board of India ("SEBI"), the provisions of Sebi Debt Regulations, the Companies Act, 2013 and rules made thereunder as amended to the extent notified.

The details of the proceeds of the Tranche I Issue are summarized below:

Particulars	Estimated amount (in ₹ million)
Gross proceeds to be raised through the Tranche I Issue	14,000
Less: - Tranche I Issue related expenses	200
Net proceeds of the Tranche I Issue after deducting the Tranche I Issue related expenses.	13,800

The Net Proceeds raised through this Tranche I Issue will be utilised for following activities in the ratio provided as below:

- For the purpose of lending- 75% of the amount raised and allotted in the Tranche I Issue
- For General Corporate Purposes- 25% of the amount raised and allotted in the Tranche I Issue

The Unsecured NCDs will be in the nature of Subordinated Debt and will be eligible for Tier II capital and accordingly will be utilised in accordance with statutory and regulatory requirements including requirements of RBI.

The main objects clause of the Memorandum of Association of our Company permits our Company to undertake its existing activities as well as the activities for which the funds are being raised through this Tranche I Issue.

### Purpose for which there is a requirement of funds

As stated in this section.

### Funding plan

NA

### Summary of the project appraisal report

NA

### Schedule of implementation of the project

NA

### Monitoring of utilisation of funds

There is no requirement for appointment of a monitoring agency in terms of the SEBI Debt Regulations. The Board shall monitor the utilisation of the proceeds of the Tranche I Issue. Our Company will disclose in the Company's financial statements for the relevant financial year commencing from Financial Year 2017, the utilisation of the proceeds of the Tranche I Issue under a separate head along with details, if any, in relation to all such proceeds of the Tranche I Issue that have not been utilised thereby also indicating investments, if any, of such unutilised proceeds of the Tranche I Issue.

### **Interim use of proceeds**

The management of the Company, in accordance with the policies formulated by it from time to time, will have flexibility in deploying the proceeds received from the Tranche I Issue. Pending utilisation of the proceeds out of the Tranche I Issue for the purposes described above, the Company intends to temporarily invest funds in high quality interest bearing liquid instruments including money market mutual funds, deposits with banks or temporarily deploy the funds in investment grade interest bearing securities as may be approved by the Board / Committee of Directors of the Company, as the case may be. Such investment would be in accordance with the investment policy of our Company approved by the Board or any committee thereof from time to time.

### **Other confirmations**

In accordance with the SEBI Debt Regulations, our Company will not utilise the proceeds of the Tranche I Issue for providing loans to or acquisition of shares of any person who is a part of the same group as our Company or who is under the same management as our Company or any subsidiary of our Company.

The Tranche I Issue proceeds shall not be utilised towards full or part consideration for the purchase or any other acquisition, *inter alia* by way of a lease, of any property.

No part of the proceeds from this Tranche I Issue will be paid by us as consideration to our Promoter, our Directors, Key Managerial Personnel, or companies promoted by our Promoter except in the usual course of business.

Further the Company undertakes that the Tranche I Issue proceeds from NCDs allotted to banks shall not be used for any purpose, which may be in contravention of the RBI guidelines on bank financing to NBFCs including those relating to classification as capital market exposure or any other sectors that are prohibited under the RBI regulations.

The Company confirms that it will not use the proceeds of the Tranche I Issue for the purchase of any business or in the purchase of any interest in any business whereby the Company shall become entitled to the capital or profit or losses or both in such business exceeding 50% thereof, the acquisition of any immovable property or acquisition of securities of any other body corporate.

## STATEMENT OF POSSIBLE TAX BENEFITS AVAILABLE TO THE DEBENTURE HOLDERS

The following tax benefits will be available to the debenture holders as per the existing provisions of law. The tax benefits are given as per the prevailing tax laws and may vary from time to time in accordance with amendments to the law or enactments thereto. The Debenture Holder is advised to consider the tax implications in respect of subscription to the Debentures after consulting his tax advisor as alternate views are possible. We are not liable to the Debenture Holder in any manner for placing reliance upon the contents of this statement of tax benefits.

### A. IMPLICATIONS UNDER THE INCOME-TAX ACT, 1961 ('I.T. ACT')

#### i) *To the Resident Debenture Holder*

1. Interest on NCD received by Debenture Holders would be subject to tax at the normal rates of tax in accordance with and subject to the provisions of the I.T. Act and such tax would need to be withheld at the time of credit/payment as per the provisions of Section 193 of the I.T. Act. However, no income tax is deductible at source in respect of the following:
  - a. In case the payment of interest on debentures by the Company is which public are substantially interested to a resident individual or a Hindu Undivided Family ('HUF') Debenture Holder does not or is not likely to exceed Rs 5,000 in the aggregate during the Financial year and the interest is paid by an account payee cheque.
  - b. On any security issued by a company in a dematerialized form and is listed on recognized stock exchange in India in accordance with the Securities Contracts (Regulation) Act, 1956 and the rules made there under.(w.e.f. 01.06.2008).
  - c. When the Assessing Officer issues a certificate on an application by a Debenture Holder on satisfaction that the total income of the Debenture holder justifies no/lower deduction of tax at source as per the provisions of Section 197(1) of the I.T. Act; and that certificate is filed with the Company before the prescribed date of closure of books for payment of debenture interest.
  - d. (i) When the resident Debenture Holder with Permanent Account Number ('PAN') (not being a company or a firm) submits a declaration as per the provisions of Section 197A(1A) of the I.T. Act in the prescribed Form 15G verified in the prescribed manner to the effect that the tax on his estimated total income of the financial year in which such income is to be included in computing his total income will be NIL. However under Section 197A(1B) of the I.T. Act, "Form 15G cannot be submitted nor considered for exemption from tax deduction at source if the dividend income referred to in Section 194, interest on securities, interest, withdrawal from NSS and income from units of mutual fund or of Unit Trust of India as the case may be or the aggregate of the amounts of such incomes credited or paid or likely to be credited or paid during the financial year in which such income is to be included exceeds the maximum amount which is not chargeable to income tax".

To illustrate, as on April 01, 2016, the maximum amount of income not chargeable to tax in case of individuals (other than senior citizens and super senior citizens) and HUFs is Rs 2,50,000; in the case of every individual being a resident in India, who is of the age of 60 years or more but less than 80 years at any time during the Financial year (Senior Citizen) is Rs 3,00,000; and in the case of every individual being a resident in India, who is of the age of 80 years or more at any time during the Financial year (Super Senior Citizen) is Rs 5,00,000 for Financial Year 2015-16.

Further, Section 87A provides a rebate of 100 percent of income-tax or an amount of Rs 5,000 whichever is less to a resident individual whose total income does not exceed Rs 500,000

(ii) Senior citizens, who are 60 or more years of age at any time during the financial year, enjoy the special privilege to submit a self-declaration in the prescribed Form 15H for non deduction of tax at source in accordance with the provisions of Section 197A(1C) of the I.T. Act even if the aggregate income credited or paid or likely to be credited or paid exceeds the maximum amount not chargeable to tax, provided that the tax due on total income of the person is NIL.

(iii) In all other situations, tax would be deducted at source as per prevailing provisions of the I.T. Act. Form No.15G with PAN / Form No.15H with PAN / Certificate issued u/s 197(1) has to be filed with the Company before the prescribed date of closure of books for payment of debenture interest without any tax withholding.

In case where tax has to be deducted at source while paying debenture interest, the Company is not required to deduct surcharge, education cess and secondary and higher education cess.

2. As per Section 2(29A) of the IT Act, read with Section 2(42A) of the I.T. Act, a listed debenture is treated as a long term capital asset if the same is held for more than 12 months immediately preceding the date of its transfer. Under Section 112 of the I.T. Act, capital gains arising on the transfer of long term capital assets being listed securities are subject to tax at the rate of 20% of capital gains calculated after reducing indexed cost of acquisition or 10% of capital gains without indexation of the cost of acquisition. The capital gains will be computed by deducting expenditure incurred in connection with such transfer and cost of acquisition/indexed cost of acquisition of the debentures from the sale consideration.

However as per the third proviso to Section 48 of I.T. Act, benefit of indexation of cost of acquisition under second proviso of Section 48 of I.T. Act, is not available in case of bonds and debenture, except capital indexed bonds issued by the Government and the Sovereign Gold Bond issued by the Reserve Bank of India under the Sovereign Gold Bond Scheme, 2015. Thus, long term capital gains arising out of listed debentures would be subject to tax at the rate of 10 % computed without indexation.

In case of an individual or HUF, being a resident, where the total income as reduced by such long-term capital gains is below the maximum amount which is not chargeable to income-tax, then, such long-term capital gains shall be reduced by the amount by which the total income as so reduced falls short of the maximum amount which is not chargeable to income-tax and the tax on the balance of such long-term capital gains shall be computed at the rate mentioned above.

3. Short-term capital gains on the transfer of listed debentures, where debentures are held for a period of not more than 12 months would be taxed at the normal rates of tax in accordance with and subject to the provisions of the I.T. Act. The provisions relating to maximum amount not chargeable to tax described as above would also apply to such short term capital gains.
4. In case the debentures are held as stock in trade, the income on transfer of debentures would be taxed as business income or loss in accordance with and subject to the provisions of the I.T. Act.

## ii) **To the Non Resident Debenture Holder**

1. A non-resident Indian has an option to be governed by Chapter XII-A of the I.T. Act, subject to the provisions contained therein which are given in brief as under:
  - (a) As per Section 115E of the I.T. Act, interest income from debentures acquired or purchased with or subscribed to in convertible foreign exchange will be taxable at 20%, whereas, long term capital gains on transfer of such Debentures will be taxable at 10% of such capital gains without indexation of cost of acquisition. Short-term capital gains will be taxable at the normal rates of tax in accordance with and subject to the provisions contained therein.
  - (b) As per Section 115F of the I.T. Act, long term capital gains arising to a non-resident Indian from transfer of debentures acquired or purchased with or subscribed to in convertible foreign exchange will be exempt from capital gain tax if the net consideration is invested within six months after the date of transfer of the debentures in any specified asset or in any saving certificates referred to in Section 10(4B) of the I.T. Act in accordance with and subject to the provisions contained therein. However, if the new assets are transferred or converted into money within a period of three years from their date of acquisition, the amount of capital gains exempted earlier would become chargeable to tax as long term capital gains in the year in which the new assets are transferred or converted into money.
  - (c) As per Section 115G of the I.T. Act, it shall not be necessary for a non-resident Indian to file a return of income under Section 139(1) of the I.T. Act, if his total income consists only of investment income as defined under Section 115C and/or long term capital gains earned on transfer of such investment acquired out of convertible foreign exchange, and the tax has been deducted at source from such income under the provisions of Chapter XVII-B of the I.T. Act in accordance with and subject to the provisions contained therein.
  - (d) Under Section 115H of the I.T. Act, where a non-resident Indian becomes a resident in India in any subsequent year, he may furnish to the Assessing Officer a declaration in writing along with return of income under Section 139 for the assessment year for which he is assessable as a resident, to the effect that the provisions of Chapter XII-A shall continue to apply to him in relation to the investment income (other than on shares in an Indian Company) derived from any foreign exchange assets in accordance with and subject to the provisions contained therein. On doing so, the provisions of Chapter XII-A shall continue to apply to him in relation to such income for that assessment year and for

every subsequent assessment year until the transfer or conversion (otherwise than by transfer) into money of such assets.

2. In accordance with and subject to the provisions of Section 115I of the I.T. Act, a Non-Resident Indian may opt not to be governed by the provisions of Chapter XII-A of the I.T. Act. In that case,
  - (a) Long term capital gains on transfer of listed debentures would be subject to tax at the rate of 10% computed without indexation.
  - (b) Investment income and Short-term capital gains on the transfer of listed debentures, where debentures are held for a period of not more than 12 months preceding the date of transfer, would be taxed at the normal rates of tax in accordance with and subject to the provisions of the I.T. Act
  - (c) Where, debentures are held as stock in trade, the income on transfer of debentures would be taxed as business income or loss in accordance with and subject to the provisions of the I.T. Act.
3. Under Section 195 of the I.T. Act, the applicable rate of tax deduction at source is. 20% on investment income and 10% on any long-term capital gains as per Section 115E, and at the normal rates for Short Term Capital Gains if the payee Debenture Holder is a Non Resident Indian.
4. The income tax deducted shall be increased by a surcharge as under:
  - (a) In the case of non- resident Indian surcharge at the rate of 15% of such tax where the income or the aggregate of such income paid or likely to be paid and subject to the deduction exceeds Rs. 1,00,00,000.
  - (b) In the case of non domestic company, at the rate of 2% of such income tax where the income or the aggregate of such income paid or likely to be paid and subject to deduction exceeds Rs. 1,00,00,000 but does not exceed Rs. 10,00,00,000.
  - (c) In the case of non-domestic company, at the rate of 5% of such income tax where the income or the aggregate of such income paid or likely to be paid and subject to the deduction exceeds Rs. 10,00,00,000. 2% education cess and 1% secondary and higher education cess on the total income tax (including surcharge) is also deductible.
5. As per Section 90(2) of the I.T. Act read with the Circular no. 728 dated October 30, 1995 issued by the Central Board of Direct Taxes, in the case of a remittance to a country with which a Double Tax Avoidance Agreement (DTAA) is in force, the tax should be deducted at the rate provided in the Finance Act of the relevant year or at the rate provided in the DTAA, whichever is more beneficial to the assessee. However, submission of tax residency certificate, is a mandatory condition for availing benefits under any DTAA. If the tax residency certificate does not contain the prescribed particulars, a self-deduction in Form 10F would need to be provided by the assessee.

In terms of Chapter XA of the Income Tax Act General Anti Avoidance Rule may be invoked notwithstanding anything contained in the Income Tax Act, 1961. By this Rule any arrangement entered into by an assessee may be declared to be impermissible avoidance arrangement as defined in that Chapter and the consequence would be *interalia* denial of tax benefit, applicable with effect from Financial Year 2017-18..

6. Alternatively, to ensure non deduction or lower deduction of tax at source, as the case may be, the Debenture Holder should furnish a certificate under Section 197(1) of the I.T. Act, from the Assessing Officer before the prescribed date of closure of books for payment of debenture interest. However, an application for the issuance of such certificate would not be entertained in the absence of PAN as per the provisions of Section 206AA of the I.T. Act, except in case of interest on certain long – term bonds as referred to in Section 206AA(7) of the I.T. Act..

iii) **To the Foreign Institutional Investors (FIIs)**

1. In accordance with and subject to the provisions of Section 115AD of the I.T. Act, long term capital gains on transfer of debentures by FIIs are taxable at 10% (plus applicable surcharge and education and secondary and higher education cess) and short-term capital gains are taxable at 30% (plus applicable surcharge and education and secondary and higher education cess). The benefit of cost indexation will not be available. Further, benefit of provisions of the first proviso of Section 48 of the I.T. Act will not apply.

2. Income other than capital gains arising out of debentures is taxable at 20% in accordance with and subject to the provisions of Section 115AD.
3. Section 194LD in the I.T. Act provides for lower rate of withholding tax at the rate of 5% on payment by way of interest paid by an Indian company to FIIs and Qualified Foreign Investor in respect of rupee denominated bond of an Indian company between June 1, 2013 and June 30, 2017 provided such rate does not exceed the rate as may be notified by the Government. In addition to that, applicable surcharge, education cess at 2% on income tax & surcharge and higher & secondary education cess at 1% on income tax & surcharge will also be deducted.
4. In accordance with and subject to the provisions of Section 196D(2) of the I.T. Act, no deduction of tax at source is applicable in respect of capital gains arising on the transfer of debentures by FIIs.
5. The provisions at para II (4, 5 and 6) above would also apply to FIIs.

iv) ***To the Other Eligible Institutions***

All mutual funds registered under Securities and Exchange Board of India or set up by public sector banks or public financial institutions or authorised by the Reserve Bank of India **are** exempt from tax on all their income, including income from investment in Debentures under the provisions of Section 10(23D) of the I.T. Act subject to and in accordance with the provisions contained therein.

v) ***Exemption under Sections 54EC and 54F of the I.T. Act***

1. Under Section 54EC of the I.T. Act, long term capital gains arising to the debenture holders on transfer of their debentures in the company shall not be chargeable to tax to the extent such capital gains are invested in certain notified bonds within six months after the date of transfer. If only part of the capital gain is so invested, the exemption shall be proportionately reduced. However, if the said notified bonds are transferred or converted into money within a period of three years from their date of acquisition, the amount of capital gains exempted earlier would become chargeable to tax as long term capital gains in the year in which the bonds are transferred or converted into money. However, the exemption is subject to a aggregate limit of investment of Rs 50 lacs during any financial year in the notified bonds. Where the benefit of Section 54EC of the I.T. Act has been availed of on investments in the notified bonds, a deduction from the income with reference to such cost shall not be allowed under Section 80 C of the I.T. Act.
2. As per the provisions of Section 54F of the I.T. Act, any long-term capital gains on transfer of a long term capital asset (not being residential house) arising to a Debenture Holder who is an individual or Hindu Undivided Family, is exempt from tax if the entire net sales consideration is utilized, within a period of one year before, or two years after the date of transfer, in purchase of a new residential house, or for construction of residential house within three years from the date of transfer. If part of such net sales consideration is invested within the prescribed period in a residential house, then such gains would be chargeable to tax on a proportionate basis. This exemption is available, subject to the condition that the Debenture Holder does not own more than one residential house at the time of such transfer. If the residential house in which the investment has been made is transferred within a period of three years from the date of its purchase or construction, the amount of capital gains tax exempted earlier would become chargeable to tax as long term capital gains in the year in which such residential house is transferred. Similarly, if the Debenture Holder purchases within a period of two years or constructs within a period of three years after the date of transfer of capital asset, another residential house (other than the new residential house referred above), then the original exemption will be taxed as capital gains in the year in which the additional residential house is acquired.
3. As per provisions of Section 54 EE inserted by the Finance Act, 2016, long term capital gains arising to Debenture Holders on transfer of their debentures in the company shall not be chargeable to tax to the extent such capital gains are invested in certain notified units within six months after the date of transfer. If only part of the capital gain is so invested, the exemption shall be proportionately reduced. However, if the said notified units are transferred within three years from their date of acquisition, the amount of capital gain exempted earlier would become chargeable to tax as long term capital gains in the year in which units are transferred. Further, in case where loan or advance on the security of such notified units is availed, such notified units shall be deemed to have been transferred on the date on which such loan or advance is taken. However, the amount of exemption with respect to the investment made in the aforesaid notified units during the financial year in which such debentures are transferred and the subsequent financial year, should not exceed ₹ 50 lacs.

vi) ***Requirement to furnish PAN under the I.T. Act***

1. **Sec.139A(5A)**

Section 139A(5A) requires every person from whose income tax has been deducted at source under chapter XVII-B of the I.T. Act to furnish his PAN to the person responsible for deduction of tax at source.

2. **Sec.206AA:**

- (a) Section 206AA of the I.T. Act requires every person entitled to receive any sum, on which tax is deductible under Chapter XVIIIB ('deductee') to furnish his PAN to the deductor, failing which attracts tax shall be deducted at the higher of the following rates:

- (i) at the rate specified in the relevant provision of the I.T. Act; or
- (ii) at the rate or rates in force; or
- (iii) at the rate of twenty per cent.

No certificate under Section 197 would be granted unless the application made under that Section contains the PAN of the applicant.

- (b) A declaration under Section 197A(1) or 197A(1A) 197A(1C) shall not be valid unless the person furnishes his PAN in such declaration and the deductor is required to deduct tax as per Para (a) above in such a case.
- (c) Where a wrong PAN is provided, it will be regarded as non furnishing of PAN and Para (a) above will apply.
- (d) As per the Finance Act, 2016, with effect from June 01, 2016, the provisions of this section shall not apply to a non-resident, not being a company, or to a foreign company, in respect of:
  - (i) payment of interest on long-term bonds as referred to in section 194LC; and
  - (ii) any other payment subject to such conditions as may be prescribed.

vii) ***Taxability of Gifts received for nil or inadequate consideration***

As per Section 56(2)(vii) of the I.T. Act, where an individual or Hindu Undivided Family receives debentures from any person on or after 1st October, 2009:

- (a) without any consideration, aggregate fair market value of which exceeds fifty thousand rupees, then the whole of the aggregate fair market value of such debentures or;
- (b) for a consideration which is less than the aggregate fair market value of the debenture by an amount exceeding fifty thousand rupees, then the aggregate fair market value of such debentures as exceeds such consideration shall be taxable as the income of the recipient at the normal rates of tax

However, this provision would not apply to any receipt:

- (a) From any relative; or
- (b) On the occasion of the marriage of the individual; or
- (c) Under a will or by way of inheritance; or
- (d) In contemplation of death of the payer or donor, as the case may be; or
- (e) From any local authority as defined in Section 10(20) of the I.T. Act; or
- (f) From any fund or foundation or university or other educational institution or hospital or other medical institution or any trust or institution referred to in Section 10(23C) of the Income Tax Act, 1961; or
- (g) From any trust or institution registered under Section 12AA of the Income Tax Act, 1961.
- (h) By way of transaction not regarded as transfer under clause (vic)(b) or clause (vid) or clause (vii) of section 47 of the Income Tax Act, 1961.

### **Notes forming part of statement of tax benefits**

1. The above Statement sets out the provisions of law in a summary manner only and is not a complete analysis or listing of all potential tax consequences of the purchase, ownership and disposal of debentures/bonds.
2. The above statement covers only certain relevant benefits under the Income-tax Act, 1961 and does not cover benefits under any other law.
3. The above statement of possible tax benefits are as per the current direct tax laws as in force relevant to the AY 17-18. Investors are advised to update with changes, if any, made in tax laws. Several of these benefits are dependent on the Debenture Holder fulfilling the conditions prescribed under the relevant provisions.
4. This statement is intended only to provide general information to the Debenture Holders and is neither designed nor intended to be a substitute for professional tax advice. In view of the individual nature of tax consequences, each Debenture Holder is advised to consult his/her/its own tax advisor with respect to specific tax consequences of his/her/its holding in the debentures of the Company.
5. The stated benefits will be available only to the sole/ first named holder in case the debenture is held by joint holders.
6. In respect of non-residents, the tax rates and consequent taxation mentioned above will be further subject to any benefits available under the relevant tax treaty, if any, between India and the country in which the non-resident has fiscal domicile.
7. In respect of non-residents, taxes paid in India could be claimed as a credit in accordance with the provisions of the relevant tax treaty.
8. Interest on application money would be subject to tax at the normal rates of tax in accordance with and subject to the provisions of the I.T. Act and such tax would need to be withheld at the time of credit/payment as per the provisions of Section 194A/195 of the I.T. Act
9. No assurance is given that the revenue authorities/courts will concur with the views expressed herein. Our views are based on the existing provisions of law and its interpretation, which are subject to changes from time to time. We do not assume responsibility to update the views consequent to such changes. We shall not be liable to any claims, liabilities or expenses relating to this assignment except to the extent of fees relating to this assignment, as finally judicially determined to have resulted primarily from bad faith or intentional misconduct. We will not be liable to any other person in respect of this statement.

## SECTION IV: ISSUE RELATED INFORMATION

### TERMS OF THE ISSUE

#### Authority for the Tranche I Issue

At the meeting of the Board of Directors of our Company, held on February 24, 2016, the Directors approved the issuance to the public of Secured NCDs and Unsecured NCDs of face value of ₹ 1,000 each, aggregating up to ₹ 40,000 million.

The present Issue through the Shelf Prospectus of Secured NCDs for an amount upto ₹ 13,000 million and Unsecured NCDs for an amount upto ₹ 1,000 million aggregating up to ₹ 14,000 million (“**Shelf Limit**”), hereinafter called the “**Issue**” was approved by NCD Public Issue Committee meeting dated December 14, 2016.

The present Tranche I Issue through this Tranche I Prospectus of Secured NCDs and Unsecured NCDs up to an amount of ₹ 2,000 million, with an option to retain oversubscription up to an amount of ₹ 14,000 million was approved by the NCD Public Issue Committee at its meeting dated January 09, 2017.

Further, the present borrowing is within the borrowing limits under Section 180(1)(c) of the Companies Act, 2013 duly approved by the shareholders’ vide their resolution dated September 25, 2014.

#### Principal terms and conditions of this Tranche I Issue

The NCDs being offered as part of the Tranche I Issue are subject to the provisions of the SEBI Debt Regulations, the relevant provisions of the Companies Act and the Companies Act, 2013, as on the date of this Tranche I Prospectus, our Memorandum and Articles of Association, the terms of this Tranche I Prospectus, the Shelf Prospectus, the terms and conditions of the Debenture Trustee Agreement and the Debenture Trust Deed, other applicable statutory and/or regulatory requirements including those issued from time to time by SEBI/ the GoI/ Stock Exchanges/ RBI, and/or other statutory/regulatory authorities relating to the offer, issue and listing of securities and any other documents that may be executed in connection with the NCDs.

#### Ranking of the Secured NCDs

The Secured NCDs would constitute secured obligations of ours and shall rank pari passu inter se, and subject to any obligations under applicable statutory and/or regulatory requirements, shall also, with regard to the amount invested, be secured by way of a first pari passu charge on the identified immovable property and first pari passu charge on current assets, book debts, loans and advances, and receivables including gold loan receivables, both present and future. The Secured NCDs proposed to be issued under the Tranche I Issue and all earlier issues of debentures outstanding in the books of our Company having corresponding assets as security, shall rank pari passu without preference of one over the other except that priority for payment shall be as per applicable date of redemption. Our Company confirms that all permissions and/or consents for creation of a pari passu charge on the current assets, book debts, loans and advances, and receivables including gold loan receivables, both present and future as stated above, have been obtained from all relevant creditors, lenders and debenture trustees of our Company, who have an existing charge over the above mentioned assets.

#### Ranking of Unsecured NCDs

The Unsecured NCDs would constitute unsecured and subordinated obligations of the Company and shall rank pari passu inter se, and subject to any obligations under applicable statutory and/or regulatory requirements. The Unsecured NCDs proposed to be issued under the Tranche I Issue and all earlier issues of unsecured debentures outstanding in the books of our Company, shall rank pari passu without preference of one over the other except that priority for payment shall be as per applicable date of redemption. The claims of the Unsecured NCD holders shall be subordinated to those of the other creditors of our Company, subject to applicable statutory and/or regulatory requirements. Our Company may, subject to applicable RBI requirements and other applicable statutory and/or regulatory provisions, treat the Unsecured NCDs as Tier II capital.

## **Debenture Redemption Reserve**

Section 71 of the Companies Act, 2013, read with Rule 18 made under Chapter IV of the Companies Act, 2013, requires that any company that intends to issue debentures must create a DRR for the purpose of redemption of debentures, in accordance with the following conditions: (a) the DRR shall be created out of the profits of the company available for payment of dividend, (b) the DRR shall be equivalent to at least 25% of the value of the outstanding debentures issued through the public issue in accordance with the SEBI Debt Regulations in case of NBFCs registered with the RBI and no DRR is required in the case of privately placed debentures. Accordingly, our Company is required to create a DRR of 25% of the value of the outstanding NCDs issued through the Tranche I Issue. In addition, as per Rule 18 (7) (e) under Chapter IV of the Companies Act, 2013, the amounts credited to DRR shall not be utilised by our Company except for the redemption of the NCDs. Every company required to create or maintain DRR shall before the 30th day of April of each year, deposit or invest, as the case may be, a sum which shall not be less than 15% of the amount of its debentures maturing during the year ending on the 31st day of March, following any one or more of the following methods: (a) in deposits with any scheduled bank, free from charge or lien; (b) in unencumbered securities of the Central Government or of any State Government; (c) in unencumbered securities mentioned in clauses (a) to (d) and (ee) of section 20 of the Indian Trusts Act, 1882; (d) in unencumbered bonds issued by any other company which is notified under clause (f) of section 20 of the Indian Trusts Act, 1882. The amount deposited or invested, as the case may be, shall not be utilised for any purpose other than for the repayment of debentures maturing during the year referred to above, provided that the amount remaining deposited or invested, as the case may be, shall not at any time fall below 15% of the amount of debentures maturing during the 31st day of March of that year. This may have a bearing on the timely redemption of the NCDs by our Company.

## **Face Value**

The face value of each of the Secured NCDs shall be ₹ 1,000.00.

The face value of each of the Unsecured NCDs shall be ₹ 1,000.00.

## **NCD Holder not a shareholder**

The NCD Holders will not be entitled to any of the rights and privileges available to the equity and/or preference shareholders of our Company, , except to the extent as may be prescribed under the Companies Act, 2013, the SEBI LODR Regulations and any other applicable law.

## **Rights of the Secured NCD Holders**

Some of the significant rights available to the Secured NCD Holders are as follows:

1. The Secured NCDs shall not, except as provided in the Companies Act, Companies Act, 2013 to the extent applicable as on the date of this Tranche I Prospectus, confer upon the Secured NCD Holders thereof any rights or privileges available to our members including the right to receive notices, or to attend and/or vote, at our general meeting. However, if any resolution affecting the rights attached to the Secured NCDs is to be placed before the members, the said resolution will first be placed before the concerned registered Secured NCD Holders for their consideration. In terms of section 136 of the Companies Act, the Secured NCD Holders shall be entitled to inspect a copy of the balance sheet and copy of trust deed at the registered office of the Company during business hours.
2. Subject to applicable statutory/ regulatory requirements, including requirements of the RBI, the rights, privileges and conditions attached to the Secured NCDs may be varied, modified and/or abrogated with the consent in writing of the holders of at least three-fourths of the outstanding amount of the Secured NCDs or with the sanction of a special resolution passed at a meeting of the concerned Secured NCD Holders, provided that nothing in such consent or resolution shall be operative against us, where such consent or resolution modifies or varies the terms and conditions governing the Secured NCDs, if the same are not acceptable to us.
3. In case of Secured NCDs held in (i) dematerialised form, the person for the time being appearing in the register of beneficial owners of the Depository; and (ii) physical form, the registered Secured NCD Holders or in case of joint-holders, the one whose name stands first in the register of debenture holders shall be entitled to vote in respect of such Secured NCDs, either in person or by proxy, at any meeting of the concerned Secured NCD Holders and every such Secured NCD Holder shall be entitled to one vote on a show of hands and on a poll, his/her voting rights on every resolution placed before such meeting of the Secured NCD Holders shall be in proportion to the outstanding nominal value of Secured NCDs held by him/her.

4. The Secured NCDs are subject to the provisions of the SEBI Debt Regulations, the Companies Act, applicable provisions of the Companies Act, 2013, our Memorandum and Articles of Association, the terms of this Tranche I Prospectus, the Shelf Prospectus, the terms and conditions of the Debenture Trust Deed, requirements of the RBI, other applicable statutory and/or regulatory requirements relating to the issue and listing, of securities and any other documents that may be executed in connection with the Secured NCDs.
5. For Secured NCDs in physical form, a register of debenture holders will be maintained in accordance with section 88 of the Companies Act, 2013 and all interest and principal sums becoming due and payable in respect of the Secured NCDs will be paid to the registered holder thereof for the time being or in the case of joint-holders, to the person whose name stands first in the register of debenture holders as on the Record Date. For Secured NCDs in dematerialized form, all interest and principal sums becoming due and payable in respect of the Secured NCDs will be paid to the person for the time being appearing in the register of beneficial owners of the Depository. In terms of Section 88(3) of the Companies Act, 2013, the register of beneficial owners maintained by a Depository for any Secured NCDs in dematerialized form under Section 11 of the Depositories Act shall be deemed to be a register of debenture holders for this purpose. The same shall be maintained at the Registered Office of the Issuer under Section 94 of the Companies Act, 2013 unless the same has been moved to another location after obtaining the consent of the NCD holders as given thereunder.
6. Subject to compliance with RBI requirements, Secured NCDs can be rolled over only with the consent of the Secured NCD Holders of at least 75.00% of the outstanding amount of the Secured NCDs after providing at least 21 days prior notice for such roll over and in accordance with the SEBI Debt Regulations. Our Company shall redeem the debt securities of all the debt securities holders, who have not given their positive consent to the roll-over.

The aforementioned rights of the Secured NCD Holders are merely indicative. The final rights of the Secured NCD Holders will be as per the terms of the this Tranche I Prospectus, the Shelf Prospectus and the Debenture Trust Deed.

### **Rights of the Unsecured NCD Holders**

Some of the significant rights available to the Unsecured NCD Holders are as follows:

1. The Unsecured NCDs shall not, except as provided in the Companies Act and the relevant provisions of the Companies Act, 2013 applicable as on the date of this Tranche I Prospectus, confer upon the Unsecured NCD Holders thereof any rights or privileges available to our members including the right to receive notices, or to attend and/or vote, at our general meeting. However, if any resolution affecting the rights attached to the Unsecured NCDs is to be placed before the members, the said resolution will first be placed before the concerned registered Unsecured NCD Holders for their consideration. In terms of section 136 of the Companies Act, 2013, the Unsecured NCD Holders shall be entitled to inspect a copy of the balance sheet and copy of trust deed at the registered office of the Company during business hours.
2. Subject to applicable statutory/regulatory requirements, including requirements of the RBI, the rights, privileges and conditions attached to the Unsecured NCDs may be varied, modified and/or abrogated with the consent in writing of the holders of at least three-fourths of the outstanding amount of the Unsecured NCDs or with the sanction of a special resolution passed at a meeting of the concerned Unsecured NCD Holders, provided that nothing in such consent or resolution shall be operative against us, where such consent or resolution modifies or varies the terms and conditions governing the Unsecured NCDs, if the same are not acceptable to us.
3. In case of Unsecured NCDs held in (i) dematerialised form, the person for the time being appearing in the register of beneficial owners of the Depository; and (ii) physical form, as entitled under Section 8(1) of the Depositories Act, 1996, the registered Unsecured NCD Holders or in case of joint-holders, the one whose name stands first in the register of debenture holders shall be entitled to vote in respect of such Unsecured NCDs, either in person or by proxy, at any meeting of the concerned Unsecured NCD Holders and every such Unsecured NCD Holder shall be entitled to one vote on a show of hands and on a poll, his/her voting rights on every resolution placed before such meeting of the Unsecured NCD Holders shall be in proportion to the outstanding nominal value of Unsecured NCDs held by him/her.
4. The Unsecured NCDs are subject to the provisions of the SEBI Debt Regulations, the Companies Act and the relevant provisions of the Companies Act, 2013 applicable as on the date of this Tranche I Prospectus, our Memorandum and Articles of Association, the terms of the Shelf Prospectus, the terms and conditions of the Debenture Trust Deed, requirements of the RBI, other applicable statutory and/or regulatory requirements relating to the issue and listing, of securities and any other documents that may be executed in connection with the Unsecured NCDs.

5. For Unsecured NCDs in dematerialized form, all interest and principal sums becoming due and payable in respect of the Unsecured NCDs will be paid to the person for the time being appearing in the register of beneficial owners of the Depository. In terms of Section 88(3) of the Companies Act, 2013, the register of beneficial owners maintained by a Depository for any Unsecured NCDs in dematerialized form under Section 11 of the Depositories Act shall be deemed to be a register of debenture holders for this purpose. The same shall be maintained at the Registered Office of the Issuer under Section 94 of the Companies Act, 2013 unless the same has been moved to another location after obtaining the consent of the NCD holders as given thereunder.
6. Subject to compliance with RBI requirements, Unsecured NCDs can be rolled over only with the consent of the Unsecured NCD Holders of at least 75.00% of the outstanding amount of the Unsecured NCDs after providing at least 21 days prior notice for such roll over and in accordance with the SEBI Debt Regulations. Our Company shall redeem the debt securities of all the debt securities holders, who have not given their positive consent to the roll-over.

The aforementioned rights of the Unsecured NCD Holders are merely indicative. The final rights of the Unsecured NCD Holders will be as per the terms of this Tranche I Prospectus, the Shelf Prospectus and the Debenture Trust Deed.

### **Minimum Subscription**

If our Company does not receive the minimum subscription of 75 % of the Base Issue prior to the Issue Closing Date, the entire subscription amount shall be refunded to the Applicants within 12 Working Days from the date of closure of the Tranche I Issue. The refunded subscription amount shall be credited only to the account from which the relevant subscription amount was remitted. In the event, there is a delay, by the Issuer in making the aforesaid refund, the Company will pay interest at the rate of 15% per annum for the delayed period.

Under Section 39(3) of the Companies Act 2013 read with Rule 11(2) of the Companies (Prospectus and Allotment of Securities) Rules, 2014 if the stated minimum subscription amount is not received within the specified period, the application money received is to be credited only to the bank account from which the subscription was remitted. To the extent possible, where the required information for making such refunds is available with the Company and/or Registrar, refunds will be made to the account prescribed. However, where the Company and/or Registrar does not have the necessary information for making such refunds, the Company and/or Registrar will follow the guidelines prescribed by SEBI in this regard including its circular (bearing CIR/IMD/DF-1/20/2012) dated July 27, 2012.

### **Market Lot and Trading Lot**

The NCDs shall be allotted only in dematerialized form. As per the SEBI Debt Regulations, the trading of the NCDs shall be in dematerialised form only. Since trading of the NCDs is in dematerialised form, the tradable lot is one NCD.

Please note that the NCDs shall cease to trade from the Record Date (for payment of the principal amount and the applicable interest for such NCDs) prior to redemption of the NCDs.

Allotment in the Tranche I Issue will be in electronic form in multiples of one NCD. For details of Allotment see the section titled “*Issue Procedure*” at page 66 of this Tranche I Prospectus.

### **Nomination facility to NCD Holders**

In accordance with section 72 of the Companies Act, 2013, the sole NCD Holder or first NCD Holder, along with other joint NCD Holders (being individual(s)) may nominate any one person (being an individual) who, in the event of death of the sole holder or all the joint-holders, as the case may be, shall become entitled to the NCDs. A person, being a nominee, becoming entitled to the NCDs by reason of the death of the NCD Holder(s), shall be entitled to the same rights to which he would be entitled if he were the registered holder of the NCD. Where the nominee is a minor, the NCD Holder(s) may make a nomination to appoint, in the prescribed manner, any person to become entitled to the NCDs, in the event of his death, during the minority. A nomination shall stand rescinded upon sale of the NCDs by the person nominating. A buyer will be entitled to make a fresh nomination in the manner prescribed. When the NCDs are held by two or more persons, the nominee shall become entitled to receive the amount only on the demise of all such NCD Holders. Fresh nominations can be made only in the prescribed form available on request at our Registered/ Corporate Office, at such other addresses as may be notified by us, or at the office of the Registrar to the Issue or the transfer agent.

NCD Holders are advised to provide the specimen signature of the nominee to us to expedite the transmission of the NCDs to the nominee in the event of demise of the NCD Holders. The signature can be provided in the Application Form or subsequently at the time of making fresh nominations. This facility of providing the specimen signature of the nominee is

purely optional.

In accordance with the Section 72 read with Rules under Chapter IV of Companies Act, 2013, any person who becomes a nominee by virtue of the above said Section, shall upon the production of such evidence as may be required by our Board, elect either:

- (a) To register himself or herself as the holder of the NCDs; or
- (b) To make such transfer of the NCDs, as the deceased holder could have done.

NCD Holders who are holding NCDs in dematerialised form need not make a separate nomination with our Company. Nominations registered with the respective Depository Participant of the NCD Holder will prevail. If the NCD Holders require to changing their nominations, they are requested to inform their respective Depository Participant.

Further, our Board may at any time give notice requiring any nominee to choose either to be registered himself or herself or to transfer the NCDs, and if the notice is not complied with, within a period of 90 days, our Board may thereafter withhold payment of all interests or other monies payable in respect of the NCDs, until the requirements of the notice have been complied with.

### **Succession**

Where NCDs are held in joint names and one of the joint NCD Holder dies, the survivor(s) will be recognized as the NCD Holder(s). It will be sufficient for our Company to delete the name of the deceased NCD Holder after obtaining satisfactory evidence of his death. Provided, a third person may call on our Company to register his name as successor of the deceased NCD Holder after obtaining evidence such as probate of a will for the purpose of proving his title to the NCDs. In the event of demise of the sole or first holder of the NCDs, our Company will recognise the executors or administrator of the deceased NCD Holders, or the holder of the succession certificate or other legal representative as having title to the NCDs only if such executor or administrator obtains and produces probate or letter of administration or is the holder of the succession certificate or other legal representation, as the case may be, from an appropriate court in India. Our Directors, the Board, any committee of the Board or any other person authorised by the Board in their absolute discretion may, in any case, dispense with production of probate or letter of administration or succession certificate or other legal representation. In case of death of NCD Holders who are holding NCDs in dematerialised form, third person is not required to approach the Company to register his name as successor of the deceased NCD holder. He shall approach the respective Depository Participant of the NCD Holder for this purpose and submit necessary documents as required by the Depository Participant.

### **Jurisdiction**

Exclusive jurisdiction for the purpose of this Tranche I Issue is with the competent courts of jurisdiction in Mumbai, India.

### **Period of subscription**

<b>ISSUE OPENS ON</b>	January 17, 2017
<b>ISSUE CLOSES ON</b>	February 17, 2017

The subscription list shall remain open for subscription on Working Days from 10 A.M. to 5 P.M., during the period indicated above, except that the Tranche I Issue may close on such earlier date or extended date as may be decided by the Board or the NCD Public Issue Committee. In the event of such an early closure of or extension subscription list of the Tranche I Issue, our Company shall ensure that notice of such early closure or extension is given to the prospective investors through an advertisement in a national daily newspaper with wide circulation on or before such earlier date or extended date of closure.

Applications Forms for this Tranche I Issue will be accepted only from 10:00 a.m. till 5.00 p.m. (Indian Standard Time) or such extended time as may be permitted by the Stock Exchange, on Working Days during the Issue Period. On the Issue Closing Date, Application Forms will be accepted only from 10:00 a.m. till 3.00 p.m. (Indian Standard Time) and uploaded until 5.00 p.m. (Indian Standard Time) or such extended time as may be permitted by the Stock Exchange.

Due to limitation of time available for uploading the Applications on the electronic platform of the Stock Exchange on the Issue Closing Date, Applicants are advised to submit their Application Forms one day prior to the Issue Closing Date and, no later than 3.00 p.m. (Indian Standard Time) on the Issue Closing Date. Applicants are cautioned that in the event a large number of Applications are received on the Issue Closing Date, there may be some Applications which are not uploaded due to lack of sufficient time to upload. Such Applications that cannot be uploaded will not be considered for allocation under the Tranche I Issue. Application Forms will only be accepted on Working Days during the Issue

Period. Neither our Company, nor the Members of the Syndicate are liable for any failure in uploading the Applications due to failure in any software/ hardware systems or otherwise. As per the SEBI circular dated October 29, 2013, the allotment in the Tranche I Issue should be made on the basis of date of upload of each application into the electronic book of the Stock Exchange. However, on the date of oversubscription, the allotments should be made to the applicants on proportionate basis.

#### **Restriction on transfer of NCDs**

There are currently no restrictions on transfers and transmission of NCDs and on their consolidation/ splitting except as may be required under applicable statutory and/or regulatory requirements including any RBI requirements and/or as provided in our Articles of Association. Please see the section titled “*Summary of the Key Provisions of the Articles of Association*” at page 358 of the Shelf Prospectus.

## ISSUE STRUCTURE

Public issue by the Company of Secured NCDs of face value of Rs. 1,000 each aggregating upto Rs. 13,000 million and Unsecured NCDs of face value of Rs. 1,000 each aggregating upto Rs. 1,000 million, totaling upto ₹ 14,000 million. The Tranche Issue is with a base issue size of ₹ 2,000 million with an option to retain oversubscription upto Shelf Limit of ₹ 14,000 million.

The key common terms and conditions of the NCDs are as follows:

Particulars	Terms and Conditions
Minimum Application Size	₹ 10,000 (10 NCDs)
Mode of allotment	Compulsorily in dematerialised form.
Terms of Payment	Full amount on application
Trading Lot	1 (one) NCD
Who can apply	<p><b>Category I</b></p> <ul style="list-style-type: none"> <li>Public financial institutions, statutory corporations, commercial banks, co-operative banks and RRBs and multilateral and bilateral development financial institutions which are authorised to invest in the NCDs;</li> <li>Provident funds, pension funds, superannuation funds and gratuity funds, which are authorised to invest in the NCDs;</li> <li>Alternative Investment Funds, subject to investment conditions applicable to them under the Securities and Exchange Board of India (Alternative Investment Funds) Regulations, 2012;</li> <li>Resident Venture Capital Funds registered with SEBI;</li> <li>Insurance Companies;</li> <li>State industrial development corporations;</li> <li>Insurance funds set up and managed by the army, navy, or air force of the Union of India;</li> <li>Insurance funds set up and managed by the Department of Posts, the Union of India;</li> <li>National Investment Fund; and</li> <li>Mutual Funds.</li> </ul> <p><b>Category II</b></p> <ul style="list-style-type: none"> <li>Companies; bodies corporate and societies registered under the applicable laws in India and authorised to invest in the NCDs;</li> <li>Public/private charitable/religious trusts which are authorised to invest in the NCDs;</li> <li>Scientific and/or industrial research organisations, which are authorised to invest in the NCDs;</li> <li>Partnership firms in the name of the partners; and</li> <li>Limited liability partnerships formed and registered under the provisions of the Limited Liability Partnership Act, 2008 (No. 6 of 2009);</li> <li>Association of Persons;</li> <li>Any other incorporated and/or unincorporated body of persons.</li> </ul> <p><b>Category III</b></p> <ul style="list-style-type: none"> <li>Resident Indian individuals and Hindu Undivided Families through the Karta</li> </ul>

\* In terms of Regulation 4(2)(d) of the SEBI Debt Regulations, the Company will make public issue of NCDs in the dematerialised form. However, in terms of Section 8 (1) of the Depositories Act, the Company, at the request of the Applicants who wish to hold the NCDs post allotment in physical form, will fulfill such request through the process of rematerialisation.

**Participation by any of the above-mentioned investor classes in this Tranche I Issue will be subject to applicable statutory and/or regulatory requirements. Applicants are advised to ensure that Applications made by them do not exceed the investment limits or maximum number of Secured NCDs and Unsecured NCDs that can be held by them under applicable statutory and/or regulatory provisions.**

**Applicants are advised to ensure that they have obtained the necessary statutory and/or regulatory permissions/consents/approvals in connection with applying for, subscribing to, or seeking allotment of NCDs pursuant to the Tranche I Issue.**

For further details, please see “*Issue Procedure*” on page 66 of this Tranche I Prospectus.

## TERMS AND CONDITIONS IN CONNECTION WITH THE NCDs\*\*

### Common Terms of NCDs

Issuer	Muthoot Finance Limited					
	Edelweiss Financial Services Limited and A. K. Capital Services Limited					
Lead Managers	IDBI Trusteeship Services Limited					
Debenture Trustee						
Registrar to the Issue	Link Intime India Private Limited					
Type and nature of instrument	Secured Redeemable NCDs and Unsecured Redeemable NCDs in the nature of subordinated debt and eligible for inclusion as Tier II capital.					
Mode of Issue	Public Issue					
Issue	Public issue by our Company of Secured NCDs for an amount up to ₹ 13,000 million and Unsecured NCDs for an amount up to ₹ 1,000 million of face value of ₹ 1,000 each, for an amount aggregating up to ₹ 14,000 million ("Shelf Limit"), hereinafter referred to as the "Issue". The Unsecured NCDs will be in the nature of Subordinated Debt and will be eligible for Tier II Capital. The NCDs will be issued in one or more tranches up to the Shelf Limit, on terms and conditions as set out in the relevant Tranche Prospectus for any Tranche Issue (each a "Tranche Issue")					
Face Value (in ₹ / NCD)	₹ 1,000					
Seniority	Senior (to clarify, the claims of the Secured NCD Holders shall be superior to the claims of any unsecured creditors, subject to applicable statutory and/or regulatory requirements). The Secured NCDs would constitute secured obligations of ours and shall rank <i>pari passu</i> inter se, present and future and subject to any obligations under applicable statutory and/or regulatory requirements, shall also, with regard to the amount invested, be secured by way of first <i>pari passu</i> charge on the identified immovable property and a first <i>pari passu</i> charge on current assets, book debts, loans and advances, and receivables including gold loan receivables, both present and future, of our Company.					
Tranche I Issue	No security will be created for Unsecured NCD in the nature of Subordinated Debt The Tranche Issue with a base issue size of an amount up to ₹ 2,000 million with an option to retain oversubscription up to the Shelf Limit of ₹ 14,000 million. The Unsecured NCDs will be in the nature of subordinated debt and will be eligible for inclusion as Tier II capital.					
Base Issue	₹ 2,000 million					
Option to retain Oversubscription Amount	Option to retain oversubscription up to Shelf Limit of ₹ 14,000 million.					
Listing	BSE  BSE shall be the Designated Stock Exchange for this Tranche I Issue.					
Minimum application	The NCDs are proposed to be listed within 12 Working Days from the respective Issue Closing Date.					
Issue Price (in ₹ / NCD)	₹ ₹ 10,000 (10 NCDs) (for all options of NCDs, namely Option I, Option II, Option III, Option IV, Option V, Option VI, Option VII, Option VIII, Option IX, Option X and Option XI).					
In multiples of	₹ 1,000					
Lock-in	₹ 1,000.00 (1 NCD)					
Mode of Allotment and Trading	N.A.					
Mode of settlement	NCDs will be issued and traded compulsorily in dematerialised form.					
Trading Lot	Please refer to the section titled "Issue Structure" beginning on page 39 of this Tranche I Prospectus.					
Depositories	1 NCD					
Security	NSDL and CDSL					
Who can apply/ Eligible Investors	Security for the purpose of this Tranche I Issue will be created in accordance with the terms of the Debenture Trust Deed. For further details please refer to the section titled "Issue Structure" beginning on page 39 of this Tranche I Prospectus.					
Credit Ratings	Please refer to the section titled "Issue Procedure" beginning on page 66 of this Tranche I Prospectus.					
	Rating agency	Instrument	Rating symbol	Date of credit rating letter	Amount rated	Rating definition
	ICRA	NCDs including Subordinated Debt	"[ICRA] AA(Stable)"	October 26, 2016 - Secured NCD's for Rs. 13,000 million and November 04, 2016 - Subordiante Debt for Rs. 1,000 million, further revalidated by letters dated December 23, 2016.	Secured NCDs for ₹ 13,000 million rated "[ICRA] AA (Stable)" and Unsecured NCDs for ₹ 1,000 million rated	Instrument s with this rating are considered to have high degree of safety regarding timely servicing of

<div>Pay-in date</div> <div>Application money</div> <div>Record Date</div> <div>Issue Schedule*</div> <div>Objects of the Issue</div> <div>Details of the utilisation of Issue proceeds</div> <div>Coupon rate, coupon payment date and redemption premium/discount</div> <div>Step up/ Step down interest rates</div> <div>Interest reset process</div> <div>Tenor</div> <div>Coupon payment frequency</div> <div>Redemption date</div> <div>Redemption Amount</div> <div>Day count convention</div> <div>Working Days convention/Day count convention / Effect of holidays on payment</div>					"[ICRA] AA financial obligations. Such instruments carry very low credit risk.	
	CRISIL	NCDs including Subordinated Debt	"CRISIL AA/Stable"	November 08, 2016 - Secured NCD's for Rs. 13,000 million and November 08, 2016 - Subordiante Debt for Rs. 1,000 million, further revalidated by letters dated December 23, 2016.	Secured NCDs for ₹ 13,000 million rated "CRISIL AA/Stable" and Unsecured NCDs for ₹ 1,000 million rated "CRISIL AA/Stable"	Instrument s with this rating are considered to have high degree of safety regarding timely servicing of financial obligations. Such instruments carry very low credit risk.
	Please refer to pages 113 to 120 of this Tranche I Prospectus for rating letter and rationale for the above ratings. Please refer to the disclaimer clause of ICRA and CRISIL on page 10 under the chapter "General Information".					
	The date of realisation of the cheque or demand draft submitted by an Applicant with the Company.					
	The entire application amount is payable on submitting the application.					
	The Record Date for payment of interest in connection with the NCDs or repayment of principal in connection therewith shall be 15 days prior to the date on which interest is due and payable, and/or the date of redemption. Provided that trading in the NCDs shall remain suspended between the aforementioned Record Date in connection with redemption of NCDs and the date of redemption or as prescribed by the Stock Exchange, as the case may be. In case Record Date falls on a day when Stock Exchange is having a trading holiday, the immediate subsequent trading day or a date notified by the Company to the Stock Exchanges, will be deemed as the Record Date.					
	The Issue shall be open from January 17, 2017 to February 17, 2017 with an option to close earlier and/or extend upto a period as may be determined by a duly authorised committee of the Board constituted by resolution of the Board dated July 25, 2011.					
	Please refer to the section titled "Objects of the Issue" on page 25 of this Tranche I Prospectus.					
	Please refer to the section titled "Objects of the Issue" on page 25 of this Tranche I Prospectus.					
	Please refer to the section titled "Issue Structure" beginning on page 39.					
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	Please refer to the section titled "Issue Structure" beginning on page 39.					
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	Actual/Actual					
	All days excluding the second and the fourth Saturday of every month, Sundays and a public holiday in Kochi or Mumbai or at any other payment centre notified in terms of the Negotiable Instruments Act, 1881, except with reference to Issue Period where working days shall mean all days, excluding Saturdays, Sundays and public holidays in India or at any other payment centre notified in terms of the Negotiable Instruments Act, 1881.					
	Interest shall be computed on a 365 days-a-year basis on the principal outstanding on the NCDs. However, if period from the Deemed Date Of Allotment / anniversary date of Allotment till one day prior to the next anniversary / redemption date includes February 29, interest shall be computed on 366 days a-year basis, on the principal outstanding on the NCDs.					
	If the date of payment of interest or any date specified does not fall on a Working Day, then the succeeding Working Day will be considered as the effective date for such payment of interest, as the case may be (the "Effective Date"). Interest or other amounts, if any, will be paid on the Effective Date. For avoidance of doubt, in					

<b>Issue Date</b> <b>Opening Date</b> <b>Issue Date</b> <b>Closing Date</b> <b>Default interest rate</b> <b>Interest on Application Money</b> <b>Put/Call Option Date/Price</b> <b>Deemed Date of Allotment</b> <b>Transaction documents</b> <b>Conditions precedent and subsequent to the Tranche I Issue</b> <b>Events of default</b> <b>Cross Default</b> <b>Roles and responsibilities of the Debenture Trustee</b> <b>Governing law and jurisdiction</b>	case of interest payment on Effective Date, interest for period between actual interest payment date and the Effective Date will be paid in normal course in next interest payment date cycle. Payment of interest will be subject to the deduction of tax as per Income Tax Act, 1961 or any statutory modification or re-enactment thereof for the time being in force. In case the Maturity Date falls on a holiday, the maturity proceeds will be paid on the immediately previous Working Day along with the coupon/interest accrued on the NCDs until but excluding the date of such payment.
	January 17, 2017
	February 17, 2017
	In the event of any default in fulfillment of obligations by our Company under the Debenture Trust Deeds, the default interest rate payable to the applicant shall be as prescribed under the Debenture Trust Deeds.
	Please refer to the section titled “Issue Structure- Interest on Application Money” on page 64 of this Tranche I Prospectus.
	N.A.
	The date on which the Board or the duly authorised committee of the Board constituted by resolution of the Board dated July 25, 2011 approves the Allotment of the NCDs for each Tranche Issue. The actual Allotment of NCDs may take place on a date other than the Deemed Date of Allotment. All benefits relating to the NCDs including interest on NCDs (as specified for each Tranche Issue by way of the relevant Tranche Prospectus) shall be available to the Debenture holders from the Deemed Date of Allotment.
	Issue Agreement dated December 28, 2016 between our Company and the Lead Managers, the Registrar Agreement dated December 28, 2016 between our Company and the Registrar to the Issue, Escrow Agreement dated January 06, 2017 between our Company, Lead Managers to the Issue, Registrar to the Issue and the Escrow Collection Banks/ Refund Banks, Lead Broker Agreement dated January 06, 2017 between our Company, the Lead Brokers and the Lead Managers to the Issue, Debenture Trustee Agreement dated December 28, 2016 executed between our Company and the Debenture Trustee and the agreed form of the Debenture Trust Deed to be executed between our Company and the Debenture Trustee. For further details, please refer to “Material Contracts and Documents for Inspection” on page 110 of this Tranche I Prospectus.
	The conditions precedent and subsequent to disbursement will be finalised upon execution of the Debenture Trust Deed.
	Please refer to the section titled “Issue Structure-Events of default” on pages 57 and 63 of this Tranche I Prospectus.
	Please refer to the section titled “Issue Structure-Events of default” on pages 57 and 63 of this Tranche I Prospectus..
	Please refer to the section titled “Terms of the Issue-Trustees for the Secured NCD Holders” and “Terms of the Issue-Trustees for the Unsecured NCD Holders” on page 57 and 63 of this Tranche I Prospectus respectively.
	This Tranche I Issue shall be governed in accordance with the laws of the Republic of India and shall be subject to the exclusive jurisdiction of the courts of Mumbai.

In terms of Regulation 4(2)(d) of the SEBI Debt Regulations, the Company will make public issue of NCDs in the dematerialised form. However, in terms of Section 8 (1) of the Depositories Act, the Company, at the request of the Applicants who wish to hold the NCDs post allotment in physical form, will fulfill such request through the process of rematerialisation.

\* The subscription list shall remain open for subscription on Working Days from 10 A.M. to 5 P.M., during the period indicated above, except that the Tranche I Issue may close on such earlier date or extended date as may be decided by the Board or the NCD Public Issue Committee. In the event of such an early closure of or extension subscription list of the Tranche I Issue, our Company shall ensure that notice of such early closure or extension is given to the prospective investors through an advertisement in a national daily newspaper with wide circulation on or before such earlier date or extended date of closure. Applications Forms for the Tranche I Issue will be accepted only from 10:00 a.m. till 5.00 p.m. (Indian Standard Time) or such extended time as may be permitted by BSE, on Working Days during the Issue Period. On the Issue Closing Date, Application Forms will be accepted only between 10:00 a.m. to 3.00 p.m. (Indian Standard Time) and uploaded until 5.00 p.m. (Indian Standard Time) or such extended time as may be permitted by BSE.

\*\* Please refer to Schedule A for details pertaining to the cash flows of the Company in accordance with the SEBI circular bearing number CIR/IMD/DF/18/2013 dated October 29, 2013.

## Nature of the Secured NCDs\*\*\*\*

We are offering Secured NCDs which shall have a fixed rate of interest. The Secured NCDs will be issued at a face value of ₹ 1,000.00 per NCD. Interest on the Secured NCDs shall be payable in the manner, as set out hereinafter. The terms of the Secured NCDs offered pursuant to the Tranche I Issue are as follows:

Terms and conditions in connection with Secured NCDs****	I	II	III	IV	V	VI	VII	VIII	IX	X
Options										
Frequency of Interest Payment	Monthly*	Monthly*	Monthly*	Annually*	Annually*	Annually*	NA	NA	NA	NA
Who can apply	All categories of investors (Category I, II and III)									
Category I— Institution										
Category II— Non-institution										
Category III— Individual										
Minimum Application	₹ 10,000 (10 NCDs)	₹ 10,000 (10 NCDs)	₹ 10,000 (10 NCDs)	₹ 10,000 (10 NCDs)	₹ 10,000 (10 NCDs)	₹ 10,000 (10 NCDs)	₹ 10,000 (10 NCDs)	₹ 10,000 (10 NCDs)	₹ 10,000 (10 NCDs)	₹ 10,000 (10 NCDs)
In multiples of	₹ 1,000.00 (1 NCD)	₹ 1,000.00 (1 NCD)	₹ 1,000.00 (1 NCD)	₹ 1,000.00 (1 NCD)	₹ 1,000.00 (1 NCD)	₹ 1,000.00 (1 NCD)	₹ 1,000.00 (1 NCD)	₹ 1,000.00 (1 NCD)	₹ 1,000.00 (1 NCD)	₹ 1,000.00 (1 NCD)
Face Value of NCDs (₹ / NCD)	₹ 1,000.00	₹ 1,000.00	₹ 1,000.00	₹ 1,000.00	₹ 1,000.00	₹ 1,000.00	₹ 1,000.00	₹ 1,000.00	₹ 1,000.00	₹ 1,000.00
Issue Price (₹ / NCD)	₹ 1,000.00	₹ 1,000.00	₹ 1,000.00	₹ 1,000.00	₹ 1,000.00	₹ 1,000.00	₹ 1,000.00	₹ 1,000.00	₹ 1,000.00	₹ 1,000.00
Tenor from Deemed Date of Allotment	24 months	36 months	60 months	24 months	36 months	60 months	400 days	18 months	24 months	36 months
Base Coupon Rate (%)										

<b>per annum) (A)</b> <i>Category I- Institution</i> <b>Category II- Non Institutional</b> <i>Category III- Individual</i> <b>Additional incentive on Base Coupon Rate (% per annum) on any Record Date as applicable to Category II and Category III investors (B)</b> <i>Category II- Non Institutional</i> <b>Category III- Individuals</b> <b>Coupon Rate (Aggregate of the Base Coupon Rate and the additional incentive on the Base Coupon Rate on any Record Date as applicable</b>										
	8.50%	8.75%	8.75%	8.75%	9.00%	9.00%	NA	NA	NA	NA
	8.50%	8.75%	8.75%	8.75%	9.00%	9.00%	NA	NA	NA	NA
	8.50%	8.75%	8.75%	8.75%	9.00%	9.00%	NA	NA	NA	NA
	0.25 %	0.25%	0.25%	0.25%	0.25%	0.25%	NA	NA	NA	NA
	0.25%	0.25%	0.25%	0.25%	0.25%	0.25%	NA	NA	NA	NA

<b>to Category II and Category III investors {(A) + (B)}</b> <b>Category I- Institution</b> <b>Category II- Non Institutional</b> <b>Category III- Individuals</b> <b>Effective Yield (Per annum) *****</b> <b>Category I- Institution</b> <b>Category II- Non Institutional</b> <b>Category III- Individual</b> <b>Mode of Payment</b>  <b>Amount (₹ / NCD) on Maturity ***</b> <b>Category I- Institution</b> <b>Category II- Non Institutional</b> <b>Category III- Individual</b> <b>Maturity Date (From Deemed Date of Allotment)</b>	8.50%	8.75%	8.75%	8.75%	9.00%	9.00%	NA	NA	NA	NA
	8.75%	9.00%	9.00%	9.00%	9.25%	9.25%	NA	NA	NA	NA
	8.75%	9.00%	9.00%	9.00%	9.25%	9.25%	NA	NA	NA	NA
	8.50%	8.75%	8.75%	8.75%	9.00%	9.00%	8.00%	8.25 %	8.50%	8.75%
	8.75%	9.00%	9.00%	9.00%	9.25%	9.25%	8.25%	8.50%	8.75%	9.00%
	8.75%	9.00%	9.00%	9.00%	9.25%	9.25%	8.25%	8.50%	8.75%	9.00%
	Through various options available									
	₹ 1,000	₹ 1,000	₹ 1,000	₹ 1,000	₹ 1,000	₹ 1,000	₹ 1,088.28	₹ 1,127.15	₹ 1,177.23	₹ 1,286.14
	₹ 1,000	₹ 1,000	₹ 1,000	₹ 1,000	₹ 1,000	₹ 1,000	₹ 1,091.06	₹ 1,131.11	₹ 1,182.66	₹ 1,295.03
	₹ 1,000	₹ 1,000	₹ 1,000	₹ 1,000	₹ 1,000	₹ 1,000	₹ 1,091.06	₹ 1,131.11	₹ 1,182.66	₹ 1,295.03
	24 months	36 months	60 months	24 months	36 months	60 months	400 days	18 months	24 months	36 months

Nature of indebtedness	Secured and non-convertible
------------------------	-----------------------------

\* With respect to Options where interest is to be paid on a monthly basis, relevant interest will be calculated from the first day till the last date of every month during the tenor of such Secured NCDs, and paid on the first day of every subsequent month. For the first interest payment for Secured NCDs under the monthly options, interest from the Deemed Date of Allotment till the last day of the subsequent month will be clubbed and paid on the first day of the month next to that subsequent month.

\*\* With respect to Options where interest is to be paid on an annual basis, relevant interest will be paid on each anniversary of the Deemed Date of Allotment on the face value of the Secured NCDs. The last interest payment under annual Options will be made at the time of redemption of the Secured NCDs.

\*\*\* *Subject to applicable tax deducted at source, if any*

\*\*\*\* Please refer to Schedule A for details pertaining to the cash flows of the Company in accordance with the SEBI circular bearing number CIR/IMD/DF/18/2013 dated October 29, 2013.

\*\*\*\*\* On Options I, II and III, monthly interest payment is not assumed to be reinvested for the purpose of calculation of Effective Yield (per annum).  
 "

## Interest and Payment of Interest

For avoidance of doubt, with respect to Option I, Option II, Option III for Secured NCDs where interest is to be paid on a monthly basis, relevant interest will be calculated from the first day till the last date of every month during the tenor of such Secured NCDs, and paid on the first day of every subsequent month. For the first interest payment for Secured NCDs under the monthly options, interest from the Deemed Date of Allotment till the last day of the subsequent month will be clubbed and paid on the first day of the month next to that subsequent month.

With respect to Option IV, Option V and Option VI where interest is to be paid on an annual basis, relevant interest will be paid on each anniversary of the Deemed Date of Allotment on the face value of the Secured NCDs. The last interest payment under Annual options will be made at the time of redemption of the Secured NCDs.

### A. Interest

In case of Option I Secured NCDs, interest would be paid on a monthly basis at the following Coupon Rate in connection with the relevant categories of NCD holders, on the amount outstanding from time to time, commencing from the Deemed Date of Allotment of each Option I Secured NCD:

Category of NCD Holder	Coupon Rate (%) per month (including Base Coupon Rate and additional incentive on Base Coupon Rate payable to Category II and III Investors as applicable)
Category I	8.50%
Category II	8.75%
Category III	8.75%

Option I Secured NCDs shall be redeemed at the Face Value thereof along with the interest accrued thereon, if any, at the end of 24 months from the Deemed Date of Allotment.

In case of Option II Secured NCDs, interest would be paid on a monthly basis at the following Coupon Rate in connection with the relevant categories of Secured NCD holders, on the amount outstanding from time to time, commencing from the Deemed Date of Allotment of each Option II Secured NCD:

Category of NCD Holder	Coupon Rate (%) per month (including Base Coupon Rate and additional incentive on Base Coupon Rate payable to Category II and III Investors as applicable)
Category I	8.75%
Category II	9.00%
Category III	9.00%

Option II Secured NCDs shall be redeemed at the Face Value thereof along with the interest accrued thereon, if any, at the end of 36 months from the Deemed Date of Allotment.

In case of Option III Secured NCDs, interest would be paid on a monthly basis at the following Coupon Rate in connection with the relevant categories of Secured NCD holders, on the amount outstanding from time to time, commencing from the Deemed Date of Allotment of each Option III Secured NCD:

Category of NCD Holder	Coupon Rate (%) per month (including Base Coupon Rate and additional incentive on Base Coupon Rate payable to Category II and III Investors as applicable)
Category I	8.75%

Category of NCD Holder	Coupon Rate (%) per month (including Base Coupon Rate and additional incentive on Base Coupon Rate payable to Category II and III Investors as applicable)
Category II	9.00%
Category III	9.00%

Option III Secured NCDs shall be redeemed at the Face Value thereof along with the interest accrued thereon, if any, at the end of 60 months from the Deemed Date of Allotment.

In case of Option IV Secured NCDs, interest would be paid on an annual basis at the following Coupon Rate in connection with the relevant categories of Secured NCD holders, on the amount outstanding from time to time, commencing from the Deemed Date of Allotment of each Option IV Secured NCD:

Category of NCD Holder	Coupon Rate (%) per month (including Base Coupon Rate and additional incentive on Base Coupon Rate payable to Category II and III Investors as applicable)
Category I	8.75%
Category II	9.00%
Category III	9.00%

Option IV Secured NCDs shall be redeemed at the Face Value thereof along with the interest accrued thereon, if any, at the end of 24 months from the Deemed Date of Allotment.

In case of Option V Secured NCDs, interest would be paid on an annual basis at the following Coupon Rate in connection with the relevant categories of Secured NCD holders, on the amount outstanding from time to time, commencing from the Deemed Date of Allotment of each Option V Secured NCD:

Category of NCD Holder	Coupon Rate (%) per month (including Base Coupon Rate and additional incentive on Base Coupon Rate payable to Category II and III Investors as applicable)
Category I	9.00%
Category II	9.25%
Category III	9.25%

Option V Secured NCDs shall be redeemed at the Face Value thereof along with the interest accrued thereon, if any, at the end of 36 months from the Deemed Date of Allotment.

In case of Option VI Secured NCDs, interest would be paid on an annual basis at the following Coupon Rate in connection with the relevant categories of Secured NCD holders, on the amount outstanding from time to time, commencing from the Deemed Date of Allotment of each Option VI Secured NCD:

Category of NCD Holder	Coupon Rate (%) per month (including Base Coupon Rate and additional incentive on Base Coupon Rate payable to Category II and III Investors as applicable)
Category I	9.00%
Category II	9.25%
Category III	9.25%

Option VI Secured NCDs shall be redeemed at the Face Value thereof along with the interest accrued thereon, if any, at the end of 60 months from the Deemed Date of Allotment.

Option VII Secured NCDs shall be redeemed at ₹ 1,088.28 for Category I investors and at

₹ 1,091.06 for Category II and Category III investors, at the end of 400 days from the Deemed Date of Allotment.

Option VIII Secured NCDs shall be redeemed at ₹ 1,127.15 for Category I investors and at ₹ 1,131.11 for Category II and Category III investors, at the end of 18 months from the Deemed Date of Allotment

Option IX Secured NCDs shall be redeemed at ₹ 1,177.23 for Category I investors and at ₹ 1,182.66 for Category II and Category III investors, at the end of 24 months from the Deemed Date of Allotment.

Option X Secured NCDs shall be redeemed at ₹ 1,286.14 for Category I investors and at ₹ 1,295.03 for Category II and Category III investors, at the end of 36 months from the Deemed Date of Allotment.

If the date of interest payment falls on the second or fourth Saturday of any month, Sunday or a public holiday in Kochi or Mumbai or any other payment centre notified in terms of the Negotiable Instruments Act, 1881, then interest as due and payable on such day, would be paid on the next Working Day. Payment of interest would be subject to the deduction as prescribed in the I.T. Act or any statutory modification or re-enactment thereof for the time being in force.

*Please note that in case the Secured NCDs are transferred and/or transmitted in accordance with the provisions of this Tranche I Prospectus read with the provisions of the Articles of Association of our Company, the transferee of such Secured NCDs or the deceased holder of Secured NCDs, as the case may be, shall be entitled to any interest which may have accrued on the Secured NCDs subject to such Transferee holding the Secured NCDs on the Record Date.*

## **Taxation**

As per clause (ix) of Section 193 of the I.T. Act, no tax is required to be withheld on any interest payable on any security issued by a company, where such security is in dematerialized form and is listed on a recognized stock exchange in India in accordance with the Securities Contracts (Regulation) Act, 1956 (42 of 1956) and the rules made thereunder. Accordingly, no tax will be deducted at source from the interest on listed Secured NCDs held in the dematerialised form.

However in case of Secured NCDs held in physical form, as per the current provisions of the IT Act, tax will not be deducted at source from interest payable on such Secured NCDs held by the investor, if such interest does not exceed ₹ 5,000 in any financial year. If interest exceeds the prescribed limit of ₹ 5,000 on account of interest on the Secured NCDs, then the tax will be deducted at applicable rate. However in case of Secured NCD Holders claiming non-deduction or lower deduction of tax at source, as the case may be, the Secured NCD Holder should furnish either (a) a declaration (in duplicate) in the prescribed form i.e. (i) Form 15H which can be given by individuals who are of the age of 60 years or more (ii) Form 15G which can be given by all applicants (other than companies, and firms), or (b) a certificate, from the Assessing Officer which can be obtained by all applicants (including companies and firms) by making an application in the prescribed form i.e. Form No.13. The aforesaid documents, as may be applicable, should be submitted at the office of the Registrar quoting the name of the sole/ first Secured NCD Holder, NCD folio number and the distinctive number(s) of the Secured NCD held, at least seven days prior to the Record Date to ensure non-deduction/lower deduction of tax at source from interest on the Secured NCD. The investors need to submit Form 15H/ 15G/certificate in original with the Assessing Officer for each financial year during the currency of the Secured NCD to ensure non-deduction or lower deduction of tax at source from interest on the Secured NCD.

Tax exemption certificate/document, if any, must be lodged at the office of the Registrar at least seven days prior to the Record Date or as specifically required, failing which tax applicable on interest will be deducted at source on accrual thereof in our Company's books and/or on payment thereof, in accordance with the provisions of the IT Act and/or any other statutory modification, enactment or notification as the case may be. A tax deduction certificate will be issued for the amount of tax so deducted.

## **Payment of Interest**

For Secured NCDs subscribed under Option I, Option II, Option III, interest is to be paid on a monthly basis, relevant interest will be calculated from the first day till the last date of every month during the tenor of such

Secured NCDs, and paid on the first day of every subsequent month. For the first interest payment for Secured NCDs under the monthly options, interest from the Deemed Date of Allotment till the last day of the subsequent month will be clubbed and paid on the first day of the month next to that subsequent month. On Option IV, Option V, Option VI, the relevant interest will be paid on each anniversary of the Deemed Date of Allotment on the face value of the Secured NCD and the last interest payment under annual Options will be made at the time of redemption of the Secured NCDs. The last interest payment for Secured NCDs subscribed under Option I, Option II, Option III, Option IV, Option V and Option VI will be made at the time of redemption of the Secured NCD.

On Option VII, Option VIII, Option IX and Option X, NCDs shall be redeemed at the end of 400 days, 18 months, 24 months and 36 months from the Deemed Date of Allotment.

Amount of interest payable shall be rounded off to the nearest Rupee. If the date of interest payment falls on the second or fourth Saturday on any month, Sunday or a public holiday in Kochi or Mumbai or any other payment centre notified in terms of the Negotiable Instruments Act, 1881, then interest as due and payable on such day, would be paid on the next Working Day. Payment of interest would be subject to the deduction as prescribed in the I.T. Act or any statutory modification or re-enactment thereof for the time being in force.

Interest for each of the interest periods shall be calculated, on the face value of principal outstanding on the Secured NCDs at the applicable Coupon Rate for each Category rounded off to the nearest Rupee and same shall be paid annually. Interest shall be computed on a 365 days-a-year basis on the principal outstanding on the NCDs. However, if period from deemed date of allotment/anniversary date of allotment till one day prior to next anniversary date/redemption date includes February 29<sup>th</sup>, interest shall be computed on 366 days a-year basis.

#### **Payment of Interest to Secured NCD Holders**

Payment of interest will be made to (i) in case of Secured NCDs in dematerialised form the persons who for the time being appear in the register of beneficial owners of the Secured NCD as per the Depositories as on the Record Date and (ii) in case of Secured NCDs in physical form, the persons whose names appear in the register of debenture holders maintained by us (or to first holder in case of joint-holders) as on the Record Date.

We may enter into an arrangement with one or more banks in one or more cities for direct credit of interest to the account of the Secured NCD Holders. In such cases, interest, on the interest payment date, would be directly credited to the account of those investors who have given their bank mandate.

We may offer the facility of NACH, NEFT, RTGS, Direct Credit and any other method permitted by RBI and SEBI from time to time to effect payments to Secured NCD Holders. The terms of this facility (including towns where this facility would be available) would be as prescribed by RBI. For further details see the section titled “*Issue Structure - Manner of Payment of Interest / Refund / Redemption*” beginning at pages 51 and 60 of this Tranche I Prospectus.

#### **Maturity and Redemption**

For Secured NCDs subscribed under Option I, Option II, Option III, Option IV, Option V, Option VI the relevant interest will be paid in the manner set out in “*Issue Structure- Payment of Interest*” at page 51 below. The last interest payment will be made at the time of redemption of the Secured NCD. On Option VII, Option VIII, Option IX and Option X NCDs shall be redeemed at the end of 400 days, 18 months, 24 months and 36 months from the Deemed Date of Allotment.

Options	Maturity period/Redemption (as applicable)
I	24 months from the Deemed Date of Allotment
II	36 months from the Deemed Date of Allotment
III	60 months from the Deemed Date of Allotment
IV	24 months from the Deemed Date of Allotment
V	36 months from the Deemed Date of Allotment
VI	60 months from the Deemed Date of Allotment
VII	400 days from the Deemed Date of Allotment
VIII	18 months from the Deemed Date of Allotment
IX	24 months from the Deemed Date of Allotment
X	36 months from the Deemed Date of Allotment

## **Deemed Date of Allotment**

Deemed date of allotment shall be the date as decided by the duly authorised committee of the Board of Directors constituted by resolution of the Board dated July 25, 2011, under Section 179(3)(c) of the Companies Act, 2013 and as mentioned in the Allotment advice.

## **Application Size**

Each application should be for a minimum of 10 NCDs and multiples of 1 NCD thereafter (for all options of NCDs, namely Option I, Option II, Option III, Option IV, Option V, Option VI, Option VII, Option VIII, Option IX, Option X and Option XI either taken individually or collectively). The minimum application size for each application for Secured NCDs would be ₹ 10,000.00 and in multiples of ₹ 1,000.00 thereafter.

**Applicants are advised to ensure that applications made by them do not exceed the investment limits or maximum number of Secured NCDs that can be held by them under applicable statutory and or regulatory provisions.**

## **Terms of Payment**

The entire issue price per Secured NCD, as specified in this Tranche I Prospectus, is payable on application itself. In case of allotment of lesser number of Secured NCDs than the number of Secured NCDs applied for, our Company shall refund the excess amount paid on application to the applicant in accordance with the terms of this Tranche I Prospectus. For further details please refer to the paragraph on “*Interest on Application Money*” beginning on page 64 of this Tranche I Prospectus.

## **Record Date**

The Record Date for payment of interest in connection with the Secured NCDs or repayment of principal in connection therewith shall be 15 (fifteen) days prior to the date on which interest is due and payable, and/or the date of redemption. Provided that trading in the Secured NCDs shall remain suspended between the aforementioned Record Date in connection with redemption of Secured NCDs and the date of redemption or as prescribed by the relevant stock exchange(s), as the case may be. In case Record Date falls on a day when stock exchanges are having a trading holiday, the immediate subsequent trading day, or a date notified by the Company to the Stock Exchanges, will be deemed as the Record Date.

## **Manner of Payment of Interest / Refund / Redemption\***

The manner of payment of interest / refund / redemption in connection with the Secured NCDs is set out below\*:

### ***For Secured NCDs applied / held in electronic form***

The bank details will be obtained from the Depositories for payment of Interest / refund / redemption as the case may be. Applicants who have applied for or are holding the Secured NCDs in electronic form, are advised to immediately update their bank account details as appearing on the records of the depository participant. Please note that failure to do so could result in delays in credit of refunds to the applicant at the applicant's sole risk, and neither the Lead Managers our Company nor the Registrar to the Issue shall have any responsibility and undertake any liability for the same.

In case of ASBA Applicants, the Registrar to the Issue will issue requisite instructions to the relevant SCSBs to un-block amounts in the ASBA Accounts of the Applicants representing the amounts to be refunded to the Applicants.

### ***For Secured NCDs held in physical form***

The bank details will be obtained from the Registrar to the Issue for payment of interest / refund / redemption as the case may be.

\*In the event, the interest / payout of total coupon / redemption amount is a fraction and not an integer, such amount will be rounded off to the nearest integer. By way of illustration if the redemption amount is ₹1,837.50, then the amount shall be rounded off to ₹1,838.

The mode of interest / refund / redemption payments shall be undertaken in the following order of preference:

1. **Direct Credit**

Investors having their bank account with the Refund Bank, shall be eligible to receive refunds, if any, through direct credit. The refund amount, if any, would be credited directly to their bank account with the Refund Banker.

2. **NACH**

National Automated Clearing House which is a consolidated system of ECS. Payment of refund would be done through NACH for Applicants having an account at one of the centres specified by the RBI, where such facility has been made available. This would be subject to availability of complete bank account details including Magnetic Ink Character Recognition (MICR) code wherever applicable from the depository. The payment of refund through NACH is mandatory for Applicants having a bank account at any of the centres where NACH facility has been made available by the RBI (subject to availability of all information for crediting the refund through NACH including the MICR code as appearing on a cheque leaf, from the depositories), except where applicant is otherwise disclosed as eligible to get refunds through NEFT or Direct Credit or RTGS.

3. **RTGS**

Applicants having a bank account with a participating bank and whose interest payment/ refund/ redemption amounts exceed ₹ 200,000, or such amount as may be fixed by RBI from time to time, have the option to receive refund through RTGS. Such eligible Applicants who indicate their preference to receive interest payment/ refund/ redemption through RTGS are required to provide the IFSC code in the Application Form or intimate our Company and the Registrar to the Issue at least seven days prior to the Record Date. Charges, if any, levied by the Applicant's bank receiving the credit would be borne by the Applicant. In the event the same is not provided, interest payment/ refund/ redemption shall be made through NACH subject to availability of complete bank account details for the same as stated above.

4. **NEFT**

Payment of interest/ refunds/ redemption shall be undertaken through NEFT wherever the Applicants' banks have been assigned the Indian Financial System Code ("IFSC"), which can be linked to a Magnetic Ink Character Recognition ("MICR"), if any, available to that particular bank branch. The IFSC Code will be obtained from the website of RBI as on a date immediately prior to the date of payment of refund, duly mapped with MICR numbers. Wherever the Applicants have registered their nine digit MICR number and their bank account number while opening and operating the demat account, the same will be duly mapped with the IFSC Code of that particular bank branch and the payment of interest/ refund/ redemption will be made to the applicants through this method.

5. **Registered Post/Speed Post**

For all other applicants, including those who have not updated their bank particulars with the MICR code, the interest payment / refund / redemption orders shall be dispatched through speed post/ registered post.

Please note that applicants are eligible to receive payments through the modes detailed in (1), (2) (3), and (4) herein above provided they provide necessary information for the above modes and where such payment facilities are allowed / available.

Please note that our Company shall not be responsible to the holder of Secured NCD, for any delay in receiving credit of interest / refund / redemption so long as our Company has initiated the process of such request in time.

### **Printing of Bank Particulars on Interest Warrants**

As a matter of precaution against possible fraudulent encashment of refund orders and interest/ redemption warrants due to loss or misplacement, the particulars of the Applicant's bank account are mandatorily required to be given for printing on the orders/ warrants. In relation to Secured NCDs applied and held in dematerialized form, these particulars would be taken directly from the depositories. In case of Secured NCDs held in physical form either on account of rematerialisation or transfer, the Secured NCD Holders are advised to submit their bank account details with our Company/ Registrar to the Issue at least seven days prior to the Record Date failing which the orders/ warrants will be dispatched to the postal address of the Secured NCD Holders as available in the records of our Company either through speed post or registered post.

Bank account particulars will be printed on the orders/ warrants which can then be deposited only in the account specified.

### **Loan against Secured NCDs**

As per the RBI circular dated June 27, 2013, the Company is not permitted to extend loans against the security of its debentures issued by way of private placement or public issues. However, if the RBI subsequently permits the extension of loans by NBFCs against the security of its debentures issued by way of private placement or public issues, the Company may consider granting loans against the security of such Secured NCDs, subject to terms and conditions as may be decided by the Company at the relevant time, in compliance with applicable law.

### **Buy Back of Secured NCDs**

Our Company may, at its sole discretion, from time to time, consider, subject to applicable statutory and/or regulatory requirements, buy-back the Secured NCDs, upon such terms and conditions as may be decided by our Company.

### **Form and Denomination**

In case of Secured NCDs held in physical form, a single certificate will be issued to the Secured NCD Holder for the aggregate amount of the Secured NCDs held ("**Consolidated Certificate**"). The Applicant can also request for the issue of Secured NCD certificates in denomination of one NCD ("**Market Lot**"). In case of NCDs held under different Options by a Secured NCD Holder, separate Consolidated Certificates will be issued to the NCD Holder for the aggregate amount of the Secured NCDs held under each Option.

It is however distinctly to be understood that the Secured NCDs pursuant to this Tranche I Issue shall be traded only in demat form.

In respect of Consolidated Certificates, we will, only upon receipt of a request from the Secured NCD Holder, split such Consolidated Certificates into smaller denominations subject to the minimum of Market Lot. No fees would be charged for splitting of Secured NCD certificates in Market Lots, but stamp duty payable, if any, would be borne by the Secured NCD Holder. The request for splitting should be accompanied by the original NCD certificate which would then be treated as cancelled by us.

### **Procedure for Redemption by Secured NCD holders**

The procedure for redemption is set out below:

#### ***Secured NCDs held in physical form:***

No action would ordinarily be required on the part of the Secured NCD Holder at the time of redemption and the redemption proceeds would be paid to those Secured NCD Holders whose names stand in the register of debenture holders maintained by us on the Record Date fixed for the purpose of Redemption. However, our Company may require that the Secured NCD certificate(s), duly discharged by the sole holder/all the joint-holders (signed on the reverse of the Secured NCD certificates) be surrendered for redemption on maturity and should be sent by the Secured NCD Holders by Registered Post with acknowledgment due or by hand delivery to our office or to such persons at such addresses as may be notified by us from time to time. Secured NCD Holders may be requested to surrender the Secured NCD certificates in the manner as stated above, not more than three months and not less than one month prior to the redemption date so as to facilitate timely payment.

We may at our discretion redeem the Secured NCDs without the requirement of surrendering of the Secured NCD certificates by the holder(s) thereof. In case we decide to do so, the holders of Secured NCDs need not submit the Secured NCD certificates to us and the redemption proceeds would be paid to those Secured NCD holders whose names stand in the register of debenture holders maintained by us on the Record Date fixed for the purpose of redemption of Secured NCDs. In such case, the Secured NCD certificates would be deemed to have been cancelled. Also see the para “*Payment on Redemption*” given below.

***Secured NCDs held in electronic form:***

No action is required on the part of Secured NCD holder(s) at the time of redemption of Secured NCDs.

**Payment on Redemption**

The manner of payment of redemption is set out below\*.

***Secured NCDs held in physical form***

The payment on redemption of the Secured NCDs will be made by way of cheque/pay order/ electronic modes. However, if our Company so requires, the aforementioned payment would only be made on the surrender of Secured NCD certificates, duly discharged by the sole holder/ all the joint-holders (signed on the reverse of the Secured NCD certificates). Despatch of cheques/ pay orders, etc. in respect of such payment will be made on the redemption date or (if so requested by our Company in this regard) within a period of 30 days from the date of receipt of the duly discharged NCD certificate.

In case we decide to do so, the redemption proceeds in the manner stated above would be paid on the redemption date to those Secured NCD Holders whose names stand in the register of debenture holders maintained by us on the Record Date fixed for the purpose of Redemption. Hence the transferees, if any, should ensure lodgment of the transfer documents with us at least seven days prior to the Record Date. In case the transfer documents are not lodged with us at least seven days prior to the Record Date and we dispatch the redemption proceeds to the transferor, claims in respect of the redemption proceeds should be settled amongst the parties inter se and no claim or action shall lie against us or the Registrar to the Issue.

Our liability to Secured NCD Holders towards their rights including for payment or otherwise shall stand extinguished from the redemption in all events and when we dispatch the redemption amounts to the Secured NCD Holders.

Further, we will not be liable to pay any interest, income or compensation of any kind from the date of redemption of the Secured NCDs.

***Secured NCDs held in electronic form***

On the redemption date, redemption proceeds would be paid by cheque/ pay order/ electronic mode to those Secured NCD Holders whose names appear on the list of beneficial owners given by the Depositories to us. These names would be as per the Depositories’ records on the Record Date fixed for the purpose of redemption. These Secured NCDs will be simultaneously extinguished to the extent of the amount redeemed through appropriate debit corporate action upon redemption of the corresponding value of the Secured NCDs. It may be noted that in the entire process mentioned above, no action is required on the part of Secured NCD Holders.

Our liability to Secured NCD Holders towards his/their rights including for payment/ redemption in all events shall end when we dispatch the redemption amounts to the Secured NCD Holders.

Further, we will not be liable to pay any interest, income or compensation of any kind from the date of redemption of the Secured NCDs.

\* In the event, the interest / payout of total coupon / redemption amount is a fraction and not an integer, such amount will be rounded off to the nearest integer. By way of illustration if the redemption amount is ₹1,837.5, then the amount shall be rounded off to ₹ 1,838.

**Redemption Date**

Option I Secured NCDs will be redeemed at the expiry of 24 months from the Deemed Date of Allotment.

Option II Secured NCDs will be redeemed at the expiry of 36 months from the Deemed Date of Allotment.

Option III Secured NCDs will be redeemed at the expiry of 60 months from the Deemed Date of Allotment.

Option IV Secured NCDs will be redeemed at the expiry of 24 months from the Deemed Date of Allotment.

Option V Secured NCDs will be redeemed at the expiry of 36 months from the Deemed Date of Allotment.

Option VI Secured NCDs will be redeemed at the expiry of 60 months from the Deemed Date of Allotment.

Option VII Secured NCDs will be redeemed at the expiry of 400 days from the Deemed Date of Allotment.

Option VIII Secured NCDs will be redeemed at the expiry of 18 months from the Deemed Date of Allotment.

Option IX Secured NCDs will be redeemed at the expiry of 24 months from the Deemed Date of Allotment.

Option X Secured NCDs will be redeemed at the expiry of 36 months from the Deemed Date of Allotment.

### **Right to reissue Secured NCD(s)**

Subject to the provisions of the Companies Act, 1956 and the Companies Act, 2013, as applicable on the date of this Tranche I Prospectus, where we have fully redeemed or repurchased any Secured NCDs, we shall have and shall be deemed always to have had the right to keep such Secured NCDs in effect without extinguishment thereof, for the purpose of resale or re-issue and in exercising such right, we shall have and be deemed always to have had the power to resell or reissue such Secured NCDs either by reselling or re-issuing the same Secured NCDs or by issuing other Secured NCDs in their place. The aforementioned right includes the right to reissue original Secured NCDs.

### **Transfer/Transmission of Secured NCD(s)**

#### ***For Secured NCDs held in physical form***

The Secured NCDs shall be transferred or transmitted freely in accordance with the applicable provisions of the Companies Act/ the Companies Act, 2013 applicable as on the date of this Tranche I Prospectus and all other applicable laws including FEMA and the rules and regulations thereunder. The provisions relating to transfer and transmission and other related matters in respect of our shares contained in the Articles, the Companies Act/the relevant provisions of the Companies Act, 2013 applicable as on the date of this Tranche I Prospectus, and all applicable laws including FEMA and the rules and regulations thereunder, shall apply, *mutatis mutandis* (to the extent applicable to debentures) to the Secured NCDs as well. In respect of the Secured NCDs held in physical form, a common form of transfer shall be used for the same. The Secured NCDs held in dematerialised form shall be transferred subject to and in accordance with the rules/ procedures as prescribed by NSDL/CDSL and the relevant Depository Participants of the transferor and the transferee and any other applicable laws and rules notified in respect thereof. The transferees should ensure that the transfer formalities are completed at prior to the Record Date. In the absence of the same, interest will be paid/ redemption will be made to the person, whose name appears in the register of debenture holders or the records as maintained by the Depositories. In such cases, claims, if any, by the transferees would need to be settled with the transferors and not with the Issuer or Registrar.

### **Title**

In case of:

- Secured NCDs held in the dematerialised form, the person for the time being appearing in the register of beneficial owners maintained by the Depository; and
- the Secured NCDs held in physical form, the person for the time being appearing in the register of NCD Holders as Secured NCD holder,

shall be treated for all purposes by our Company, the Debenture Trustee, the Depositories and all other persons dealing with such person as the holder thereof and its absolute owner for all purposes whether or not it is overdue and regardless of any notice of ownership, trust or any interest in it or any writing on, theft or loss of the

Consolidated NCD Certificates issued in respect of the Secured NCDs and no person will be liable for so treating the Secured NCD holder.

No transfer of title of a NCD will be valid unless and until entered on the register of NCD holders or the register of beneficial owners maintained by the Depository prior to the Record Date. In the absence of transfer being registered, interest and/or maturity amount, as the case may be, will be paid to the person, whose name appears first in the register of the NCD Holders maintained by the Depositories and/or our Company and/or the Registrar, as the case may be. In such cases, claims, if any, by the purchasers of the Secured NCDs will need to be settled with the seller of the Secured NCDs and not with our Company or the Registrar. The provisions relating to transfer and transmission and other related matters in respect of our Company's shares contained in the Articles of Association of our Company and the Companies Act/ the relevant provisions of the Companies Act, 2013 applicable as on the date of this Tranche I Prospectus shall apply, mutatis mutandis (to the extent applicable) to the Secured NCD(s) as well.

#### ***For Secured NCDs held in electronic form***

The normal procedure followed for transfer of securities held in dematerialised form shall be followed for transfer of the Secured NCDs held in electronic form. The seller should give delivery instructions containing details of the buyer's Depository Participant account to his depository participant.

In case the transferee does not have a Depository Participant account, the seller can re-materialise the Secured NCDs and thereby convert his dematerialised holding into physical holding. Thereafter these Secured NCDs can be transferred in the manner as stated above for transfer of Secured NCDs held in physical form.

#### **Common form of transfer**

The Issuer undertakes that there shall be a common form of transfer for the Secured NCDs and the provisions of the Companies Act, 2013 and all applicable laws including the FEMA and the rules and regulations thereunder shall be duly complied with in respect of all transfer of debentures and registration thereof.

#### **Joint-holders**

Where two or more persons are holders of any Secured NCD(s), they shall be deemed to hold the same as joint holders with benefits of survivorship subject to other provisions contained in the Articles.

#### **Sharing of information**

We may, at our option, use on our own, as well as exchange, share or part with any financial or other information about the Secured NCD Holders available with us, with our subsidiaries, if any and affiliates and other banks, financial institutions, credit bureaus, agencies, statutory bodies, as may be required and neither we or our affiliates nor their agents shall be liable for use of the aforesaid information.

#### **Notices**

All notices to the Secured NCD Holders required to be given by us or the Debenture Trustee will be sent by speed post or registered post or through email or other electronic media to the registered Secured NCD Holders from time to time.

#### **Issue of Duplicate NCD Certificate(s) issued in physical form**

If NCD certificate(s) is/ are mutilated or defaced or the cages for recording transfers of Secured NCDs are fully utilised, the same may be replaced by us against the surrender of such certificate(s). Provided, where the NCD certificate(s) are mutilated or defaced, the same will be replaced as aforesaid only if the certificate numbers and the distinctive numbers are legible.

If any NCD certificate is destroyed, stolen or lost then upon production of proof thereof to our satisfaction and upon furnishing such indemnity/ security and/or documents as we may deem adequate, duplicate Secured NCD certificates shall be issued. Upon issuance of a duplicate NCD certificate, the original NCD certificate shall stand cancelled.

## Security

The principal amount of the Secured NCDs to be issued in terms of this Tranche I Prospectus together with all interest due on the Secured NCDs, as well as all costs, charges, all fees, remuneration of Debenture Trustee and expenses payable in respect thereof shall be secured by way of first *pari passu* charge on the identified immovable property and a first *pari passu* charge on current assets, book debts, loans and advances, and receivables including gold loan receivables, both present and future, of our Company.

Our Company will create the security for the Secured NCDs in favour of the Debenture Trustee for the Secured NCD Holders on the assets to ensure 100.00% security cover of the amount outstanding in respect of Secured NCDs, including interest thereon, at any time.

Our Company has entered into an agreement with the Debenture Trustee, (**'Debenture Trust Deed'**), the terms of which governs the appointment of the Debenture Trustee and the issue of the Secured NCDs. Our Company proposes to complete the execution of the Debenture Trust Deed before finalisation of the Basis of Allotment in consultation with the Designated Stock Exchange and utilize the funds only after the stipulated security has been created and upon receipt of listing and trading approval from the Designated Stock Exchange.

Under the terms of the Debenture Trust Deed, our Company will covenant with the Debenture Trustee that it will pay the Secured NCD Holders the principal amount on the Secured NCDs on the relevant redemption date and also that it will pay the interest due on Secured NCDs on the rate specified in this Tranche I Prospectus and in the Debenture Trust Deed.

The Debenture Trust Deed will also provide that our Company may withdraw any portion of the security and replace with another asset of the same or a higher value.

### Trustees for the Secured NCD holders

We have appointed IDBI Trusteeship Services Limited to act as the Debenture Trustees for the Secured NCD Holders. The Debenture Trustee and us will execute a Debenture Trust Deed, *inter alia*, specifying the powers, authorities and obligations of the Debenture Trustee and us. The Secured NCD Holders shall, without further act or deed, be deemed to have irrevocably given their consent to the Debenture Trustee or any of its agents or authorised officials to do all such acts, deeds, matters and things in respect of or relating to the Secured NCDs as the Debenture Trustee may in its absolute discretion deem necessary or require to be done in the interest of the Secured NCD Holders. Any payment made by us to the Debenture Trustee on behalf of the Secured NCD Holders shall discharge us pro tanto to the Secured NCD Holders.

The Debenture Trustee will protect the interest of the Secured NCD Holders in the event of default by us in regard to timely payment of interest and repayment of principal and they will take necessary action at our cost.

### Events of Default:

Subject to the terms of the Debenture Trust Deed, the Debenture Trustee at its discretion may, or if so requested in writing by the holders of at least three-fourths of the outstanding amount of the Secured NCDs or with the sanction of a special resolution, passed at a meeting of the NCD Holders, (subject to being indemnified and/or secured by the NCD Holders to its satisfaction), give notice to our Company specifying that the NCDs and/or any particular series of Secured NCDs, in whole but not in part are and have become due and repayable on such date as may be specified in such notice *inter alia* if any of the events listed below occurs. The description below is indicative and a complete list of events of default and its consequences will be specified in the Debenture Trust Deed:

- (i) default is committed in payment of the principal amount of the Secured NCDs on the due date(s); and
- (ii) default is committed in payment of any interest on the Secured NCDs on the due date(s).

### Lien

As per the RBI circular dated June 27, 2013, the Company is not permitted to extend loans against the security of its debentures issued by way of private placement or public issues. The Company shall have the right of set-off and lien, present as well as future on the moneys due and payable to the Secured NCD holders or deposits

held in the account of the Secured NCD holders, whether in single name or joint name, to the extent of all outstanding dues by the Secured NCD holders to the Company, subject to applicable law.

### Lien on pledge of Secured NCDs

The Company may, at its discretion note a lien on pledge of Secured NCDs if such pledge of Secured NCD is accepted by any third party bank/institution or any other person for any loan provided to the Secured NCD holder against pledge of such Secured NCDs as part of the funding, subject to applicable law.

### Future Borrowings

We shall be entitled to make further issue of secured debentures and/or raise term loans or raise further funds from time to time from any persons, banks, financial institutions or bodies corporate or any other agency without the consent of, or notification to or consultation with the holder of Secured NCDs or the Debenture Trustee by creating a charge on any assets, provided the stipulated security cover is maintained.

We shall be entitled to make further issue of unsecured debentures and/or raise unsecured term loans or raise further unsecured funds from time to time from any persons, banks, financial institutions or bodies corporate or any other agency without the consent of, or notification to or in consultation with the holder of Secured NCDs or the Debenture Trustee.

### Nature of the Unsecured NCDs

<b>Option</b>	<b>XI</b>
<b>Frequency of Interest Payment</b>	NA
<b>Who can apply</b>	<b>All categories of investors (Category I, II and III)</b>
<b>Minimum Application</b>	₹ 10,000 (10 NCDs)
<b>In multiples of</b>	₹ 1,000 (1 NCD)
<b>Face Value of NCDs (₹ / NCD)</b>	₹ 1,000.00
<b>Issue Price (₹ / NCD)</b>	₹ 1,000.00
<b>Tenor from Deemed Date of Allotment</b>	96 months
<b>Base Coupon Rate (% per annum) (A)</b>	
<i>Category I- Institution</i>	N.A.
<i>Category II- Non Institutional</i>	N.A.
<i>Category III- Individual</i>	N.A.
<b>Additional incentive on Base Coupon Rate (% per annum) on any Record Date as applicable to Category II and Category III investors (B)</b>	
<i>Category II- Non Institutional</i>	N.A.
<i>Category III- Individuals</i>	N.A.
<b>Coupon Rate (Aggregate of the Base Coupon Rate and the additional incentive on the Base Coupon Rate on any Record Date as applicable to Category II and Category III investors {(A) + (B)})</b>	
<i>Category I- Institution</i>	N.A.
<i>Category II- Non Institutional</i>	N.A.
<i>Category III- Individuals</i>	N.A.
<b>Effective Yield (Per annum)</b>	
<i>Category I- Institution</i>	8.91%
<i>Category II- Non Institutional</i>	9.06%
<i>Category III- Individual</i>	9.06%
<b>Mode of Payment</b>	Through various options available
<b>Amount (₹ / NCD) on Maturity*</b>	
<i>Category I- Institution</i>	₹ 1,978.71
<i>Category II- Non Institutional</i>	₹ 2,000.00
<i>Category III- Individual</i>	₹ 2,000.00
<b>Maturity Date (From Deemed Date of Allotment)</b>	96 months
<b>Nature of indebtedness</b>	<b>Unsecured and non- convertible</b>

\* Subject to applicable tax deducted at source, if any

\*\* Please refer to Schedule A for details pertaining to the cash flows of the Company in accordance with the SEBI circular bearing number CIR/IMD/DF/18/2013 dated October 29, 2013.

## **Interest and Payment of Interest**

### **A. Interest**

In case of Option XI, no interest is payable either on an annual or monthly basis to the relevant Categories of Unsecured NCD holders. Option XI Unsecured NCDs shall be redeemed at ₹ 1,978.71 for Category I investors and at ₹ 2,000.00 for Category II and Category III investors, at the end of 96 months from the Deemed Date of Allotment.

Amount of interest payable shall be rounded off to the nearest Rupee. If the date of interest payment falls on the second or fourth Saturday on any month, Sunday or a public holiday in Kochi or Mumbai or any other payment centre notified in terms of the Negotiable Instruments Act, 1881, then interest as due and payable on such day, would be paid on the next Working Day. Payment of interest would be subject to the deduction as prescribed in the I.T. Act or any statutory modification or re-enactment thereof for the time being in force.

Interest for each of the interest periods shall be calculated, on the face value of principal outstanding on the Secured NCDs at the applicable Coupon Rate for each Category rounded off to the nearest Rupee and same shall be paid annually. Interest shall be computed on a 365 days-a-year basis on the principal outstanding on the NCDs. However, if period from deemed date of allotment/anniversary date of allotment till one day prior to next anniversary date/redemption date includes February 29<sup>th</sup>, interest shall be computed on 366 days a-year basis.

### **B. Taxation**

As per clause (ix) of Section 193 of the I.T. Act, no tax is required to be withheld on any interest payable on any security issued by a company, where such security is in dematerialized form and is listed on a recognized stock exchange in India in accordance with the Securities Contracts (Regulation) Act, 1956 (42 of 1956) and the rules made thereunder. Accordingly, no tax will be deducted at source from the interest on listed Unsecured NCDs held in the dematerialised form.

### **C. Payment of Interest**

In case of Option XI, no interest would be paid either on an annual or monthly basis to the relevant Categories of Unsecured NCD holders. Option XI Unsecured NCDs shall be redeemed at the end of 96 months from the Deemed Date of Allotment.

## **Maturity and Redemption**

Unsecured NCDs subscribed under Option XI shall be redeemed at the end of 96 months from the Deemed Date of Allotment.

## **Deemed Date of Allotment**

Deemed Date of Allotment shall be the date as decided by the duly authorised committee of the Board of Directors constituted by resolution of the Board dated July 25, 2011, under Section 179(3)(c) of the Companies Act, 2013 and as mentioned in the Allotment advice.

## **Application Size**

Each application should be for a minimum of 10 NCDs and multiples of 1 NCD thereafter for all options of NCDs, , namely Option I, Option II, Option III, Option IV, Option V, Option VI, Option VII, Option VIII, Option IX, Option X and Option XI either taken individually or collectively). The minimum application size for each application for Unsecured NCDs would be ₹ 10,000.00 and in multiples of ₹ 1,000.00 thereafter.

**Applicants are advised to ensure that applications made by them do not exceed the investment limits or maximum number of Unsecured NCDs that can be held by them under applicable statutory and or regulatory provisions.**

## **Terms of Payment**

The entire issue price of ₹ 1,000.00 per Unsecured NCD is payable on application itself. In case of allotment of lesser number of Unsecured NCDs than the number of Unsecured NCDs applied for, our Company shall refund the excess amount paid on application to the applicant in accordance with the terms of this Tranche I Prospectus. For further details please refer to the paragraph on “*Interest on Application Money*” beginning on page 64 of this Tranche I Prospectus.

## **Record Date**

The Record Date for payment of interest in connection with the Unsecured NCDs or repayment of principal in connection therewith shall be 15 (fifteen) days prior to the date on which interest is due and payable, and/or the date of redemption. Provided that trading in the Unsecured NCDs shall remain suspended between the aforementioned Record Date in connection with redemption of Unsecured NCDs and the date of redemption or as prescribed by the relevant stock exchange(s), as the case may be. In case Record Date falls on a day when stock exchanges are having a trading holiday, the immediate subsequent trading day or a date notified by the Company to the Stock Exchanges will be deemed as the Record Date.

## **Manner of Payment of Interest / Refund / Redemption \***

The manner of payment of interest / refund / redemption in connection with the Unsecured NCDs is set out below\*:

### ***For Unsecured NCDs applied / held in electronic form***

The bank details will be obtained from the Depositories for payment of Interest / refund / redemption as the case may be. Applicants who have applied for or are holding the Unsecured NCDs in electronic form, are advised to immediately update their bank account details as appearing on the records of the depository participant. Please note that failure to do so could result in delays in credit of refunds to the applicant at the applicant's sole risk, and neither the Lead Managers our Company nor the Registrar to the Issue shall have any responsibility and undertake any liability for the same.

In case of ASBA Applicants, the Registrar to the Issue will issue requisite instructions to the relevant SCSBs to un-block amounts in the ASBA Accounts of the Applicants representing the amounts to be refunded to the Applicants.

### ***For Unsecured NCDs held in physical form***

Unsecured NCDs will not be issued in physical form.

*\*In the event, the interest / payout of total coupon / redemption amount is a fraction and not an integer, such amount will be rounded off to the nearest integer. By way of illustration if the redemption amount is ₹1,837.50, then the amount shall be rounded off to ₹ 1,838.*

The mode of interest / refund / redemption payments shall be undertaken in the following order of preference:

#### **1. Direct Credit**

Investors having their bank account with the Refund Bank, shall be eligible to receive refunds, if any, through direct credit. The refund amount, if any, would be credited directly to their bank account with the Refund Banker.

#### **2. NACH**

National Automated Clearing House which is a consolidated system of ECS. Payment of refund would be done through NACH for Applicants having an account at one of the centres specified by the RBI, where such facility has been made available. This would be subject to availability of complete bank account details including Magnetic Ink Character Recognition (MICR) code wherever applicable from the depository. The payment of refund through NACH is mandatory for Applicants having a bank account at any of the centres where NACH facility has been made available by the RBI (subject to availability of all information for crediting the refund through NACH including the MICR code as appearing on a cheque leaf, from the

depositories), except where applicant is otherwise disclosed as eligible to get refunds through NEFT or Direct Credit or RTGS.

3. **RTGS**

Applicants having a bank account with a participating bank and whose interest payment/ refund/ redemption amounts exceed ₹ 200,000, or such amount as may be fixed by RBI from time to time, have the option to receive refund through RTGS. Such eligible Applicants who indicate their preference to receive interest payment/ refund/ redemption through RTGS are required to provide the IFSC code in the Application Form or intimate our Company and the Registrar to the Issue at least seven days prior to the Record Date. Charges, if any, levied by the Applicant's bank receiving the credit would be borne by the Applicant. In the event the same is not provided, interest payment/ refund/ redemption shall be made through NECS subject to availability of complete bank account details for the same as stated above.

4. **NEFT**

Payment of interest/ refunds/ redemption shall be undertaken through NEFT wherever the Applicants' banks have been assigned the Indian Financial System Code ("IFSC"), which can be linked to a Magnetic Ink Character Recognition ("MICR"), if any, available to that particular bank branch. The IFSC Code will be obtained from the website of RBI as on a date immediately prior to the date of payment of refund, duly mapped with MICR numbers. Wherever the Applicants have registered their nine digit MICR number and their bank account number while opening and operating the demat account, the same will be duly mapped with the IFSC Code of that particular bank branch and the payment of interest/ refund/ redemption will be made to the applicants through this method.

5. **Registered Post/Speed Post**

For all other applicants, including those who have not updated their bank particulars with the MICR code, the interest payment / refund / redemption orders shall be dispatched through speed post/ registered post.

Please note that applicants are eligible to receive payments through the modes detailed in (1), (2) (3), and (4) herein above provided they provide necessary information for the above modes and where such payment facilities are allowed / available.

Please note that our Company shall not be responsible to the holder of Secured NCD, for any delay in receiving credit of interest / refund / redemption so long as our Company has initiated the process of such request in time.

**Printing of Bank Particulars on Interest Warrants**

As a matter of precaution against possible fraudulent encashment of refund orders and interest/ redemption warrants due to loss or misplacement, the particulars of the Applicant's bank account are mandatorily required to be given for printing on the orders/ warrants. In relation to Unsecured NCDs applied and held in dematerialized form, these particulars would be taken directly from the depositories. In case of Unsecured NCDs held in physical form either on account of rematerialisation or transfer, the Unsecured NCD Holders are advised to submit their bank account details with our Company/ Registrar to the Issue at least seven days prior to the Record Date failing which the orders/ warrants will be dispatched to the postal address of the Unsecured NCD Holders as available in the records of our Company through speed post or registered post.

Bank account particulars will be printed on the orders/ warrants which can then be deposited only in the account specified.

**Loan against Unsecured NCDs**

As per the RBI circular dated June 27, 2013, the Company is not permitted to extend loans against the security of its debentures issued by way of private placement or public issues. However, if the RBI subsequently permits the extension of loans by NBFCs against the security of its debentures issued by way of private placement or public issues, the Company may consider granting loans against the security of such Unsecured NCDs, subject to terms and conditions as may be decided by the Company at the relevant time, in compliance with applicable law.

## **Buy Back of Unsecured NCDs**

Our Company may, at its sole discretion, from time to time, consider, subject to applicable statutory and/or regulatory requirements, buy-back the Unsecured NCDs, upon such terms and conditions as may be decided by our Company.

## **Form and Denomination**

The Unsecured NCDs pursuant to this Tranche I Issue shall be traded only in demat form.

## **Procedure for Redemption by Unsecured NCD holders**

The procedure for redemption is set out below:

### ***Unsecured NCDs held in electronic form:***

No action is required on the part of Unsecured NCD holder(s) at the time of redemption of Unsecured NCDs.

## **Payment on Redemption**

The manner of payment of redemption is set out below.

### ***Unsecured NCDs held in electronic form\****

On the redemption date, redemption proceeds would be paid by cheque/ pay order/ electronic mode to those Unsecured NCD Holders whose names appear on the list of beneficial owners given by the Depositories to us. These names would be as per the Depositories' records on the Record Date fixed for the purpose of redemption. These Unsecured NCDs will be simultaneously extinguished to the extent of the amount redeemed through appropriate debit corporate action upon redemption of the corresponding value of the Unsecured NCDs. It may be noted that in the entire process mentioned above, no action is required on the part of Unsecured NCD Holders.

Our liability to Unsecured NCD Holders towards his/their rights including for payment/ redemption in all events shall end when we dispatch the redemption amounts to the Unsecured NCD Holders.

Further, we will not be liable to pay any interest, income or compensation of any kind from the date of redemption of the Unsecured NCDs.

\* In the event, the interest / payout of total coupon / redemption amount is a fraction and not an integer, such amount will be rounded off to the nearest integer. By way of illustration if the redemption amount is ₹ 1,837.50, then the amount shall be rounded off to ₹ 1,838.

## **Redemption Date**

Option XI Unsecured NCDs will be redeemed at the expiry of 96 months from the Deemed Date of Allotment.

## **Right to reissue Unsecured NCD(s)**

Subject to the provisions of the Companies Act, 1956 and the relevant provisions of the Companies Act, 2013 applicable as on the date of this Tranche I Prospectus, where we have fully redeemed or repurchased any Unsecured NCDs, we shall have and shall be deemed always to have had the right to keep such Unsecured NCDs in effect without extinguishment thereof, for the purpose of resale or re-issue and in exercising such right, we shall have and be deemed always to have had the power to resell or reissue such Unsecured NCDs either by reselling or re-issuing the same Unsecured NCDs or by issuing other Unsecured NCDs in their place. The aforementioned right includes the right to reissue original Unsecured NCDs.

### **Transfer/Transmission of Unsecured NCD(s)**

The normal procedure followed for transfer of securities held in dematerialised form shall be followed for transfer of the Unsecured NCDs. The seller should give delivery instructions containing details of the buyer's Depository Participant account to his depository participant. The Unsecured NCDs can only be transferred to a buyer if he has a Depository Participant account.

### **Joint-holders**

Where two or more persons are holders of any Unsecured NCD(s), they shall be deemed to hold the same as joint holders with benefits of survivorship subject to other provisions contained in the Articles.

### **Sharing of information**

We may, at our option, use on our own, as well as exchange, share or part with any financial or other information about the Unsecured NCD Holders available with us, with our subsidiaries, if any and affiliates and other banks, financial institutions, credit bureaus, agencies, statutory bodies, as may be required and neither we or our affiliates nor their agents shall be liable for use of the aforesaid information.

### **Notices**

All notices to the Unsecured NCD Holders required to be given by us or the Debenture Trustee will be sent by speed post or registered post or through email or other electronic media to the registered Unsecured NCD Holders from time to time.

### **Security**

The Unsecured NCDs shall not be secured, and accordingly our Company will not be required to create security in favour of the Debenture Trustee for the Unsecured NCD holders on any assets.

### **Trustees for the Unsecured NCD holders**

We have appointed IDBI Trusteeship Services Limited to act as the Debenture Trustees for the Unsecured NCD Holders. The Debenture Trustee and us will execute a Debenture Trust Deed, *inter alia*, specifying the powers, authorities and obligations of the Debenture Trustee and us. The Unsecured NCD Holders shall, without further act or deed, be deemed to have irrevocably given their consent to the Debenture Trustee or any of its agents or authorised officials to do all such acts, deeds, matters and things in respect of or relating to the Unsecured NCDs as the Debenture Trustee may in its absolute discretion deem necessary or require to be done in the interest of the Unsecured NCD Holders. Any payment made by us to the Debenture Trustee on behalf of the Unsecured NCD Holders shall discharge us pro tanto to the Unsecured NCD Holders.

The Debenture Trustee will protect the interest of the Unsecured NCD Holders in the event of default by us in regard to timely payment of interest and repayment of principal and they will take necessary action at our cost.

### **Events of Default:**

Subject to the terms of the Debenture Trust Deed, the Debenture Trustee at its discretion may, or if so requested in writing by the holders of at least three-fourths of the outstanding amount of the Unsecured NCDs or with the sanction of a special resolution, passed at a meeting of the NCD Holders, (subject to being indemnified and/or Unsecured by the NCD Holders to its satisfaction), give notice to our Company specifying that the NCDs and/or any particular series of Unsecured NCDs, in whole but not in part are and have become due and repayable on such date as may be specified in such notice *inter alia* if any of the events listed below occurs. The description below is indicative and a complete list of events of default and its consequences will be specified in the Debenture Trust Deed:

- (i) default is committed in payment of the principal amount of the Unsecured NCDs on the due date(s); and
- (ii) default is committed in payment of any interest on the Unsecured NCDs on the due date(s).

## **Lien**

As per the RBI circular dated June 27, 2013, the Company is not permitted to extend loans against the security of its debentures issued by way of private placement or public issues. The Company shall have the right of set-off and lien, present as well as future on the moneys due and payable to the Unsecured NCD holders or deposits held in the account of the Unsecured NCD holders, whether in single name or joint name, to the extent of all outstanding dues by the Unsecured NCD holders to the Company, subject to applicable law.

### **Lien on pledge of Unsecured NCDs**

The Company may, at its discretion note a lien on pledge of Unsecured NCDs if such pledge of Secured NCD is accepted by any third party bank/institution or any other person for any loan provided to the Unsecured CD holder against pledge of such Unsecured NCDs as part of the funding, subject to applicable law.

### **Future Borrowings**

We shall be entitled to make further issue of secured debentures and/or raise term loans or raise further funds from time to time from any persons, banks, financial institutions or bodies corporate or any other agency without the consent of, or notification to or consultation with the holder of Unsecured NCDs or the Debenture Trustee by creating a charge on any assets.

We shall be entitled to make further issue of unsecured debentures and/or raise unsecured term loans or raise further unsecured funds from time to time from any persons, banks, financial institutions or bodies corporate or any other agency without the consent of, or notification to or in consultation with the holder of Unsecured NCDs or the Debenture Trustee.

### **Illustration for guidance in respect of the day count convention and effect of holidays on payments.**

The illustration for guidance in respect of the day count convention and effect of holidays on payments, as required by SEBI Circular No. CIR/IMD/DF/18/2013 October 29, 2013 and SEBI Circular No. CIR/IMD/DF-1/122/2016 dated November 11, 2016 is disclosed in Schedule A.

### **Interest on Application Amount**

#### ***Interest on application amounts received which are used towards allotment of NCDs***

Our Company shall pay interest on application amount at a rate of 8% per annum against which NCDs are allotted to the Applicants, other than to ASBA Applicants, subject to deduction of income tax under the provisions of the Income Tax Act, 1961, as amended, as applicable, from the date of realization of the cheque(s)/demand draft(s) upto one day prior to the Deemed Date of Allotment. In the event that such date of realization of the cheque(s)/ demand draft(s) is not ascertainable in terms of banking records, we shall pay interest on Application Amounts on the amount Allotted within 3 (three) Working Days from the date of upload of each Application on the electronic Application platform of the Stock Exchanges upto one day prior to the Deemed Date of Allotment. A tax deduction certificate will be issued for the amount of income tax so deducted.

Our Company may enter into an arrangement with one or more banks in one or more cities for direct credit of interest to the account of the Applicants. Alternatively, the interest warrant will be dispatched along with the Letter(s) of Allotment/ NCD Certificates at the sole risk of the Applicant, to the sole/first Applicant.

#### ***Interest on application monies received which are liable to be refunded***

Our Company shall pay interest on application amount at a rate of 5% per annum, on all valid applications, which is liable to be refunded to the Applicants (other than Application Amounts received after the Issue Closure Date, and ASBA Applicants) in accordance with the provisions of the Debt Regulations and/or the Companies Act/the relevant provisions of the Companies Act, 2013 applicable as on the date of this Tranche I Prospectus, or other applicable statutory and/or regulatory requirements, subject to deduction of income tax under the provisions of the Income Tax Act, 1961, as amended, as applicable, to the Applicants whose Valid Applications receive (i) partial allotment due to oversubscription or (ii) no allotment due to

oversubscription pursuant to this Tranche I Issue from the date of realization of the cheque(s)/demand draft(s) upto one day prior to the Deemed Date of Allotment. In the event that such date of realization of the cheque(s)/ demand draft(s) is not ascertainable in terms of banking records, we shall pay interest on Application Amounts on the amount Allotted within 3 (three) Working Days from the date of upload of each Application on the electronic Application platform of the Stock Exchanges upto one day prior to the Deemed Date of Allotment. Such interest shall be paid along with the monies liable to be refunded. Interest warrant will be dispatched / credited (in case of electronic payment) along with the Letter(s) of Allotment/ Letter(s) of Refund at the sole risk of the Applicant, to the sole/first Applicant.

In the event our Company does not receive a minimum subscription of 75% of the Base Issue, i.e. ₹ 1,500 million, on the date of closure of the Tranche I Issue, our Company shall pay interest on application amount which is liable to be refunded to the Applicants, other than to ASBA Applicants, in accordance with the provisions of the SEBI Debt Regulations and/or the Companies Act, 2013, or other applicable statutory and/or regulatory requirements, subject to deduction of income tax under the provisions of the Income Tax Act, 1961, as amended, as applicable.

Provided that, notwithstanding anything contained hereinabove, our Company shall not be liable to pay any interest on monies liable to be refunded in case of (a) invalid applications or applications liable to be rejected, (b) applications which are withdrawn by the Applicant and/or (c) monies paid in excess of the amount of NCDs applied for in the Application Form. Please refer to “Issue procedure - Rejection of Applications” at page 81 of this Tranche I Prospectus.

## ISSUE PROCEDURE

*This section applies to all Applicants. ASBA Applicants and Applicants applying through the Direct Online Application Mechanism (as defined hereinafter) should note that the ASBA process and the Direct Online Application Mechanism involve application procedures that are different from the procedure applicable to all other Applicants. Please note that all Applicants are required to pay the full Application Amount or ensure that the ASBA Account has sufficient credit balance such that the entire Application Amount can be blocked by the SCSB while making an Application. In case of ASBA Applicants, an amount equivalent to the full Application Amount will be blocked by the SCSBs in the relevant ASBA Accounts.*

*ASBA Applicants should note that they may submit their ASBA Applications to the Members of the Syndicate or Trading Members of the Stock Exchange only at the Syndicate ASBA Application Locations, or directly to the Designated Branches of the SCSBs. Applicants other than direct ASBA Applicants are required to submit their Applications to the Members of the Syndicate or Trading Members (at the application centres of the Members of the Syndicate will be mentioned in the Application Form) or make online Applications using the online payment gateway of the Stock Exchanges.*

*Applicants are advised to make their independent investigations and ensure that their Applications do not exceed the investment limits or maximum number of NCDs that can be held by them under applicable law or as specified in this Tranche I Prospectus and the Shelf Prospectus.*

*Please note that this section has been prepared based on the circular no. CIR/IMD/DF-1/20/2012 dated July 27, 2012 issued by SEBI ("Debt Application Circular"). The procedure mentioned in this section is subject to the Stock Exchanges putting in place the necessary systems and infrastructure for implementation of the provisions of the abovementioned circular, including the systems and infrastructure required in relation to Applications made through the Direct Online Application Mechanism and the online payment gateways to be offered by Stock Exchanges and accordingly is subject to any further clarifications, notification, modification, direction, instructions and/or correspondence that may be issued by the Stock Exchanges and/or SEBI. Please note that clarifications and/or confirmations regarding the implementation of the requisite infrastructure and facilities in relation to direct online applications and online payment facility have been sought from the Stock Exchange and the Stock Exchange has confirmed that the necessary infrastructure and facilities for the same have not been implemented by the Stock Exchange. Hence, the Direct Online Application facility will not be available for this Tranche I Issue.*

**PLEASE NOTE THAT ALL TRADING MEMBERS OF THE STOCK EXCHANGE(S) WHO WISH TO COLLECT AND UPLOAD APPLICATION IN THIS TRANCHE I ISSUE ON THE ELECTRONIC APPLICATION PLATFORM PROVIDED BY THE STOCK EXCHANGES WILL NEED TO APPROACH THE RESPECTIVE STOCK EXCHANGE(S) AND FOLLOW THE REQUISITE PROCEDURES AS MAY BE PRESCRIBED BY THE RELEVANT STOCK EXCHANGE. THE FOLLOWING SECTION MAY CONSEQUENTLY UNDERGO CHANGE BETWEEN THE DATES OF THIS TRANCHE I PROSPECTUS, THE ISSUE OPENING DATE AND THE ISSUE CLOSING DATE.**

**THE MEMBERS OF THE SYNDICATE AND THE COMPANY SHALL NOT BE RESPONSIBLE OR LIABLE FOR ANY ERRORS OR OMISSIONS ON THE PART OF THE TRADING MEMBERS IN CONNECTION WITH THE RESPONSIBILITY OF SUCH TRADING MEMBERS IN RELATION TO COLLECTION AND UPLOAD OF APPLICATIONS IN THIS TRANCHE I ISSUE ON THE ELECTRONIC APPLICATION PLATFORM PROVIDED BY THE STOCK EXCHANGES. FURTHER, THE RELEVANT STOCK EXCHANGE SHALL BE RESPONSIBLE FOR ADDRESSING INVESTOR GRIEVANCES ARISING FROM APPLICATIONS THROUGH TRADING MEMBERS REGISTERED WITH SUCH STOCK EXCHANGE.**

**Please note that for the purposes of this section, the term "Working Day" shall mean all days excluding Sundays or a public holiday in Kochi or Mumbai or at any other payment centre notified in terms of the Negotiable Instruments Act, 1881, except with reference to Issue Period and Record Date, where working days shall mean all days, excluding Saturdays, Sundays and public holiday in India or at any other payment centre notified in terms of the Negotiable Instruments Act, 1881.**

## Who can apply?

The following categories of persons are eligible to apply in the Tranche I Issue.

### Category I

- Public financial institutions, statutory corporations, commercial banks, co-operative banks and RRBs and multilateral and bilateral development financial institutions which are authorised to invest in the NCDs;
- Provident funds, pension funds, superannuation funds and gratuity funds, which are authorised to invest in the NCDs;
- Alternative Investment Funds, subject to investment conditions applicable to them under the Securities and Exchange Board of India (Alternative Investment Funds) Regulations, 2012;
- Resident Venture Capital Funds registered with SEBI;
- Insurance Companies;
- State industrial development corporations;
- Insurance funds set up and managed by the army, navy, or air force of the Union of India;
- Insurance funds set up and managed by the Department of Posts, the Union of India;
- National Investment Fund; and
- Mutual Funds.

### Category II

- Companies; bodies corporate and societies registered under the applicable laws in India and authorised to invest in the NCDs;
- Public/ private charitable/ religious trusts which are authorised to invest in the NCDs;
- Scientific and/or industrial research organisations, which are authorised to invest in the NCDs;
- Partnership firms in the name of the partners;
- Limited Liability Partnerships formed and registered under the provisions of the Limited Liability Partnership Act, 2008 (No. 6 of 2009);
- Association of Persons; and
- Any other incorporated and/or unincorporated body of persons.

### Category III

- Resident Indian individuals and Hindu Undivided Families through the Karta.

Participation of any of the aforementioned categories of persons or entities is subject to the applicable statutory and/or regulatory requirements in connection with the subscription to Indian securities by such categories of persons or entities.

**Applicants are advised to ensure that they have obtained the necessary statutory and/or regulatory permissions/consents/approvals in connection with applying for, subscribing to, or seeking allotment of NCDs pursuant to the Tranche I Issue.**

The Lead Managers and their respective associates and affiliates are permitted to subscribe in the Tranche I Issue.

The information below is given for the benefit of Applicants. Our Company and the Lead Managers are not liable for any amendment or modification or changes in applicable laws or regulations, which may occur after the date of the Shelf Prospectus and this Tranche I Prospectus.

## How to apply?

**Availability of the Draft Shelf Prospectus, the Shelf Prospectus, the Tranche I Prospectus, Abridged Prospectus and Application Forms**

**Please note that there is a single Application Form for ASBA Applicants as well as non-ASBA Applicants who are persons resident in India.**

Copies of the abridged Prospectus containing the salient features of the Draft Shelf Prospectus, the Shelf

Prospectus together with Application Forms cum Abridged Prospectus and copies of this Tranche I Prospectus may be obtained from our Registered Office, the Lead Managers, the Registrar, the Lead Brokers and the Designated Branches of the SCSBs. Additionally, the Shelf Prospectus, the Tranche I Prospectus and the Application Forms will be available

- (i) for download on the website of BSE at [www.bseindia.com](http://www.bseindia.com), and the website of the Lead Managers at [www.edelweissfin.com](http://www.edelweissfin.com) and [www.akcapindia.com](http://www.akcapindia.com).
- (ii) at the designated branches of the SCSB and the Members of the Syndicate at the Syndicate ASBA Application Locations.

Electronic Application Forms will also be available on the website of the Stock Exchange. A hyperlink to the website of the Stock Exchange for this facility will be provided on the website of the Lead Managers and the SCSBs. Further, Application Forms will also be provided to Trading Members at their request.

### **Methods of Application**

An eligible investor desirous of applying in the Tranche I Issue can make Applications by one of the following methods:

1. Applications through the ASBA process; and
2. Non-ASBA Applications.

Applicants are requested to note that in terms of the Debt Application Circular, SEBI has mandated issuers to provide, through a recognized stock exchange which offers such a facility, an online interface enabling direct application by investors to a public issue of debt securities with an online payment facility (“**Direct Online Application Mechanism**”). In this regard, SEBI has, through the Debt Application Circular, directed recognized stock exchanges in India to put in necessary systems and infrastructure for the implementation of the Debt Application Circular and the Direct Online Application Mechanism infrastructure for the implementation of the Debt Application Circular and the Direct Online Application Mechanism. Please note that the Applicants will not have the option to apply for NCDs under the Tranche I Issue, through the direct online applications mechanism of the Stock Exchange. Please note that clarifications and/or confirmations regarding the implementation of the requisite infrastructure and facilities in relation to direct online applications and online payment facility have been sought from the Stock Exchange and the Stock Exchange has confirmed that the necessary infrastructure and facilities for the same have not been implemented by the Stock Exchange. Hence, the Direct Online Application facility will not be available for this Tranche I Issue.

### ***Applications through the ASBA process***

Applicants can submit their Applications through the ASBA process by submitting the Application Forms in physical mode to the SCSB with whom the ASBA Account is maintained or through the Members of the Syndicate or Trading Members (ASBA Applications through the Members of the Syndicate and Trading Members shall hereinafter be referred to as the “**Syndicate ASBA**”), prior to or on the Issue Closing Date. **ASBA Applications through the Members of the Syndicate and Trading Members is permitted only at the Syndicate ASBA Application Locations (Mumbai, Chennai, Kolkata, Delhi, Ahmedabad, Rajkot, Jaipur, Bangalore, Hyderabad, Pune, Vadodara and Surat).** Kindly note that Application Forms submitted by ASBA Applicants to Members of the Syndicate and the Trading Members at the Syndicate ASBA Application Locations will not be accepted if the SCSB with which the ASBA Account, as specified in the Application Form is maintained has not named at least one branch at that location for the Member of the Syndicate or the Trading Members to deposit the Application Form (A list of such branches is available at [http://www.sebi.gov.in/cms/sebi\\_data/attachdocs/1366178697250.html](http://www.sebi.gov.in/cms/sebi_data/attachdocs/1366178697250.html)). The Members of Syndicate and Trading Members shall accept ASBA Applications only at the Syndicate ASBA Application Locations and should ensure that they verify the details about the ASBA Account and relevant SCSB prior to accepting the Application Form.

Trading Members shall, upon receipt of physical Application Forms from ASBA Applicants, upload the details of these Application Forms to the online platform of the Stock Exchange and submit these Application Forms with the SCSB with whom the relevant ASBA Accounts are maintained in accordance with the Debt Application Circular.

An ASBA Applicant shall submit the Application Form, which shall be stamped at the relevant Designated Branch of the SCSB. Application Forms in physical mode, which shall be stamped, can also be submitted to be Members of the Syndicate and the Trading Members at the Syndicate ASBA Application Locations. The SCSB shall block an amount in the ASBA Account equal to the Application Amount specified in the Application Form.

Our Company, our directors, affiliates, associates and their respective directors and officers, Lead Managers and the Registrar shall not take any responsibility for acts, mistakes, errors, omissions and commissions etc. in relation to ASBA Applications accepted by SCSBs and Trading Members, Applications uploaded by SCSBs, Applications accepted but not uploaded by SCSBs or Applications accepted and uploaded without blocking funds in the ASBA Accounts. It shall be presumed that for Applications uploaded by SCSBs, the Application Amount has been blocked in the relevant ASBA Account. Further, all grievances against Trading Members in relation to the Tranche I Issue should be made by Applicants directly to the Stock Exchange.

***(i) Non- ASBA Applications for Allotment of the NCDs in dematerialised form***

Applicants may submit duly filled in Application Forms either in physical or downloaded Application Forms to the Members of the Syndicate or the Trading Members accompanied by account payee cheques/ demand drafts prior to or on the Issue Closing Date. The Members of the Syndicate and Trading Members shall, upload the non-ASBA Application on the online platforms of the Stock Exchange from 10:00 a.m. till 5.00 p.m. (Indian Standard Time) during the Issue Period, following which they shall acknowledge the uploading of the Application Form by stamping the acknowledgment slip with the date and time and returning it to the Applicant. This acknowledgment slip shall serve as the duplicate of the Application Form for the records of the Applicant and the Applicant should preserve this and should provide the same for any grievances relating to their Applications.

Upon uploading the Application on the online platform of the Stock Exchange, the Members of the Syndicate and Trading Members will submit the Application Forms, along with the relevant payment instruments (cheques or demand drafts) to the Escrow Collection Banks, which will realise the payment instrument, and send the Application details to the Registrar. The Members of the Syndicate/ Trading Members are requested to note that all Applicants are required to be banked with only the designated branches of Escrow Collection Banks, as mentioned in the Application Form. The Registrar shall match the Application details as received from the online platform of the Stock Exchange with the Application Amount details received from the Escrow Collection Banks for reconciliation of funds received from the Escrow Collection Banks. In case of discrepancies between the two data bases, the details received from the online platform of the Stock Exchange will prevail. Upon Allotment, the Registrar will credit the NCDs in the demat accounts of the successful Applicants as mentioned in the Application Form.

Please note that neither our Company, nor the Members of the Syndicate, nor the Registrar to the Issue shall be responsible for redressal of any grievances that Applicants may have in regard to the non-ASBA Applications made to the Trading Members, including, without limitation, relating to non-upload of the Applications data. All grievances against Trading Members in relation to the Tranche I Issue should be made by Applicants to the relevant Stock Exchange.

Members of the Syndicate or Trading Members are also required to ensure that the Applicants are competent to contract under the Indian Contract Act, 1872 including minors applying through guardians, at the time of acceptance of the Application Forms.

To supplement the foregoing, the mode and manner of Application and submission of Application Forms is illustrated in the following chart.

Mode of Application	To whom the Application Form has to be submitted
ASBA Applications	<ul style="list-style-type: none"> <li>i. to the Members of the Syndicate only at the Syndicate ASBA Application Locations; <b>or</b></li> <li>ii. to the Designated Branches of the SCSBs where the ASBA Account is maintained; <b>or</b></li> <li>iii. to Trading Members only at the Syndicate ASBA Application Locations.</li> </ul>
Non- ASBA Applications	<ul style="list-style-type: none"> <li>i. to the Members of the Syndicate; <b>or</b></li> <li>ii. to Trading Members.</li> </ul>

**Application Size**

Each Application should be for a minimum of 10 NCDs and in multiples of one NCD thereafter for all options of NCDs, (namely Option I, Option II, Option III, Option IV, Option V, Option VI, Option VII, Option VIII, Option IX, Option X and Option XI either taken individually or collectively).

## **APPLICATIONS BY VARIOUS APPLICANT CATEGORIES**

### **Applications by Mutual Funds**

A mutual fund scheme cannot invest more than 15.00% of its NAV in debt instruments issued by a single company which are rated not below investment grade by a credit rating agency authorised to carry out such activity. Such investment limit may be extended to 20.00% of the NAV of the scheme with the prior approval of the board of trustees and the board of asset management company.

A separate Application can be made in respect of each scheme of an Indian mutual fund registered with SEBI and such Applications shall not be treated as multiple Applications. Applications made by the AMCs or custodians of a Mutual Fund shall clearly indicate the name of the concerned scheme for which the Application is being made. An Application Form by a mutual fund registered with SEBI for Allotment of the NCDs must be also accompanied by certified true copies of (i) its SEBI registration certificates (ii) the trust deed in respect of such mutual fund (ii) a resolution authorising investment and containing operating instructions and (iii) specimen signatures of authorized signatories. Failing this, our Company reserves the right to accept or reject any Application from a Mutual Fund for Allotment of the NCDs in whole or in part, in either case, without assigning any reason therefor.

### **Application by Scheduled Banks, Co-operative Banks and RRBs**

Scheduled Banks, Co-operative Banks and RRBs can apply in this Tranche I Issue based upon their own investment limits and approvals. Applications by them for Allotment of the NCDs must be accompanied by certified true copies of (i) a board resolution authorising investments; and (ii) a letter of authorisation. Failing this, our Company reserves the right to accept or reject any Application for Allotment of the NCDs in whole or in part, in either case, without assigning any reason therefor.

### **Application by Insurance Companies**

In case of Applications for Allotment of the NCDs made by an Insurance Company, a certified copy of its certificate of registration issued by IRDA must be lodged along with Application Form. The Applications must be accompanied by certified copies of (i) its Memorandum and Articles of Association; (ii) a power of attorney (iii) a resolution authorising investment and containing operating instructions; and (iv) specimen signatures of authorized signatories. Failing this, our Company reserves the right to accept or reject any Application for Allotment of the NCDs in whole or in part, in either case, without assigning any reason therefor.

### **Applications by Alternative Investments Funds**

Applications made by an Alternative Investments Fund eligible to invest in accordance with the Securities and Exchange Board of India (Alternate Investment Funds) Regulations, 2012, must be accompanied by certified true copies of: (i) the SEBI registration certificate of such Alternative Investment Fund; (ii) a resolution authorising the investment and containing operating instructions; and (iii) specimen signatures of authorised persons. Failing this, our Company reserves the right to accept or reject any Applications for Allotment of the NCDs in whole or in part, in either case, without assigning any reason thereof. Alternative Investment Funds applying for Allotment of the NCDs shall at all time comply with the conditions for categories as per their SEBI registration certificate and the Securities and Exchange Board of India (Alternate Investment Funds) Regulations, 2012.

### **Applications by Trusts**

In case of Applications for Allotment of the NCDs made by trusts, settled under the Indian Trusts Act, 1882, or any other statutory and/or regulatory provision governing the settlement of trusts in India, Applicants must submit a (i) a certified copy of the registered instrument for creation of such trust; (ii) a power of attorney, if any, in favour of one or more trustees thereof; (iii) such other documents evidencing registration thereof under applicable statutory/regulatory requirements. Further, any trusts applying for NCDs pursuant to the Tranche I Issue must ensure that (a) they are authorised under applicable statutory/regulatory requirements and their constitution

instrument to hold and invest in debentures; (b) they have obtained all necessary approvals, consents or other authorisations, which may be required under applicable statutory and/or regulatory requirements to invest in debentures; and (c) Applications made by them do not exceed the investment limits or maximum number of NCDs that can be held by them under applicable statutory and or regulatory provisions. Failing this, our Company reserves the right to accept or reject any Applications for Allotment of the NCDs in whole or in part, in either case, without assigning any reason therefor.

**Applications by Public Financial Institutions or statutory corporations, which are authorized to invest in the NCDs**

Applications by Public Financial Institutions or statutory corporation for Allotment of the NCDs must be accompanied by certified true copies of: (i) any Act/rules under which such Applicant is incorporated; (ii) a resolution of the board of directors of such Applicant authorising investments; and (iii) specimen signature of authorized persons of such Applicant. Failing this, our Company reserves the right to accept or reject any Applications for Allotment of the NCDs in whole or in part, in either case, without assigning any reason therefor.

**Applications made by companies, bodies corporate and societies registered under the applicable laws in India**

Applications made by companies, bodies corporate and registered societies for Allotment of the NCDs must be accompanied by certified true copies of: (i) any Act/rules under which such Applicant is incorporated; (ii) a resolution of the board of directors of such Applicant authorising investments; and (iii) specimen signature of authorized persons of such Applicant. Failing this, our Company reserves the right to accept or reject any Applications for Allotment of the NCDs in whole or in part, in either case, without assigning any reason therefor.

**Indian scientific and/ or industrial research organizations, which are authorized to invest in the NCDs**

Applications by scientific and/ or industrial research organisations which are authorised to invest in the NCDs must be accompanied by certified true copies of: (i) any Act/rules under which such Applicant is incorporated; (ii) a resolution of the board of directors of such Applicant authorising investments; and (iii) specimen signature of authorized persons of such Applicant. Failing this, our Company reserves the right to accept or reject any Applications for Allotment of the NCDs in whole or in part, in either case, without assigning any reason therefor.

**Partnership firms formed under applicable Indian laws in the name of the partners and Limited Liability Partnerships formed and registered under the provisions of the Limited Liability Partnership Act, 2008**

Applications made by partnership firms and limited liability partnerships formed and registered under the Limited Liability Partnership Act, 2008 must be accompanied by certified true copies of: (i) the partnership deed for such Applicants; (ii) any documents evidencing registration of such Applicant thereof under applicable statutory/regulatory requirements; (iii) a resolution authorizing the investment and containing operating instructions; and (iv) specimen signature of authorized persons of such Applicant. Failing this, our Company reserves the right to accept or reject any Applications for Allotment of the NCDs in whole or in part, in either case, without assigning any reason therefor.

**Applications under a power of attorney by limited companies, corporate bodies and registered societies**

In case of Applications made pursuant to a power of attorney by Applicants from Category I, a certified copy of the power of attorney or the relevant resolution or authority, as the case may be, along with a certified copy of the memorandum of association and articles of association and/or bye laws must be lodged along with the Application Form. Failing this, our Company reserves the right to accept or reject any Application in whole or in part, in either case, without assigning any reason therefor.

In case of Applications made pursuant to a power of attorney by Applicants from Category II and Category III, a certified copy of the power of attorney must be lodged along with the Application Form.

In case of physical ASBA Applications made pursuant to a power of attorney, a certified copy of the power of attorney must be lodged along with the Application Form. Failing this, our Company, in consultation with the Lead Managers, reserves the right to reject such Applications.

**Our Company, in its absolute discretion, reserves the right to relax the above condition of attaching the power of attorney along with the Application Forms subject to such terms and conditions that our Company and the Lead Managers may deem fit.**

**Applications by provident funds, pension funds, superannuation funds and gratuity funds which are authorized to invest in the NCDs**

Applications by provident funds, pension funds, superannuation funds and gratuity funds which are authorised to invest in the NCDs, for Allotment of the NCDs must be accompanied by certified true copies of: (i) any Act/rules under which they are incorporated; (ii) a power of attorney, if any, in favour of one or more trustees thereof, (iii) a board resolution authorising investments; (iv) such other documents evidencing registration thereof under applicable statutory/regulatory requirements; (v) specimen signature of authorized person; (vi) a certified copy of the registered instrument for creation of such fund/trust; and (vii) any tax exemption certificate issued by Income Tax authorities. Failing this, our Company reserves the right to accept or reject any Applications for Allotment of the NCDs in whole or in part, in either case, without assigning any reason therefor.

**Applications by National Investment Funds**

Application made by a National Invest Fund for Allotment of the NCDs must be accompanied by certified true copies of: (i) a resolution authorising investment and containing operating instructions; and (ii) specimen signatures of authorized persons. Failing this, our Company reserves the right to accept or reject any Applications for Allotment of the NCDs in whole or in part, in either case, without assigning any reason therefor.

**Applications cannot be made by:**

- (a) Minors without a guardian name (A guardian may apply on behalf of a minor. However, the name of the guardian will need to be mentioned on the Application Form);
- (b) Foreign nationals;
- (c) Persons resident outside India;
- (d) Foreign Institutional Investors;
- (e) Non Resident Indians;
- (f) Qualified Foreign Investors;
- (g) Overseas Corporate Bodies;
- (h) Foreign Venture Capital Funds;
- (i) Persons ineligible to contract under applicable statutory/ regulatory requirements.

*In case of Applications for Allotment of the NCDs in dematerialised form, the Registrar shall verify the above on the basis of the records provided by the Depositories based on the DP ID and Client ID provided by the Applicants in the Application Form and uploaded onto the electronic system of the Stock Exchanges by the Members of the Syndicate or the Trading Members, as the case may be.*

**Payment instructions**

***Payment mechanism for ASBA Applicants***

An ASBA Applicant shall specify details of the ASBA Account Number in the Application Form and the relevant SCSB shall block an amount equivalent to the Application Amount in the ASBA Account specified in the Application Form. Upon receipt of an intimation from the Registrar to the Issue, the SCSBs shall, on the Designated Date, transfer such blocked amount from the ASBA Account to the Public Issue Account in terms of the Escrow Agreement. The balance amount remaining after the finalisation of the Basis of Allotment shall be unblocked by the SCSBs on the basis of the instructions issued in this regard by the Registrar to the respective SCSB within 12 (twelve) Working Days of the Issue Closing Date. The Application Amount shall remain blocked in the ASBA Account until transfer of the Application Amount to the Public Issue Account, or until withdrawal/ failure of the Tranche I Issue or until rejection of the ASBA Application, as the case may be.

***Payment mechanism for non ASBA Applicants***

We shall open Escrow Accounts with one or more Escrow Collection Banks in whose favour the Applicants

(except for ASBA Applicants) shall draw cheques or demand drafts. All Applicants would be required to pay the full Application Amount at the time of the submission of the Application Form. Cheques or demand drafts for the Application Amount received from Applicants would be deposited by the Members of the Syndicate and Trading Members, as the case may be, in the Escrow Accounts.

Details of the branches of the Escrow Collection Banks where the Application Forms along with cheques/ demand drafts submitted by a non-ASBA Applicants shall be deposited by the Members of the Syndicate and Trading Members are available on the website of the Lead Managers at [www.edelweissfin.com](http://www.edelweissfin.com) and [www.akcapindia.com](http://www.akcapindia.com). A link to the said web pages shall also be available on the website of BSE at [www.bseindia.com](http://www.bseindia.com). A link shall also be provided to the above mentioned websites in the Application Form as well.

Each Applicant (except for ASBA Applicants) shall draw a cheque or demand draft for the Application Amount as per the following terms:

- a) The payment instruments from the Applicants shall be payable into the Escrow Account drawn in favour of “Escrow Account Muthoot Finance NCD Public Issue”.
- b) Payments should be made by cheque, or a demand draft drawn on any bank (including a co-operative bank), which is situated at, and is a member of or sub-member of the bankers’ clearing house located at the centre where the Application Form is submitted. Outstation cheques/bank drafts drawn on banks not participating in the clearing process will not be accepted and Applications accompanied by such cheques or bank drafts are liable to be rejected.
- c) The monies deposited in the Escrow Account will be held for the benefit of the Applicants until the Designated Date.
- d) On the Designated Date, the Escrow Collection Banks shall transfer the funds from the Escrow Account as per the terms of the Escrow Agreement and this Tranche I Prospectus into the Public Issue Account. The Escrow Collection Bank shall also, upon receipt of instructions from the Lead Managers and the Registrar, transfer all amounts payable to Applicants, who have not been allotted NCDs to the Refund Accounts.

Applications accompanied by non-CTS cheques are liable to be rejected, if the non-CTS cheque is not cleared within 6 working days of the closure of the Tranche I Issue.

**Please note that Applicants from Category I can also pay Application Amounts through the RTGS mechanism.**

Applicants should note that the escrow mechanism is not prescribed by SEBI and has been established as an arrangement between our Company, the Lead Managers, the Escrow Collection Banks and the Registrar to facilitate collections from the Applicants.

Please note that Applications accompanied by Application Amounts in cash/ stock invest/ money orders/ postal orders will not be accepted.

The Escrow Collection Banks will act in terms of this Tranche I Prospectus and the Escrow Agreement. The Escrow Collection Banks shall not exercise any lien whatsoever over the monies deposited therein. It is mandatory for our Company to keep the proceeds of the Tranche I Issue in an escrow account until the documents for creation of security as stated in this Tranche I Prospectus are executed.

On the Designated Date, the Escrow Collection Banks shall transfer the funds represented by Allotment of NCDs (other than in respect of Allotment to successful ASBA Applicants) from the Escrow Account, as per the terms of the Escrow Agreement, into the Public Issue Account(s) provided that our Company will have access to such funds only after receipt of minimum subscription which is 75% of the Base Issue before the Issue Closing Date, receipt of final listing and trading approval from the Stock Exchange and execution of the Debenture Trust Deed.

#### **Additional information for Applicants**

1. Application Forms submitted by Applicants whose beneficiary accounts are inactive shall be rejected.
2. For ASBA Applicants, no separate receipts will be issued for the money blocked on the submission of Application Form. However, the collection centre of the Members of the Syndicate or the SCSB or the Trading Member, as the case may be, will acknowledge the receipt of the Application Forms by stamping and returning to the Applicant the acknowledgement slip. This acknowledgement slip will serve as the duplicate of the Application Form for the records of the Applicant.
3. Applications should be submitted on the Application Form only. In the event that physical Application Forms do not bear the stamp of the Members of the Syndicate/ Trading Member or the relevant Designated Branch, they are liable to be rejected.
4. Application Forms submitted by Applicants shall be for allotment of NCDs only in dematerialized form.

**Applicants are advised not to submit Application Forms to Escrow Collection Banks and the same will be rejected in such cases and the Applicants will not be entitled to any compensation whatsoever.**

### **Filing of the Shelf Prospectus and Tranche Prospectus with ROC**

A copy of the Shelf Prospectus and the Tranche I Prospectus has been filed with the ROC in accordance with section 26 and section 31 of the Companies Act, 2013.

### **Pre-Issue Advertisement**

Our Company will issue a statutory advertisement on or before the Issue Opening Date. This advertisement will contain the information as prescribed under the SEBI Debt Regulations and Section 30 of the Companies Act, 2013. Material updates, if any, between the date of filing of this Tranche I Prospectus with the ROC and the date of release of this statutory advertisement will be included in the statutory advertisement.

### **Instructions for completing the Application Form**

- (a) Applications must be made in the prescribed Application Form.
- (b) Application Forms are to be completed in full, in BLOCK LETTERS in ENGLISH and in accordance with the instructions contained in the Shelf Prospectus, the Tranche I Prospectus and the Application Form. Incomplete Application Forms are liable to be rejected. Applicants should note that the Members of the Syndicate, or the Trading Members, as appropriate, will not be liable for errors in data entry due to incomplete or illegible Application Forms.
- (c) Applications are required to be for a minimum of such NCDs and in multiples of such NCDs thereafter as specified in this Tranche I Prospectus.
- (d) Thumb impressions and signatures other than in the languages specified in the Eighth Schedule in the Constitution of India must be attested by a Magistrate or a Notary Public or a Special Executive Magistrate under official seal.
- (e) Applications should be in single or joint names and not exceeding three names, and in the same order as their Depository Participant details and Applications should be made by Karta in case the Applicant is an HUF.
- (f) Applicants applying for Allotment must provide details of valid and active DP ID, Client ID and PAN clearly and without error. On the basis of such Applicant's active DP ID, Client ID and PAN provided in the Application Form, and as entered into the electronic Application system of the Stock Exchange by SCSBs, the Members of the Syndicate at the Syndicate ASBA Application Locations and the Trading Members, as the case may be, the Registrar will obtain from the Depository the Demographic Details. Invalid accounts, suspended accounts or where such account is classified as invalid or suspended may not be considered for Allotment of the NCDs.
- (g) ASBA Applicants must ensure that their Application Forms are:

- (i) made in a single name; and
- (ii) completed in full, in BLOCK LETTERS in ENGLISH and in accordance with the instructions contained in the Shelf Prospectus, the Tranche I Prospectus and in the Application Form.
- (h) If the ASBA Account holder is different from the ASBA Applicant, the Application Form should be signed by the ASBA Account holder also, in accordance with the instructions provided in the Application Form.
- (i) All Applicants are required to tick the relevant column in the “Category of Investor” box in the Application Form.
- (j) Applications for all the Options of the NCDs may be made in a single Application Form only.
- (k) All Applicants are required to tick the relevant box of the “Mode of Application” in the Application Form, choosing either the ASBA or Non-ASBA mechanism.

#### **Applicants’ PAN, Depository Account and Bank Account Details**

**ALL APPLICANTS APPLYING FOR ALLOTMENT OF THE NCDs SHOULD MENTION THEIR DP ID, CLIENT ID AND PAN IN THE APPLICATION FORM. APPLICANTS MUST ENSURE THAT THE DP ID, CLIENT ID AND PAN GIVEN IN THE APPLICATION FORM IS EXACTLY THE SAME AS THE DP ID, CLIENT ID AND PAN AVAILABLE IN THE DEPOSITORY DATABASE. IF THE BENEFICIARY ACCOUNT IS HELD IN JOINT NAMES, THE APPLICATION FORM SHOULD CONTAIN THE NAME AND PAN OF BOTH THE HOLDERS OF THE BENEFICIARY ACCOUNT AND SIGNATURES OF BOTH HOLDERS WOULD BE REQUIRED IN THE APPLICATION FORM.**

**On the basis of the DP ID, Client ID and PAN provided by them in the Application Form, the Registrar will obtain from the Depository the Demographic Details of the Applicants including PAN and MICR code. These Demographic Details would be used for giving Allotment Advice and refunds (for non-ASBA Applicants), if any, to the Applicants. Hence, Applicants are advised to immediately update their Demographic Details (including bank account details) as appearing on the records of the Depository Participant and ensure that they are true and correct. Please note that failure to do so could result in delays in despatch/ credit of refunds to Applicants, delivery of Allotment Advice or unblocking of ASBA Accounts at the Applicants’ sole risk, and neither the Members of the Syndicate nor the Trading Members, nor the Registrar, nor the Escrow Collection Banks, nor the SCSBs, nor our Company shall have any responsibility and undertake any liability for the same.**

**Applicants should note that in case the DP ID, Client ID and PAN mentioned in the Application Form, as the case may be and entered into the electronic Application system of the Stock Exchanges by the Members of the Syndicate, the Trading Members or the SCSBs, as the case may be, do not match with the DP ID, Client ID and PAN available in the Depository database or in case PAN is not available in the Depository database, the Application Form is liable to be rejected and our Company, and the Members of the Syndicate shall not be liable for losses, if any.**

These Demographic Details would be used for all correspondence with the Applicants including mailing of the Allotment Advice and printing of bank particulars on the refund orders or for refunds through electronic transfer of funds, as applicable. The Demographic Details given by Applicants in the Application Form would not be used for any other purpose by the Registrar except in relation to the Tranche I Issue.

By signing the Application Form, Applicants applying for the NCDs would be deemed to have authorised the Depositories to provide, upon request, to the Registrar, the required Demographic Details as available on its records.

Refund orders/ Allotment Advice would be mailed by speed post or registered post at the address of the Applicants as per the Demographic Details received from the Depositories. Applicants may note that delivery of refund orders/ Allotment Advice may get delayed if the same once sent to the address obtained from the Depositories are returned undelivered. In such an event, the address and other details given by the Applicant

(other than ASBA Applicants) in the Application Form would be used only to ensure dispatch of refund orders. Further, please note that any such delay shall be at such Applicants' sole risk and neither our Company, Escrow Collection Banks, Registrar nor the Lead Managers shall be liable to compensate the Applicant for any losses caused to the Applicants due to any such delay or liable to pay any interest for such delay. In case of refunds through electronic modes as detailed in this Tranche I Prospectus, refunds may be delayed if bank particulars obtained from the Depository Participant are incorrect.

In case of Applications made under powers of attorney, our Company in its absolute discretion, reserves the right to permit the holder of a power of attorney to request the Registrar that for the purpose of printing particulars on the refund order and mailing of the refund orders/Allotment Advice through speed post or registered post, the Demographic Details obtained from the Depository of the Applicant shall be used.

With effect from August 16, 2010, the beneficiary accounts of Applicants for whom PAN details have not been verified shall be suspended for credit and no credit of Bonds pursuant to the Tranche I Issue will be made into the accounts of the Applicants. Application Forms submitted by Applicants whose beneficiary accounts are inactive shall be rejected. Furthermore, in case no corresponding record is available with the Depositories, which matches the three parameters, namely, DP ID, Client ID and PAN, then such Applications are liable to be rejected.

### **Electronic registration of Applications**

- (a) The Members of the Syndicate, SCSBs and Trading Members will register the Applications using the on-line facilities of Stock Exchange. The Lead Managers, our Company, and the Registrar are not responsible for any acts, mistakes or errors or omission and commissions in relation to (i) the Applications accepted by the SCSBs and Trading Members, (ii) the Applications uploaded by the SCSBs and the Trading Members, (iii) the Applications accepted but not uploaded by the SCSBs or the Trading Members, (iv) with respect to ASBA Applications accepted and uploaded by the SCSBs without blocking funds in the ASBA Accounts or (iv) with respect to ASBA Applications accepted and uploaded by Members of the Syndicate at the Syndicate ASBA Application Locations for which the Application Amounts are not blocked by the SCSBs.
- (b) The Stock Exchange will offer an electronic facility for registering Applications for the Tranche I Issue. This facility will be available on the terminals of Members of the Syndicate, Trading Members and the SCSBs during the Issue Period. On the Issue Closing Date, the Members of the Syndicate, Trading Members and the Designated Branches of the SCSBs shall upload the Applications till such time as may be permitted by the Stock Exchange. This information will be available with the Members of the Syndicate, Trading Members and the Designated Branches of the SCSBs on a regular basis. Applicants are cautioned that a high inflow of high volumes on the last day of the Issue Period may lead to some Applications received on the last day not being uploaded and such Applications will not be considered for allocation.
- (c) Based on the aggregate demand for Applications registered on the electronic facilities of the Stock Exchange, a graphical representation of consolidated demand for the NCDs, as available on the websites of the Stock Exchange, would be made available at the Application centres as provided in the Application Form during the Issue Period.
- (d) At the time of registering each Application, SCSBs, the Members of the Syndicate and Trading Members, as the case may be, shall enter the details of the Applicant, such as the Application Form number, PAN, Applicant category, DP ID, Client ID, number and Option(s) of NCDs applied, Application Amounts, details of payment instruments (for non – ASBA Applications) and any other details that may be prescribed by the online uploading platform of the Stock Exchange.
- (e) A system generated TRS will be given to the Applicant as a proof of the registration of his Application. It is the Applicant's responsibility to obtain the TRS from the SCSBs, Members of the Syndicate or the Trading Members, as the case may be. The registration of the Applications by the SCSBs, Members of the Syndicate or Trading Members does not guarantee that the NCDs shall be allocated/ Allotted by our Company. Such TRS will be non-negotiable and by itself will not create any obligation of any kind.
- (f) The permission given by the Stock Exchange to use their network and software of the online system

should not in any way be deemed or construed to mean that the compliance with various statutory and other requirements by our Company, and/or the Lead Managers are cleared or approved by the Stock Exchange; nor does it in any manner warrant, certify or endorse the correctness or completeness of any of the compliance with the statutory and other requirements nor does it take any responsibility for the financial or other soundness of our Company, the management or any scheme or project of our Company; nor does it in any manner warrant, certify or endorse the correctness or completeness of any of the contents of this Tranche I Prospectus; nor does it warrant that the NCDs will be listed or will continue to be listed on the Stock Exchange.

- (g) In case of apparent data entry error by either the Members of the Syndicate or the Trading Members, in entering the Application Form number in their respective schedules, other things remaining unchanged, the Application Form may be considered as valid and such exceptions may be recorded in minutes of the meeting submitted to the Designated Stock Exchange.
- (h) Only Applications that are uploaded on the online system of the Stock Exchange shall be considered for Allotment. The Members of the Syndicate, Trading Members and the Designated Branches of the SCSBs shall capture all data relevant for the purposes of finalizing the Basis of Allotment while uploading Application data in the electronic systems of the Stock Exchange. In order that the data so captured is accurate the Members of the Syndicate, Trading Members and the Designated Branches of the SCSBs will be given up to one Working Day after the Issue Closing Date to modify/ verify certain selected fields uploaded in the online system during the Issue Period after which the data will be sent to the Registrar for reconciliation with the data available with the NSDL and CDSL.

## **General Instructions**

### ***Do's***

- **Check if you are eligible to apply as per the terms of the Draft Shelf Prospectus, the Shelf Prospectus, the Tranche I Prospectus and applicable law;**
- **Read all the instructions carefully and complete the Application Form;**
- Ensure that the details about Depository Participant and beneficiary account are correct and the beneficiary account is active;
- Applications are required to be in single or joint names (not more than three);
- In case of an HUF applying through its Karta, the Applicant is required to specify the name of an Applicant in the Application Form as 'XYZ Hindu Undivided Family applying through PQR', where PQR is the name of the Karta;
- Ensure that Applications are submitted to the Members of the Syndicate, Trading Members or the Designated Branches of the SCSBs, as the case may be, before the closure of application hours on the Issue Closing Date;
- Ensure that the Application Forms (for non-ASBA Applicants) are submitted at the collection centres provided in the Application Forms, bearing the stamp of a Member of the Syndicate or a Trading Members of the Stock Exchange, as the case may be;
- Information provided by the Applicants in the Application Form will be uploaded on to the online platform of the Stock Exchange by the Members of the Syndicate and Trading Members, as the case may be, and the electronic data will be used to make allocation/ Allotment. The Applicants should ensure that the details are correct and legible;
- Ensure that the Applicant's names (for Applications for the NCDs in dematerialised form) given in the Application Form is exactly the same as the names in which the beneficiary account is held with the Depository Participant. In case the Application Form is submitted in joint names, ensure that the beneficiary account is also held in same joint names and such names are in the same sequence in which they appear in the Application Form;

- Ensure that you have funds equal to or more than the Application Amount in your ASBA Account before submitting the Application Form for ASBA Applications;
- Ensure that you mention your PAN in the Application Form. In case of joint applicants, the PAN of all the Applicants should be provided, and for HUFs, PAN of the HUF should be provided. Any Application Form without the PAN is liable to be rejected. Applicants should not submit the GIR Number instead of the PAN as the Application is liable to be rejected on this ground;

Except for Application (i) on behalf of the Central or State Government and officials appointed by the courts, and (ii) (subject to the circular dated April 3, 2008 issued by SEBI) from the residents of the state of Sikkim, each of the Applicants should provide their PAN. Application Forms in which the PAN is not provided will be rejected. The exemption for the Central or State Government and officials appointed by the courts and for investors residing in the State of Sikkim is subject to (a) the Demographic Details received from the respective depositories confirming the exemption granted to the beneficiary owner by a suitable description in the PAN field and the beneficiary account remaining in “active status”; and (b) in the case of residents of Sikkim, the address as per the demographic details evidencing the same.

- Ensure that the Demographic Details as provided in the Application Form are updated, true and correct in all respects;
- Ensure that you request for and receive a TRS for all your Applications and an acknowledgement as a proof of having been accepted;
- Ensure that you have obtained all necessary approvals from the relevant statutory and/or regulatory authorities to apply for, subscribe to and/or seek Allotment of the NCDs;
- Ensure that signatures other than in the languages specified in the Eighth Schedule to the Constitution of India is attested by a Magistrate or a Notary Public or a Special Executive Magistrate under official seal;
- Ensure that your Application Form bears the stamp of the relevant SCSB, Trading Members or the Members of the Syndicate to whom the Application is submitted;
- In the event that you are submitting an Application Form to a Trading Member, ensure that he is located in a town/ city that has a designated branch of the Escrow Collection Banks (a list of such locations are available on the websites of Stock Exchange, the Company and Lead Managers, a link for the same being available in the Application Form);
- Ensure that you receive a TRS from a designated branch of an SCSB, a Trading Member or from the Members of the Syndicate, as the case may be, for the submission and upload of your Application Form into the electronic platform of the Stock Exchange;
- **Applicants (other than ASBA Applicants) are requested to write the sole/ first Applicant’s name, his phone number and the Application number on the reverse of the instruments by which the payments are made;**
- All Applicants are requested to tick the relevant column “Category of Investor” in the Application Form; and
- Tick the Option of NCDs in the Application Form that you wish to apply for.

#### ***Don’ts***

- Do not apply for lower than the minimum Application size;
- Do not pay the Application amount in cash, by money order, postal order, stock invest;
- Do not send the Application Forms by post; instead submit the same to the Members of the Syndicate and Trading Members (as the case may be) only;

- Do not submit the GIR number instead of the PAN as the Application is liable to be rejected on this ground;
- Do not submit incorrect details of the DP ID, Client ID and PAN or provide details for a beneficiary account which is suspended or for which details cannot be verified by the Registrar;
- Do not fill up the Application Form such that the NCDs applied for exceeds the Issue Size and/or investment limit or maximum number of NCDs that can be held under the applicable laws or regulations or maximum amount permissible under the applicable regulations;
- Do not submit Applications on plain paper or on incomplete or illegible Application Forms;
- Do not submit an Application in case you are not eligible to acquire the NCDs under applicable law or your relevant constitutional documents or otherwise;
- Do not submit the Application Forms without the Application Amount; and
- Do not apply if you are not competent to contract under the Indian Contract Act, 1872.

### **Additional instructions specific for ASBA Applicants**

#### ***Do's***

- Before submitting the physical Application Form with the Member of the Syndicate at the Syndicate ASBA Application Locations ensure that the SCSB, whose name has been filled in the Application Form, has named a branch in that centre;
- For ASBA Applicants applying through Syndicate ASBA, ensure that your Application Form is submitted to the Members of the Syndicate at the Syndicate ASBA Application Locations and not to the Escrow Collection Banks (assuming that such bank is not a SCSB), to our Company, the Registrar or Trading Members;
- For ASBA Applicants applying through the SCSBs, ensure that your Application Form is submitted at a Designated Branch of the SCSB where the ASBA Account is maintained, and not to the Escrow Collection Banks (assuming that such bank is not a SCSB), to our Company, the Registrar or the Members of the Syndicate or Trading Members;
- Ensure that the Application Form is signed by the ASBA Account holder in case the ASBA Applicant is not the account holder;
- Ensure that you have mentioned the correct ASBA Account number in the Application Form;
- Ensure that you have funds equal to the Application Amount in the ASBA Account before submitting the Application Form to the respective Designated Branch, or to the Members of the Syndicate at the Syndicate ASBA Application Locations, or to the Trading Members, as the case may be;
- Ensure that you have correctly ticked, provided or checked the authorisation box in the Application Form, or have otherwise provided an authorisation to the SCSB *via* the electronic mode, for the Designated Branch to block funds in the ASBA Account equivalent to the Application Amount mentioned in the Application Form; and
- Ensure that you receive an acknowledgement from the Designated Branch or the concerned member of the Syndicate, or the Trading Member, as the case may be, for the submission of the Application Form.

#### ***Don'ts***

- Do not make payment of the Application Amounts in any mode other than through blocking of the Application Amounts in the ASBA Accounts shall not be accepted under the ASBA process;

- Do not submit the Application Form with a Member of the Syndicate at a location other than the Syndicate ASBA Application Locations;
- Do not submit non-ASBA Application Forms to any of the collection centres of the Escrow Collection Banks or to the Registrar or directly to the Company;
- Do not send your physical Application Form by post. Instead submit the same with a Designated Branch or a member of the Syndicate at the Syndicate ASBA Application Locations, or a Trading Member, as the case may be; and
- Do not submit more than five Application Forms per ASBA Account.

The Members of the Syndicate and the Trading Members of the Stock Exchange shall ensure they shall accept Application Forms only in such cities/ towns where the designated branches of the Escrow Collection Banks are available. Details of the branches of the Escrow Banks where the Application Form along with the cheque/ demand draft submitted by a Non ASBA applicant shall be deposited by the Members of the Syndicate and Trading Members are available on the website of the Lead Managers at [www.edelweissfin.com](http://www.edelweissfin.com) and [www.akcapindia.com](http://www.akcapindia.com). A link to the said web pages shall also be available on the website of BSE at [www.bseindia.com](http://www.bseindia.com). A link shall also be provided to the above mentioned websites in the Application Forms as well.

### **Submission of Application Forms**

For details in relation to the manner of submission of Application Forms, see the section titled “*Issue Procedure – Methods of Application*” at page 68 of this Tranche I Prospectus.

## **OTHER INSTRUCTIONS**

### **Joint Applications**

Applications may be made in single or joint names (not exceeding three). In the case of joint Applications, all payments will be made out in favour of the first Applicant. All communications will be addressed to the first named Applicant whose name appears in the Application Form and at the address mentioned therein.

### **Additional/ Multiple Applications**

An Applicant is allowed to make one or more Applications for the NCDs for the same or other Options of NCDs, subject to a minimum Application size of ₹ 10,000.00 and in multiples of ₹ 1,000.00 thereafter (for all options of NCDs, namely Option I, Option II, Option III, Option IV, Option V, Option VI, Option VII, Option VIII, Option IX, Option X and Option XI either taken individually or collectively), for each Application. Any Application for an amount below the aforesaid minimum Application size will be deemed as an invalid Application and shall be rejected. However, any Application made by any person in his individual capacity and an Application made by such person in his capacity as a Karta of an HUF and/or as joint Applicant (second or third applicant), shall not be deemed to be multiple Applications.

### **Depository Arrangements**

We have made depository arrangements with NSDL and CDSL for issue and holding of the NCDs in dematerialised form. In this context:

- Tripartite Agreements dated December 8, 2010 and August 25, 2006, between us, the Registrar and CDSL and NSDL, respectively have been executed, for offering depository option to the Applicants.
- It may be noted that NCDs in electronic form can be traded only on stock exchanges having electronic connectivity with NSDL or CDSL. The Stock Exchanges have connectivity with NSDL and CDSL.
- Interest or other benefits with respect to the NCDs held in dematerialised form would be paid to those NCD holders whose names appear on the list of beneficial owners given by the Depositories to us as on Record Date. In case of those NCDs for which the beneficial owner is not identified by the Depository as on the Record Date/ book closure date, we would keep in abeyance the payment of interest or other benefits, till

such time that the beneficial owner is identified by the Depository and conveyed to us, whereupon the interest or benefits will be paid to the beneficiaries, as identified, within a period of 30 days.

(iv) The trading of the NCDs shall be in dematerialized form only.

For further information relating to Applications for Allotment of the NCDs in dematerialised form, see the sections titled “*Issue Procedure – Methods of Application*” and “*Issue Procedure – General Instructions*” at pages 68 and 77 of this Tranche I Prospectus respectively.

## **Communications**

All future communications in connection with Applications made in the Tranche I Issue should be addressed to the Registrar quoting all relevant details as regards the Applicant and its Application.

Applicants can contact our Compliance Officer as well as the contact persons of our Company/ Lead Managers or the Registrar in case of any Pre-Issue related problems. In case of Post-Issue related problems such as non-receipt of Allotment Advice/ credit of NCDs in depository’s beneficiary account/ refund orders, etc., applicants may contact our Compliance Officer as well as the contact persons of our Company/Lead Managers or Registrar. Please note that Applicants who have applied for the NCDs through Trading Members should contact the Stock Exchange in case of any Post-Issue related problems, such as non-receipt of Allotment Advice / credit of NCDs in depository’s beneficiary account/ refund orders, etc.

## **Rejection of Applications**

The Board of Directors and/or any committee of our Company reserves its full, unqualified and absolute right to accept or reject any Application in whole or in part and in either case without assigning any reason thereof.

***Application may be rejected on one or more technical grounds, including but not restricted to:***

- Number of NCDs applied for being less than the minimum Application size;
- Applications not being signed by the sole/joint Applicants;
- Applications submitted without payment of the Application Amount;
- Investor Category in the Application Form not being ticked;
- Bank account details not provided in the Application Form;
- Applications by persons not competent to contract under the Indian Contract Act, 1872 including a minor without the name of a guardian;
- Applications by stock invest or accompanied by cash/money order/postal order;
- For ASBA Applications, where an authorization to the SCSB for blocking funds in the ASBA Account has not been provided;
- Applications uploaded after the expiry of the allocated time on the Issue Closing Date, unless extended by the Stock Exchange, as applicable;
- ASBA Applications submitted to the Members of Syndicate or Trading Members at locations other than the Syndicate ASBA Application Locations or at a Designated Branch of a SCSB where the ASBA Account is not maintained, and ASBA Applications submitted directly to an Escrow Collecting Bank (assuming that such bank is not a SCSB), to our Company or the Registrar;
- Applications made without mentioning the PAN of the Applicant, except for Applications by or on behalf of the Central or State Government and the officials appointed by the courts and by investors residing in the State of Sikkim, provided such claims have been verified by the Depository Participants;
- GIR number mentioned in the Application Form instead of PAN;
- Applications for amounts greater than the maximum permissible amounts prescribed by applicable regulations;
- Applications by persons/entities who have been debarred from accessing the capital markets by SEBI;
- Applications by any persons outside India;
- For all Applications for Allotment the, DP ID, Client ID and PAN mentioned in the Application Form do not match with the Depository Participant ID, Client ID and PAN available in the records with the depositories;
- Applications by persons who are not eligible to acquire the NCDs in terms of applicable laws, rules, regulations, guidelines and approvals;
- Application Forms from ASBA Applicants not being signed by the ASBA Account holder, if the account

holder is different from the Applicant;

- Applications for an amount below the minimum Application size;
- ASBA Applications not having details of the ASBA Account to be blocked;
- With respect to ASBA Applications, inadequate funds in the ASBA Account to enable the SCSB to block the Application Amount specified in the Application Form at the time of blocking such Application Amount in the ASBA Account or no confirmation is received from the SCSB for blocking of funds;
- Applications where clear funds are not available in Escrow Accounts as per final certificates from Escrow Collection Banks;
- Applications by persons prohibited from buying, selling or dealing in shares, directly or indirectly, by SEBI or any other regulatory authority;
- Applications by Applicants seeking Allotment in dematerialised form whose demat accounts have been 'suspended for credit' pursuant to the circular issued by SEBI on July 29, 2010 bearing number CIR/MRD/DP/22/2010;
- Non- ASBA Applications accompanied by more than one payment instrument;
- Applications not uploaded on the terminals of the Stock Exchange;
- Applications providing an inoperative demat account number;
- In case of Applications under power of attorney or by limited companies, corporate, trust etc., relevant documents are not submitted along with the Application Form;
- Applications (except for ASBA Applications) where clear funds are not available in Escrow Accounts as per final certificates from the Escrow Collection Banks;
- With respect to ASBA Applications, the ASBA Account not having credit balance to meet the Application Amounts or no confirmation is received from the SCSB for blocking of funds;
- Applications not uploaded on the terminals of the BSE;

For further instructions regarding Application for the NCDs, Applicants are requested to read the Application Form.

#### **Allotment Advice/ Refund Orders**

In case of Applications other than those made through the ASBA process, the unutilised portion of the Application Amounts will be refunded to the Applicant within 12 (twelve) Working Days of the Issue Closing Date through any of the following modes:

- i. **Direct Credit** – Applicants having bank accounts with the Bankers to the Issue shall be eligible to receive refunds through direct credit. Charges, if any, levied by the relevant bank(s) for the same would be borne by us.
- ii. **NACH** – Payment of refund would be done through NACH for Applicants having an account at any of the centres where such facility has been made available. This mode of payment of refunds would be subject to availability of complete bank account details including the MICR code as available from the Depositories. The payment of refunds through this mode will be done for Applicants having a bank account at any centre where NACH facility has been made available (subject to availability of all information for crediting the refund through NACH).
- iii. **NEFT** – Payment of refund shall be undertaken through NEFT wherever the Applicant's bank has been assigned the Indian Financial System Code ("**IFSC**"), which can be linked to a MICR, allotted to that particular bank branch. IFSC Code will be obtained from the website of RBI as on a date immediately prior to the date of payment of refund, duly mapped with MICR numbers. In case of online payment or wherever the Investors have registered their nine digit MICR number and their bank account number with the depository participant while opening and operating the demat account, the MICR number and their bank account number will be duly mapped with the IFSC Code of that particular bank branch and the payment of refund will be made to the Investors through this method.
- iv. **RTGS** – If the refund amount exceeds ₹ 200,000, Applicants have the option to receive refund through RTGS. Charges, if any, levied by the refund bank(s) for the same would be borne by us. Charges, if any, levied by the Applicant's bank receiving the credit would be borne by the Applicant.
- v. For all other Applicants (not being ASBA Applicants), refund orders will be despatched through speed post/ registered post. Such refunds will be made by cheques, pay orders or demand drafts drawn in

favour of the sole/ first Applicants and payable at par.

In the case of Applicants other than ASBA Applicants, applying for the NCDs in dematerialised form, the Registrar will obtain from the Depositories the Applicant's bank account details, including the MICR code, on the basis of the DP ID, Client ID and PAN provided by the Applicants in their Application Forms. Accordingly, Applicants are advised to immediately update their details as appearing on the records of their Depository Participants. Failure to do so may result in delays in dispatch of refund orders or refunds through electronic transfer of funds, as applicable, and any such delay will be at the Applicant's sole risk and neither our Company, the Registrar, the Escrow Collection Banks, or the Members of the Syndicate, will be liable to compensate the Applicants for any losses caused to them due to any such delay, or liable to pay any interest for such delay.

In case of ASBA Applicants, the Registrar shall instruct the relevant SCSB to unblock the funds in the relevant ASBA Account to the extent of the Application Amount specified in the Application Forms for withdrawn, rejected or unsuccessful or partially successful ASBA Applications within 12 (twelve) Working Days of the Issue Closing Date.

Our Company and the Registrar shall credit the allotted NCDs to the respective beneficiary accounts/ despatch the Letters of Allotment or letters of regret/ Refund Orders by registered post/speed post at the Applicant's sole risk, within 12 Working Days from the Issue Closing Date. We may enter into an arrangement with one or more banks in one or more cities for refund to the account of the applicants through Direct Credit/RTGS/NEFT.

Further,

- (a) Allotment of NCDs in this Tranche I Issue shall be made within a time period of 12 Working Days from the Issue Closing Date;
- (b) Credit to dematerialised accounts will be given within two Working Days from the Date of Allotment;
- (c) Interest at a rate of 15% per annum will be paid if the Allotment has not been made and/or the refund orders have not been dispatched to the Applicants within 12 Working Days from the Issue Closing Date, for the delay beyond 12 Working Days; and
- (d) Our Company will provide adequate funds to the Registrar for this purpose.

#### **Retention of oversubscription**

Our Company shall have the option to retain oversubscription up to the Shelf Limit of ₹ 14,000 million.

#### **Basis of Allotment**

The Registrar will aggregate the applications based on the applications received through an electronic book from the stock exchanges and determine the valid applications for the purpose of drawing the basis of allocation.

#### **Grouping of Applications and allocation ratio**

For the purposes of the basis of allotment of Secured NCDs:

- A. Applications received from Category I Applicants: Applications received from Applicants belonging to Category I shall be grouped together, ("**Institutional Portion**");
- B. Applications received from Category II Applicants: Applications received from Applicants belonging to Category II, shall be grouped together, ("**Non-Institutional Portion**").
- C. Applications received from Category III Applicants: Applications received from Applicants belonging to Category III shall be grouped together, ("**Individual Category Portion**").

For the purposes of the basis of allotment of Unsecured NCDs:

- A. Applications received from Category I Applicants: Applications received from Applicants belonging to Category I shall be grouped together, (“**Institutional Portion**”);
- B. Applications received from Category II Applicants: Applications received from Applicants belonging to Category II, shall be grouped together, (“**Non-Institutional Portion**”).
- C. Applications received from Category III Applicants: Applications received from Applicants belonging to Category III shall be grouped together, (“**Individual Category Portion**”).

For removal of doubt, the terms “**Institutional Portion**”, “**Non-Institutional Portion**” and “**Individual Category Portion**” are individually referred to as “**Portion**” and collectively referred to as “**Portions**”.

For the purposes of determining the number of Secured NCDs and Unsecured NCDs available for allocation to each of the abovementioned Portions, our Company shall have the discretion of determining the number of Secured NCDs and Unsecured NCDs to be allotted over and above the Base Issue, in case our Company opts to retain any oversubscription in this Tranche I Issue upto ₹ 14,000 million for both Secured NCDs and Unsecured NCDs. The aggregate value of the Secured NCDs and Unsecured NCDs decided to be allotted over and above the Base Issue, (in case our Company opts to retain any oversubscription in this Tranche I Issue), and/or the aggregate value of NCDs upto the Base Issue Size shall be collectively termed as the “**Overall Tranche I Issue Size**”.

#### **Basis of Allotment for Secured NCDs**

Allocation Ratio:

Institutional Portion	Non-Institutional Portion	Individual Category Portion
20%	10%	70%

- (a) Allotments in the first instance:
  - (i) Applicants belonging to the Institutional Portion, in the first instance, will be allocated Secured NCDs upto 20% of Overall Tranche I Issue Size on first come first serve basis which would be determined on the date of upload of their Applications in to the electronic platform of the Stock Exchange;
  - (ii) Applicants belonging to the Non-Institutional Portion, in the first instance, will be allocated Secured NCDs upto 10% of Overall Tranche I Issue Size on first come first serve basis which would be determined on the date of upload of their Applications in to the electronic platform of the Stock Exchange;
  - (iii) Applicants belonging to the Individual Category Portion, in the first instance, will be allocated Secured NCDs upto 70% of Overall Tranche I Issue Size on first come first serve basis which would be determined on the date of upload of their Applications in to the electronic platform of the Stock Exchange;

Allotments, in consultation with the Designated Stock Exchange, shall be made on date priority basis i.e. a first-come first-serve basis, based on the date of upload of each Application in to the Electronic Book with Stock Exchange, in each Portion subject to the Allocation Ratio indicated at the section titled “*Issue Procedure – Basis of Allotment – Allotments in the first instance*” at pages 84 and 85.

As per the SEBI circular dated October 29, 2013, the allotment in this Tranche I Issue is required to be made on the basis of date of upload of each application into the electronic book of the Stock Exchange. However, on the date of oversubscription, the allotments should be made to the applicants on proportionate basis.

- (b) Under Subscription: If there is any under subscription in any Category, priority in Allotments will be given to the Individual Category Portion, and balance, if any, shall be first made to applicants of the Non Institutional Portion, followed by the Institutional Portion on a first come first serve basis, on

proportionate basis.

- (c) For each Category, all Applications uploaded on the same day onto the electronic platform of the Stock Exchange would be treated at par with each other.
- (d) Minimum Allotments of 1 Secured NCD and in multiples of 1 Secured NCD thereafter would be made in case of each valid Application to all Applicants.
- (e) Allotments in case of oversubscription: In case of an oversubscription, allotments to the maximum extent, as possible, will be made on a first-come first-serve basis and thereafter on proportionate basis, i.e. full allotment of the Secured NCDs to the Applicants on a first come first basis up to the date falling 1 (one) day prior to the date of oversubscription and proportionate allotment of Secured NCDs to the applicants on the date of oversubscription (based on the date of upload of each Application on the electronic platform of the Stock Exchange, in each Portion).
- (f) Proportionate Allotments: For each Portion, on the date of oversubscription:
  - (i) Allotments to the Applicants shall be made in proportion to their respective Application size, rounded off to the nearest integer.
  - (ii) If the process of rounding off to the nearest integer results in the actual allocation of Secured NCDs being higher than the Tranche I Issue size, not all Applicants will be allotted the number of Secured NCDs arrived at after such rounding off. Rather, each Applicant whose Allotment size, prior to rounding off, had the highest decimal point would be given preference.
  - (iii) In the event, there are more than one Applicant whose entitlement remain equal after the manner of distribution referred to above, our Company will ensure that the basis of allotment is finalised by draw of lots in a fair and equitable manner.
- (g) Applicant applying for more than one Options of Secured NCDs: If an Applicant has applied for more than one Option of Secured NCDs and in case such Applicant is entitled to allocation of only a part of the aggregate number of Secured NCDs applied for, the Option-wise allocation of Secured NCDs to such Applicants shall be in proportion to the number of Secured NCDs with respect to each Options, applied for by such Applicant, subject to rounding off to the nearest integer, as appropriate in consultation with the Lead Manager and the Designated Stock Exchange.

All decisions pertaining to the basis of allotment of Secured NCDs pursuant to the Tranche 1 Issue shall be taken by our Company in consultation with the Lead Managers and the Designated Stock Exchanges and in compliance with the aforementioned provisions of this Prospectus. Any other queries / issues in connection with the Applications will be appropriately dealt with and decided upon by our Company in consultation with the Lead Managers.

#### **Basis of Allotment of Unsecured NCDs**

Allocation Ratio:

Institutional Portion	Non-Institutional Portion	Individual Category Portion
20%	10%	70%

- (a) Allotments in the first instance:
  - (i) Applicants belonging to the Institutional Portion, in the first instance, will be allocated Unsecured NCDs upto 10% of Overall Tranche I Issue Size on first come first serve basis which would be determined on the date of upload of their Applications in to the electronic platform of the Stock Exchange;
  - (ii) Applicants belonging to the Non-Institutional Portion, in the first instance, will be allocated Unsecured NCDs upto 10% of Overall Tranche I Issue Size on first come first serve basis which would be determined on the date of upload of their Applications in to the electronic platform of the Stock Exchange;

- (iii) Applicants belonging to the Individual Category Portion, in the first instance, will be allocated Unsecured NCDs upto 80% of Overall Tranche I Issue Size on first come first serve basis which would be determined on the date of upload of their Applications in to the electronic platform of the Stock Exchange;

Allotments, in consultation with the Designated Stock Exchange, shall be made on date priority basis i.e. a first-come first-serve basis, based on the date of upload of each Application in to the Electronic Book with Stock Exchange, in each Portion subject to the Allocation Ratio indicated at the section titled “*Issue Procedure – Basis of Allotment – Allotments in the first instance*” at pages 84 and 85.

As per the SEBI circular dated October 29, 2013, the allotment in the Tranche I Issue is required to be made on the basis of date of upload of each application into the electronic book of the Stock Exchange. However, on the date of oversubscription, the allotments should be made to the applicants on proportionate basis.

- (b) Under Subscription: If there is any under subscription in any Category, priority in Allotments will be given to the Individual Category Portion, and balance, if any, shall be first made to applicants of the Non Institutional Portion, followed by the Institutional Portion on a first come first serve basis, on proportionate basis.
- (c) For each Category, all Applications uploaded on the same day onto the electronic platform of the Stock Exchange would be treated at par with each other.
- (d) Minimum Allotments of 1 Unsecured NCD and in multiples of 1 Unsecured NCD thereafter would be made in case of each valid Application to all Applicants.
- (e) Allotments in case of oversubscription: In case of an oversubscription, allotments to the maximum extent, as possible, will be made on a first-come first-serve basis and thereafter on proportionate basis, i.e. full allotment of the Unsecured NCDs to the Applicants on a first come first basis up to the date falling 1 (one) day prior to the date of oversubscription and proportionate allotment of Unsecured NCDs to the applicants on the date of oversubscription (based on the date of upload of each Application on the electronic platform of the Stock Exchange, in each Portion).
- (f) Proportionate Allotments: For each Portion, on the date of oversubscription:
- (i) Allotments to the Applicants shall be made in proportion to their respective Application size, rounded off to the nearest integer.
- (ii) If the process of rounding off to the nearest integer results in the actual allocation of Unsecured NCDs being higher than the Tranche I Issue size, not all Applicants will be allotted the number of Unsecured NCDs arrived at after such rounding off. Rather, each Applicant whose Allotment size, prior to rounding off, had the highest decimal point would be given preference.
- (iii) In the event, there are more than one Applicant whose entitlement remain equal after the manner of distribution referred to above, our Company will ensure that the basis of allotment is finalised by draw of lots in a fair and equitable manner.
- (g) Applicant applying for more than one Options of Unsecured NCDs: If an Applicant has applied for more than one Option of Unsecured NCDs and in case such Applicant is entitled to allocation of only a part of the aggregate number of Unsecured NCDs applied for, the Option-wise allocation of Unsecured NCDs to such Applicants shall be in proportion to the number of Unsecured NCDs with respect to each Options, applied for by such Applicant, subject to rounding off to the nearest integer, as appropriate in consultation with the Lead Manager and the Designated Stock Exchange.

All decisions pertaining to the basis of allotment of Unsecured NCDs pursuant to the Tranche I Issue shall be taken by our Company in consultation with the Lead Managers and the Designated Stock Exchanges and in compliance with the aforementioned provisions of this Prospectus. Any other queries / issues in connection with the Applications will be appropriately dealt with and decided upon by our Company in consultation with the Lead Managers.

In cases of odd proportion for allotment made for applications received on the date of over subscription and

proportion is equal among various options selected by the applicant, our Company in consultation with the Lead Manager will allot the differential one NCD in the order:

1. Secured NCDs: **(a)** first with monthly interest payment in decreasing order of tenor; and **(b)** followed by annual interest payment in decreasing order of tenor; and **(c)** further followed by payment on maturity options in decreasing order of tenor; and
2. Unsecured NCDs.

Hence using the above procedure the order of allotment for the differential one NCD will be: III, II, I, VI, V, IV, X, IX, VIII, VII, XI.

All decisions pertaining to the basis of allotment of NCDs pursuant to this Tranche I Issue shall be taken by our Company in consultation with the Lead Manager, and the Designated Stock Exchange and in compliance with the aforementioned provisions of this Tranche I Prospectus.

Our Company would allot Option IV Secured NCDs to all valid applications, wherein the applicants have selected only Secured NCDs, but have not indicated their choice of the relevant options of the Secured NCDs (Option I, Option II, Option III, Option IV, Option V, Option VI, Option VII, Option VIII, Option IX or Option X).

Our Company would allot Option XI Unsecured NCDs to all valid applications, wherein the applicants have selected only Unsecured NCDs, but have not indicated their choice of Option XI of Unsecured NCDs.

Our Company would allot Option IV Secured NCDs to all valid applications, wherein the applicants have neither selected Secured NCDs nor Unsecured NCDs.

Applications where the Application Amount received is greater than the minimum Application Amount, and the Application Amount paid does not tally with the number of NCDs applied for may be considered for Allotment, to the extent of the Application Amount paid rounded down to the nearest ₹ 1,000.

### **Investor Withdrawals and Pre-closure**

**Investor Withdrawal:** Applicants are allowed to withdraw their Applications at any time prior to the Issue Closure Date.

**Pre-closure:** Our Company, in consultation with the Lead Managers reserves the right to close the Tranche I Issue at any time prior to the Issue Closing Date, subject to receipt of minimum subscription which is 75% of the Base Issue before the Issue Closing Date. Our Company shall allot NCDs with respect to the Applications received at the time of such pre-closure in accordance with the Basis of Allotment as described hereinabove and subject to applicable statutory and/or regulatory requirements.

Further, the Tranche I Issue will also be withdrawn by our Company in the event that the aggregate Applications received for the NCDs is lesser than the minimum subscription which is 75% of the Base Issue before the Issue Closing Date.

In the event of such early closure of the Tranche I Issue, our Company shall ensure that public notice of such early closure is published on or before such early date of closure or the Issue Closing Date of the Tranche I Issue, as applicable, through advertisement(s) in all those newspapers in which pre-issue advertisement and advertisement for opening or closure of the Tranche I Issue have been given.

### **Utilisation of Application Amounts**

The sum received in respect of a Tranche I Issue will be kept in separate bank accounts and we will have access to such funds as per applicable provisions of law(s), regulations and approvals.

### **Utilisation of the proceeds of the Tranche I Issue**

- (a) All monies received pursuant to the Tranche I Issue of NCDs to public shall be transferred to a

separate bank account other than the bank account referred to in sub-section (3) of section 40 of the Act.

- (b) Details of all monies utilised out of the Tranche I Issue referred to in sub-item (a) shall be disclosed under an appropriate separate head in our Balance Sheet indicating the purpose for which such monies had been utilised.
- (c) Details of all unutilised monies out of issue of NCDs, if any, referred to in sub-item (a) shall be disclosed under an appropriate separate head in our Balance Sheet indicating the form in which such unutilised monies have been invested.
- (d) the details of all utilized and unutilised monies out of the monies collected in the previous issue made by way of public offer shall be disclosed and continued to be disclosed in the balance sheet till the time any part of the proceeds of such previous issue remains unutilized indicating the purpose for which such monies have been utilized, and the securities or other forms of financial assets in which such unutilized monies have been invested;
- (e) We shall utilize the Tranche I Issue proceeds only upon creation of security as stated in this Tranche I Prospectus, receipt of the listing and trading approval from the Stock Exchange and on receipt of the minimum subscription of 75% of the Base Issue.
- (f) The Tranche I Issue proceeds shall not be utilized towards full or part consideration for the purchase or any other acquisition, inter alia by way of a lease, of any immovable property.
- (g) We shall utilize the Tranche I Issue proceeds only upon execution of the Debenture Trust Deeds as stated in this Tranche I Prospectus, the Shelf Prospectus, and on receipt of the minimum subscription of 75% of the Base Issue and receipt of listing and trading approval from the Stock Exchange.

### **Impersonation**

Attention of the Applicants is specifically drawn to the provisions of sub-section (1) of section 38 of the Companies Act, 2013, which is reproduced below:

*“Any person who:*

- (a) makes or abets making of an application in a fictitious name to a company for acquiring, or subscribing for, its securities; or*
- (b) makes or abets making of multiple applications to a company in different names or in different combinations of his name or surname for acquiring or subscribing for its securities; or*
- (c) otherwise induces directly or indirectly a company to allot, or register any transfer of, securities to him, or to any other person in a fictitious name, shall be liable for action under section 447.”*

### **Listing**

The NCDs proposed to be offered in pursuance of the Shelf Prospectus and the Tranche I Prospectus will be listed on the BSE. We have received the in-principle approval dated January 05, 2017 from the BSE. The application for listing of the NCDs will be made to the Stock Exchange at an appropriate stage.

If permissions to deal in and for an official quotation of our NCDs are not granted by the Stock Exchange, our Company will forthwith repay, without interest, all moneys received from the applicants in pursuance of this Tranche I Prospectus. Our Company shall ensure that all steps for the completion of the necessary formalities for listing and commencement of trading at the Stock Exchange are taken within 12 Working Days from the date of Allotment.

For the avoidance of doubt, it is hereby clarified that in the event of non subscription to any one or more of the Options, such NCDs with Option(s) shall not be listed.

### **Undertaking by the Issuer**

We undertake that:

- a) the complaints received in respect of the Tranche I Issue (except for complaints in relation to Applications submitted to Trading Members) shall be attended to by us expeditiously and satisfactorily;
- b) we shall take necessary steps for the purpose of getting the NCDs listed within the specified time i.e. 12 Working Days from the Issue Closing Date.;
- c) the funds required for dispatch of refund orders/ allotment advice/ certificates by registered post/ speed post shall be made available to the Registrar by our Company;
- d) necessary cooperation to the credit rating agencies shall be extended in providing true and adequate information until the debt obligations in respect of the NCDs are outstanding;
- e) we shall forward the details of utilisation of the funds raised through the NCDs duly certified by our statutory auditors, to the Debenture Trustee at the end of each half year;
- f) we shall disclose the complete name and address of the Debenture Trustee in our annual report;
- g) we shall provide a compliance certificate to the Debenture Trustee (on an annual basis) in respect of compliance with the terms and conditions of issue of NCDs as contained in this Tranche I Prospectus; and
- h) we shall make necessary disclosures/ reporting under any other legal or regulatory requirement as may be required by our Company from time to time.

## **SECTION V: LEGAL AND OTHER INFORMATION**

### **OTHER REGULATORY AND STATUTORY DISCLOSURES**

#### **Authority for the Tranche I Issue**

At the meeting of the Board of Directors of our Company, held on February 24, 2016, the Directors approved the issuance to the public of Secured NCDs and Unsecured NCDs of face value of ₹ 1,000 each, aggregating up to ₹ 40,000 millions.

The present Issue through the Shelf Prospectus of Secured NCDs for an amount upto ₹ 13,000 million and Unsecured NCDs for an amount upto ₹ 1,000 million aggregating up to ₹ 14,000 million (“**Shelf Limit**”), hereinafter called the “Issue” was approved by NCD Public Issue Committee meeting dated December 14, 2016.

The present Tranche I Issue through this Tranche I Prospectus of Secured NCDs and Unsecured NCDs for an amount up to ₹ 2,000 million, with an option to retain oversubscription up to the Shelf Limit was approved by the NCD Public Issue Committee at its meeting dated January 09, 2017.

Further, the present borrowing is within the borrowing limits under Section 180(1)(c) of the Companies Act, 2013 duly approved by the shareholders’ vide their resolution dated September 25, 2014.

#### **Prohibition by SEBI**

Our Company, persons in control of our Company and/or our Promoters and/or our Directors have not been restrained, prohibited or debarred by SEBI from accessing the securities market or dealing in securities and no such order or direction is in force. Further, no member of our promoter group has been prohibited or debarred by SEBI from accessing the securities market or dealing in securities due to fraud.

#### **Disclaimer Clause of SEBI**

**IT IS TO BE DISTINCTLY UNDERSTOOD THAT SUBMISSION OF OFFER DOCUMENT TO THE SECURITIES AND EXCHANGE BOARD OF INDIA (SEBI) SHOULD NOT IN ANY WAY BE DEEMED OR CONSTRUED THAT THE SAME HAS BEEN CLEARED OR APPROVED BY SEBI. SEBI DOES NOT TAKE ANY RESPONSIBILITY EITHER FOR THE FINANCIAL SOUNDNESS OF ANY SCHEME OR THE PROJECT FOR WHICH THE ISSUE IS PROPOSED TO BE MADE OR FOR THE CORRECTNESS OF THE STATEMENTS MADE OR OPINIONS EXPRESSED IN THE OFFER DOCUMENT. THE LEAD MERCHANT BANKERS, EDELWEISS FINANCIAL SERVICES LIMITED AND A. K. CAPITAL SERVICES LIMITED, HAS CERTIFIED THAT DISCLOSURES MADE IN THE OFFER DOCUMENT ARE GENERALLY ADEQUATE AND ARE IN CONFORMITY WITH THE SEBI (ISSUE AND LISTING OF DEBT SECURITIES) REGULATIONS, 2008 IN FORCE FOR THE TIME BEING. THIS REQUIREMENT IS TO FACILITATE INVESTORS TO TAKE AN INFORMED DECISION FOR MAKING INVESTMENT IN THE PROPOSED ISSUE.**

**IT SHOULD ALSO BE CLEARLY UNDERSTOOD THAT WHILE THE ISSUE IS PRIMARILY RESPONSIBLE FOR CORRECTNESS, ADEQUACY AND DISCLOSURE OF ALL RELEVANT INFORMATION IN THE OFFER DOCUMENT, THE LEAD MERCHANT BANKERS ARE EXPECTED TO EXERCISE DUE DILIGENCE TO ENSURE THAT THE ISSUER DISCHARGES ITS RESPONSIBILITY ADEQUATELY IN THIS BEHALF AND TOWARDS THIS PURPOSE, THE LEAD MERCHANT BANKERS, EDELWEISS FINANCIAL SERVICES LIMITED AND A. K. CAPITAL SERVICES LIMITED, HAS FURNISHED TO SEBI A DUE DILIGENCE CERTIFICATE DATED JANUARY 09, 2017 WHICH READS AS FOLLOWS:**

**“We confirm that neither the issuer nor its promoters or directors have been prohibited from accessing the capital market under any order or direction passed by the Board. We also confirm that none of the intermediaries named in the offer document have been debarred from functioning by any regulatory authority.**

**We confirm that all the material disclosures in respect of the issuer have been made in the offer**

document and certify that any material development in the issue or relating to the issue up to the commencement of listing and trading of the shares offered through this issue shall be informed through public notices / advertisements in all those newspapers in which pre-issue advertisement and advertisement for opening or closure of the issue will be given.

We confirm that the offer document contains all disclosures as specified in the Securities and Exchange Board of India (Issue and Listing of Debt Securities) Regulations, 2008.

We also confirm that all relevant provisions of the Companies Act, 2013, Securities Contracts, (Regulation) Act, 1956, Securities and Exchange Board of India Act, 1992 and the Rules, Regulations, Guidelines, Circulars issued thereunder are complied with.

We confirm that no comments/complaints were received on the Draft Shelf Prospectus dated December 29, 2016 filed with BSE Limited.

#### **Disclaimer Clause of the BSE**

BSE Limited ("the Exchange") has given, vide its letter dated January 05, 2017, permission to this Company to use the Exchange's name in this offer document as one of the stock exchanges on which this company's securities are proposed to be listed. The Exchange has scrutinized this offer document for its limited internal purpose of deciding on the matter of granting the aforesaid permission to this Company. The Exchange does not in any manner:

- a) warrant, certify or endorse the correctness or completeness of any of the contents of this offer document; or
- b) warrant that this Company's securities will be listed or will continue to be listed on the Exchange; or
- c) take any responsibility for the financial or other soundness of this Company, its promoters, its management or any scheme or project of this Company;

And it should not for any reason be deemed or construed that this offer document has been cleared or approved by the Exchange. Every person who desires to apply for or otherwise acquires any securities of this Company may do so pursuant to Independent inquiry, investigation and analysis and shall not have any claim against the Exchange whatsoever by any reason of any loss which may be suffered by such person consequent to or in connection with such subscription/acquisition whether by reason of anything stated or omitted to be stated herein or for any other reason whatsoever.

#### **Disclaimer Clause of the RBI**

THE COMPANY IS HAVING A VALID CERTIFICATE OF REGISTRATION DATED DECEMBER 12, 2008 ISSUED BY THE RESERVE BANK OF INDIA UNDER SECTION 45 IA OF THE RESERVE BANK OF INDIA ACT, 1934. HOWEVER, THE RBI DOES NOT ACCEPT ANY RESPONSIBILITY OR GUARANTEE ABOUT THE PRESENT POSITION AS TO THE FINANCIAL SOUNDNESS OF THE COMPANY OR FOR THE CORRECTNESS OF ANY OF THE STATEMENTS OR REPRESENTATIONS MADE OR OPINIONS EXPRESSED BY THE COMPANY AND FOR REPAYMENT OF DEPOSITS/ DISCHARGE OF LIABILITY BY THE COMPANY.

#### **Listing**

Application will be made to the BSE simultaneously with the filing of the Shelf Prospectus and the Tranche I Prospectus for permission to deal in and for official quotation in NCDs. If permission to deal in and for an official quotation of our NCDs is not granted by the BSE, our Company will forthwith repay, without interest, all monies received from the applications in pursuance of the Shelf Prospectus.

Our Company shall ensure that all steps for the completion of the necessary formalities for listing and commencement of trading at the stock exchange mentioned above are taken within 12 Working Days from the date of closure of the Tranche I Issue.

For the avoidance of doubt, it is hereby clarified that in the event of non subscription to any one or more of the Options, such NCDs with Option(s) shall not be listed.

### **Consents**

Consents in writing of: (a) the Directors, (b) our Company Secretary and Compliance Officer, (c) Chief Financial Officer (d) Bankers to our Company, (e) Lead Managers, (f) the Registrar to the Issue, (g) Legal Advisor to the Issue, (h) Credit Rating Agencies, (i) the Debenture Trustee, and (j) Bankers to the Issue for the Tranche I Issue to act in their respective capacities, have been obtained and the same will be filed along with a copy of the Shelf Prospectus and the Tranche I Prospectus with the ROC.

The consent of the Statutory Auditors of our Company, namely Rangamani & Co, Chartered Accountants for (a) inclusion of their names as the Statutory Auditors, (b) examination reports on Reformatted Summary Financial Statements in the form and context in which they appear in the Shelf Prospectus, have been obtained and has not withdrawn such consent and the same will be filed along with a copy of the Shelf Prospectus with the Registrar of Companies, Kerala and Lakshwadeep.

### **Expert Opinion**

Except the (i) Auditors report on Financial Statements issued by Rangamani & Co, Chartered Accountants dated August 01, 2016, and (ii) Statement of Tax Benefits issued by Rangamani & Co, Chartered Accountants dated August 01, 2016 the Company has not obtained any expert opinions.

### **Common form of Transfer**

The Issuer undertakes that there shall be a common form of transfer for the NCDs and the provisions of the Companies Act, 2013 applicable as on the date of this Tranche I Prospectus and all applicable laws shall be duly complied with in respect of all transfer of debentures and registration thereof.

### **Minimum Subscription**

If our Company does not receive the minimum subscription of 75 % of the Base Issue, prior to the Issue Closing Date, the entire subscription amount shall be refunded to the Applicants within 12 Days from the date of closure of the Tranche I Issue. The refunded subscription amount shall be credited only to the account from which the relevant subscription amount was remitted. In the event, there is a delay, by the issuer in making the aforesaid refund, the Company will pay interest at the rate of 15% per annum for the delayed period.

### **Filing of the Draft Shelf Prospectus**

A copy of the Draft Shelf Prospectus has been filed with the Designated Stock Exchange in terms of Regulation 7 of the SEBI Debt Regulation for dissemination on their website and the SEBI.

### **Filing of the Shelf Prospectus and Tranche I Prospectus with the RoC**

A copy of the Shelf Prospectus and the Tranche I Prospectus has been filed with the Registrar of Companies in accordance with Section 26 and Section 31 of the Companies Act, 2013.

### **Debenture Redemption Reserve**

Section 71 of the Companies Act, 2013, read with Rule 18 made under Chapter IV of the Companies Act, 2013, requires that any company that intends to issue debentures must create a DRR for the purpose of redemption of debentures, in accordance with the following conditions: (a) the DRR shall be created out of the profits of the company available for payment of dividend, (b) the DRR shall be equivalent to at least 25% of the value of the outstanding debentures raised through the public issue in accordance with the SEBI Debt Regulations in case of NBFCs registered with the RBI and no DRR is required in the case of privately placed debentures. Accordingly our Company is required to create a DRR of 25% of the value of the outstanding NCDs issued through the Tranche I Issue. In addition, as per Rule 18 (7) (e) under Chapter IV of the Companies Act, 2013, the amounts credited to DRR shall not be utilised by our Company except for the redemption of the NCDs. Every company required to create or maintain DRR shall before the 30th day

of April of each year, deposit or invest, as the case may be, a sum which shall not be less than 15% of the amount of its debentures maturing during the year ending on the 31st day of March, following any one or more of the following methods: (a) in deposits with any scheduled bank, free from charge or lien; (b) in unencumbered securities of the Central Government or of any State Government; (c) in unencumbered securities mentioned in clauses (a) to (d) and (ee) of section 20 of the Indian Trusts Act, 1882; (d) in unencumbered bonds issued by any other company which is notified under clause (f) of section 20 of the Indian Trusts Act, 1882. The amount deposited or invested, as the case may be, shall not be utilised for any purpose other than for the repayment of debentures maturing during the year referred to above, provided that the amount remaining deposited or invested, as the case may be, shall not at any time fall below 15% of the amount of debentures maturing during the 31st day of March of that year. This may have a bearing on the timely redemption of the NCDs by our Company.

### Issue Related Expenses

The expenses for the Tranche I Issue include, inter alia, lead management fees and selling commission to the lead managers, lead-brokers, fees payable to debenture trustees, underwriters, the Registrar to the Issue, SCSBs' commission/ fees, printing and distribution expenses, legal fees, advertisement expenses and listing fees. The Tranche I Issue expenses and listing fees will be paid by our Company.

The estimated breakdown of the total expenses for the Tranche I Issue are as follows:

		(₹ in million)
Activity	Expenses	
Fees to intermediaries (Lead Management Fee, brokerage, rating agency, registrar, legal advisors, Debenture Trustees etc.)	150.00	
Advertising and Marketing Expenses	30.00	
Printing and Stationery	20.00	
Total	200.00	

### Underwriting

This Tranche I Issue has not been underwritten.

### Reservation

No portion of this Tranche I Issue has been reserved.

### Details regarding the Company and other listed companies under the same management within the meaning of section 370(1B) of the Companies Act, 1956, which made any capital issue during the last three years

On May 03, 2011, our Company issued and allotted 51,500,000 equity shares at a price of ₹ 175 per such Equity Share, amounting to an aggregate of ₹ 9,012,500,000 pursuant to an initial public offer under the SEBI (Issue of Capital and Disclosure Requirements) Regulations, 2009 ("SEBI ICDR Regulations") which opened on April 18, 2011 and closed on April 21, 2011. The electronic credit of the equity shares to investors pursuant to the initial public offer was completed on May 04, 2011.

On April 29, 2014, our Company issued and allotted 25,351,062 Equity Shares at a price of ₹165 per Equity Share, amounting to an aggregate of ₹ 4,182.93 million pursuant to an institutional placement programme under Chapter VIII – A of the SEBI ICDR Regulations which opened and closed on April 25, 2014. The electronic credit of the Equity Shares to investors pursuant to the institutional placement programme was completed on April 29, 2014. There are no listed companies under the same management within the meaning of Section 370(1) (B) of the Companies Act, 1956.

On January 06, 2015, ESOP Committee of Board of Directors of our company has allotted 6,48,581 equity shares of face value of ₹ 10 each under Muthoot ESOP 2013 pursuant to exercise of 4,85,181 options of ₹ 10 each for Loyalty Options (face value ₹ 10 each) and 163,400 options of ₹ 50/- each for Growth Options (face value ₹ 10 each) by Employees of the Company.

On March 06, 2015, ESOP Committee of Board of Directors of our company has allotted 2,54,008 equity shares of face value of ₹ 10 each under Muthoot ESOP 2013 pursuant to exercise of 1,68,960 options of ₹ 10 each for Loyalty Options (face value ₹ 10 each) and 85,048 options of ₹ 50/- each for Growth Options (face value ₹ 10 each) by Employees of the Company.

On June 4, 2015, ESOP Committee of Board of Directors of our company has allotted 33,541 equity shares of face value of ₹ 10 each under Muthoot ESOP 2013 pursuant to exercise of 21,641 options of ₹ 10 each for Loyalty Options (face value ₹ 10 each) and 11,900 options of ₹ 50/- each for Growth Options (face value ₹ 10 each) by Employees of the Company.

On September 15, 2015, the ESOP Committee of Board of Directors of the Company has allotted 44,036 equity shares of face value of ₹ 10 each under Muthoot ESOP 2013 pursuant to exercise of 9,394 options of ₹ 10 each for Loyalty Options (face value ₹ 10 each) and 34,642 options of ₹ 50 each for Growth Options (face value ₹ 10 each) by Employees of the Company.

On March 16, 2016, Nomination and Remuneration Committee of Board of Directors of the Company has allotted 9,58,336 equity shares of face value of ₹ 10 each under Muthoot ESOP 2013 pursuant to exercise of 6,02,106 options of ₹ 10 each for Loyalty Options (face value ₹ 10 each) and 3,56,230 options of ₹ 50 each for Growth Options (face value ₹ 10 each) by Employees of the Company.

On June 27, 2016, Nomination and Remuneration Committee of Board of Directors of the Company has allotted 48,602 equity shares of face value of ₹ 10 each under Muthoot ESOP 2013 pursuant to exercise of 23,782 options of ₹ 10 each for Loyalty Options (face value ₹ 10 each) and 24,820 options of ₹ 50/- each for Growth Options (face value ₹ 10 each) by Employees of the Company.

On December 21, 2016, Nomination and Remuneration Committee of Board of Directors of the Company has allotted 404,805 equity shares of face value of ₹ 10 each under the Muthoot ESOP 2013 pursuant to exercise of 12,525 options of ₹ 10 each for Loyalty Options (face value ₹ 10 each) and 392,280 options of ₹ 50/- each for Growth Options (face value ₹ 10 each) by Employees of the Company.

#### **Commissions and brokerage on previous issue**

1. An amount of ₹ 151.30 million was incurred towards lead management fees, underwriting and selling commission in connection with the public issue of 51,500,000 equity shares at a price of ₹ 175 per such Equity Share, in terms of prospectus dated April 28, 2011 pursuant to an initial public offer under the SEBI ICDR Regulations.
2. An amount of ₹ 127.70 million was incurred towards lead management fees, and selling commission in connection with the public issue of 6,932,813 secured non-convertible debentures of face value ₹ 1,000.00 each issued at face value, in terms of a prospectus dated August 10, 2011, pursuant to a public issue under the SEBI Debt Regulations.
3. An amount of ₹ 75.10 million was incurred towards lead management fees, and selling commission in connection with the public issue of 4,593,198 secured non-convertible debentures of face value ₹ 1,000.00 each issued at face value, in terms of a prospectus dated December 16, 2011 pursuant to a public issue under the SEBI Debt Regulations.
4. An amount of ₹ 36.30 million was incurred towards lead management fees, and selling commission in connection with the public issue of 2,597,522 secured non-convertible debentures of face value ₹ 1,000.00 each issued at face value, in terms of a prospectus dated February 23, 2012, pursuant to a public issue under the SEBI Debt Regulations.
5. An amount of ₹ 36.45 million was incurred towards lead management fees, and selling commission in connection with the public issue of 2,749,404 secured non-convertible debentures of face value ₹ 1,000.00 each issued at face value, in terms of a prospectus dated September 09, 2012, pursuant to a public issue under the SEBI Debt Regulations.

6. An amount of ₹ 25.25 million was incurred towards lead management fees, and selling commission in connection with the public issue of 2,790,702 secured non-convertible debentures of face value ₹ 1,000.00 and 2,09,298 unsecured non-convertible debentures in the nature of subordinated debt of face value ₹ 1,000.00, each issued at face value, in terms of a prospectus dated August 28, 2013, pursuant to a public issue under the SEBI Debt Regulations.
7. An amount of ₹ 24.60 million was incurred towards lead management fees, and selling commission in connection with the public issue of 2,767,121 secured non-convertible debentures of face value ₹ 1,000.00 and 2,32,879 unsecured non-convertible debentures in the nature of subordinated debt of face value ₹ 1,000.00, each issued at face value, in terms of a prospectus dated November 12, 2013, pursuant to a public issue under the SEBI Debt Regulations.
8. An amount of ₹ 35.78 million was incurred towards lead management fees, and selling commission in connection with the public issue of 4,562,429 secured non-convertible debentures of face value ₹ 1,000.00 and 4,37,571 unsecured non-convertible debentures in the nature of subordinated debt of face value ₹ 1,000.00, each issued at face value, in terms of a prospectus dated December 23, 2013, pursuant to a public issue under the SEBI Debt Regulations.
9. An amount of ₹ 14.76 million was incurred towards lead management fees, and selling commission in connection with the public issue of 1,785,822 secured non-convertible debentures of face value ₹ 1,000.00 and 1,93,456 unsecured non-convertible debentures in the nature of subordinated debt of face value ₹ 1,000.00, each issued at face value, in terms of a prospectus dated March 03, 2014, pursuant to a public issue under the SEBI Debt Regulations.
10. An amount of ₹ 45.76 million was incurred towards lead management fees, and selling commission in connection with the public issue of 25,351,062 Equity Shares of face value ₹ 10 each, issued at a price of ₹165 per Equity Share, in terms of a prospectus dated April 28, 2014, pursuant to a public issue under the SEBI ICDR Regulations.
11. An amount of ₹ 13.61 million was incurred towards lead management fees, and selling commission in connection with the public issue of 4,297,447 secured non-convertible debentures of face value ₹ 1,000.00 and 3,64,494 unsecured non-convertible debentures in the nature of subordinated debt of face value ₹ 1,000.00, each issued at face value, in terms of a prospectus dated May 20, 2014, pursuant to a public issue under the SEBI Debt Regulations.
12. An amount of ₹ 10.39 million was incurred towards lead management fees, and selling commission in connection with the public issue of 3,673,461 secured non-convertible debentures of face value ₹ 1,000.00 and 304,362 unsecured non-convertible debentures in the nature of subordinated debt of face value ₹ 1,000.00, each issued at face value, in terms of a prospectus dated August 11, 2014, pursuant to a public issue under the SEBI Debt Regulations.
13. An amount of ₹ 9.46 million was incurred towards lead management fees, and selling commission in connection with the public issue of 3,613,456 secured non-convertible debentures of face value ₹ 1,000.00 and 386,544 unsecured non-convertible debentures in the nature of subordinated debt of face value ₹ 1,000.00, each issued at face value, in terms of a prospectus dated November 13, 2014, pursuant to a public issue under the SEBI Debt Regulations.
14. An amount of ₹ 7.02 million was incurred towards lead management fees, and selling commission in connection with the public issue of 2,710,855 secured non-convertible debentures of face value ₹ 1,000.00 and 289,145 unsecured non-convertible debentures in the nature of subordinated debt of face value ₹ 1,000.00, each issued at face value, in terms of a prospectus dated March 19, 2015, pursuant to a public issue under the SEBI Debt Regulations.
15. An amount of ₹ 11.98 million was incurred towards lead management fees, and selling commission in connection with the public issue of 4,640,533 secured non-convertible debentures of face value ₹ 1,000.00 and 359,467 unsecured non-convertible debentures in the nature of subordinated debt of face value ₹ 1,000.00, each issued at face value, in terms of a prospectus dated August 31, 2015, pursuant to a public issue under the SEBI Debt Regulations.

16. An amount of ₹ 11.43 million was incurred towards lead management fees, and selling commission in connection with the public issue of 4,154,843 secured non-convertible debentures of face value ₹ 1,000.00 and 230,392 unsecured non-convertible debentures in the nature of subordinated debt of face value ₹ 1,000.00, each issued at face value, in terms of a prospectus dated December 07, 2015, pursuant to a public issue under the SEBI Debt Regulations.
17. An amount of ₹ 12.71 million was incurred towards lead management fees, and selling commission in connection with the public issue of 4,763,997 secured non-convertible debentures of face value ₹ 1,000.00 and 236,003 unsecured non-convertible debentures in the nature of subordinated debt of face value ₹ 1,000.00, each issued at face value, in terms of a prospectus dated March 15, 2016, pursuant to a public issue under the SEBI Debt Regulations.

### **Public/ Rights Issues**

On May 03, 2011, our Company issued and allotted 51,500,000 Equity Shares at a price of ₹ 175 per Equity Share, amounting to an aggregate of ₹ 9,012,500,000 pursuant to an initial public offer under the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009 (“**SEBI ICDR Regulations**”) which opened on April 18, 2011 and closed on April 21, 2011. The electronic credit of the Equity Shares to investors pursuant to the initial public offer was completed on May 04, 2011.

On September 14, 2011, our Company issued and allotted 6.93 million secured, redeemable non-convertible debentures (“**PL- I NCDs**”) at a price of ₹ 1,000 per PL- I NCD, amounting to an aggregate of ₹ 6,932.81 million pursuant to a public offer under the SEBI Debt Regulations which opened on August 23, 2011 and closed on September 05, 2011. The electronic credit of the PL-I NCDs to investors pursuant to this public offer was completed on September 16, 2011.

On January 18, 2012, our Company issued and allotted 4.59 million secured, redeemable non-convertible debentures (“**PL- II NCDs**”) at a price of ₹ 1,000.00 per PL- II NCD, amounting to an aggregate of ₹ 4,593.20 million pursuant to a public offer under the SEBI Debt Regulations which opened on December 22, 2011 and closed on January 07, 2012. The electronic credit of the PL-II NCDs to investors pursuant to this public offer was completed on January 19, 2012.

On April 18, 2012, our Company issued and allotted 2.60 million secured, redeemable non-convertible debentures (“**PL- III NCDs**”) at a price of ₹ 1,000.00 per PL- III NCD, amounting to an aggregate of ₹ 2,597.52 million pursuant to a public offer under the SEBI Debt Regulations which opened on March 02, 2012 and closed on April 09, 2012. The electronic credit of the PL-III NCDs to investors pursuant to this public offer was completed on April 19, 2012.

On November 01, 2012, our Company issued and allotted 2.75 million secured, redeemable non-convertible debentures (“**PL- IV NCDs**”) at a price of ₹ 1,000.00 per PL- IV NCD, amounting to an aggregate of ₹ 2,749.40 million pursuant to a public offer under the SEBI Debt Regulations which opened on September 17, 2012 and closed on October 22, 2012. The electronic credit of the PL-IV NCDs to investors pursuant to this public offer was completed on November 02, 2012.

On September 25, 2013, our Company issued and allotted 2.79 million secured, redeemable non-convertible debentures and 0.21 million unsecured, redeemable non-convertible debentures in the nature of subordinated debt (“**PL- V NCDs**”) at a price of ₹ 1,000.00 per PL- V NCD, amounting to an aggregate of ₹ 3,000 million pursuant to a public offer under the SEBI Debt Regulations which opened on September 02, 2013 and closed on September 16, 2013. The electronic credit of the PL-V NCDs to investors pursuant to this public offer was completed on September 26, 2013.

On December 04, 2013, our Company issued and allotted 2.77 million secured, redeemable non-convertible debentures and 0.23 million unsecured, redeemable non-convertible debentures in the nature of subordinated debt (“**PL- VI NCDs**”) at a price of ₹ 1,000.00 per PL- VI NCD, amounting to an aggregate of ₹ 3,000 million pursuant to a public offer under the SEBI Debt Regulations which opened on November 18, 2013 and closed on November 25, 2013. The electronic credit of the PL-VI NCDs to investors pursuant to this public offer was completed on December 05, 2013.

On February 04, 2014, our Company issued and allotted 4.56 million secured, redeemable non-convertible debentures and 0.44 million unsecured, redeemable non-convertible debentures in the nature of subordinated debt

("PL- VII NCDs") at a price of ₹ 1,000.00 per PL- VII NCD, amounting to an aggregate of ₹ 5,000 million pursuant to a public offer under the SEBI Debt Regulations which opened on December 27, 2013 and closed on January 27, 2014. The electronic credit of the PL-VII NCDs to investors pursuant to this public offer was completed on February 05, 2014.

On April 02, 2014, our Company issued and allotted 1.79 million secured, redeemable non-convertible debentures and 0.19 million unsecured, redeemable non-convertible debentures in the nature of subordinated debt ("PL- VIII NCDs") at a price of ₹ 1,000.00 per PL- VIII NCD, amounting to an aggregate of ₹ 1,979.28 million pursuant to a public offer under the SEBI Debt Regulations which opened on March 10, 2014 and closed on March 21 2014. The electronic credit of the PL-VIII NCDs to investors pursuant to this public offer was completed on April 03, 2014.

On April 29, 2014, our Company issued and allotted 25,351,062 Equity Shares at a price of ₹ 165 per Equity Share, amounting to an aggregate of ₹ 4,182.93 million pursuant to an institutional placement programme under Chapter VIII – A of the SEBI ICDR Regulations which opened and closed on April 25, 2014. The electronic credit of the Equity Shares to investors pursuant to the institutional placement programme was completed on April 29, 2014.

On July 04, 2014, our Company issued and allotted 4.29 million secured, redeemable non-convertible debentures and 0.36 million unsecured, redeemable non-convertible debentures in the nature of subordinated debt ("PL-IX NCDs") at a price of ₹ 1,000.00 per PL-IX NCD, amounting to an aggregate of ₹ 4,661.94 million pursuant to a public offer under the SEBI Debt Regulations which opened on May 26, 2014 and closed on June 26 2014. The electronic credit of the PL-IX NCDs to investors pursuant to this public offer was completed on July 07, 2014.

On September 26, 2014, our Company issued and allotted 3.67 million secured, redeemable non-convertible debentures and 0.30 million unsecured, redeemable non-convertible debentures in the nature of subordinated debt ("PL-X NCDs") at a price of ₹ 1,000.00 per PL-X NCD, amounting to an aggregate of ₹ 3,977.82 million pursuant to a public offer under the SEBI Debt Regulations which opened on August 18, 2014 and closed on September 18 2014. The electronic credit of the PL-X NCDs to investors pursuant to this public offer was completed on September 30 2014.

On December 29, 2014, our Company issued and allotted 3.61 million secured, redeemable non-convertible debentures and 0.39 million unsecured, redeemable non-convertible debentures in the nature of subordinated debt ("PL-XI NCDs") at a price of ₹ 1,000.00 per PL-XI NCD, amounting to an aggregate of ₹ 4,000 million pursuant to a public offer under the SEBI Debt Regulations which opened on November 19, 2014 and closed on December 18, 2014. The electronic credit of the PL-XI NCDs to investors pursuant to this public offer was completed on December 31, 2014.

On April 23, 2015, our Company issued and allotted 2.71 million secured, redeemable non-convertible debentures and 0.29 million unsecured, redeemable non-convertible debentures in the nature of subordinated debt ("PL-XII NCDs") at a price of ₹ 1,000.00 per PL-XII NCD, amounting to an aggregate of ₹ 3,000 million pursuant to a public offer under the SEBI Debt Regulations which opened on March 25, 2015 and closed on April 15, 2015. The electronic credit of the PL-XII NCDs to investors pursuant to this public offer was completed on April 27, 2015.

On October 14, 2015, our Company issued and allotted 4.64 million secured, redeemable non-convertible debentures and 0.36 million unsecured, redeemable non-convertible debentures in the nature of subordinated debt ("PL-XIII NCDs") at a price of ₹ 1,000.00 per PL-XIII NCD, amounting to an aggregate of ₹ 5,000 million pursuant to a public offer under the SEBI Debt Regulations which opened on September 07, 2015 and closed on October 05, 2015. The electronic credit of the PL-XIII NCDs to investors pursuant to this public offer was completed on October 15, 2015.

On January 20, 2016, our Company issued and allotted 4.15 million secured, redeemable non-convertible debentures and 0.23 million unsecured, redeemable non-convertible debentures in the nature of subordinated debt ("PL-XIV NCDs") at a price of ₹ 1,000.00 per PL-XIV NCD, amounting to an aggregate of ₹ 4385.24 million pursuant to a public offer under the SEBI Debt Regulations which opened on

December 07, 2015 and closed on January 11, 2016. The electronic credit of the PL-XIV NCDs to investors pursuant to this public offer was completed on January 22, 2016.

On May 12, 2016, our Company issued and allotted 4.76 million secured, redeemable non-convertible debentures and 0.24 million unsecured, redeemable non-convertible debentures in the nature of subordinated debt (“**PL-XV NCDs**”) at a price of ₹ 1,000.00 per PL-XV NCD, amounting to an aggregate of ₹ 5000.00 million pursuant to a public offer under the SEBI Debt Regulations which opened on April 04, 2016 and closed on May 03, 2016. The electronic credit of the PL-XV NCDs to investors pursuant to this public offer was completed on May 13, 2016.

#### **Previous Issue**

Except as stated in the sections titled “*Capital Structure*” and “*Disclosures on existing financial indebtedness*” on pages 44 and 237 of the Shelf Prospectus respectively, our Company has not made any other issue of non convertible debentures.

Other than as specifically disclosed in the Shelf Prospectus, our Company has not issued any securities for consideration other than cash.

## Utilisation details of Previous Issues

S.N o.	Instrument	Issue Open Date	Allotment date	Gross proceeds raised through the Issue(Rs.in Million)	Issue Related Expenses (Rs. In Million)	Net proceeds of the issue after deducting the issue related expenses (Rs.in Million)	Objects of the Issue as per respective Prospectus	Net Utilisation of Proceeds
1.	Equity Shares	18/04/2011	03/05/2011	9012.50	151.30	8861.20	The Proceeds raised through the issue after meeting issue related expenses will be utilised to augment our capital base to meet future capital requirements to provide for funding of loans to our customers and general corporate purposes	Fully utilised according to the objects of the issue
2.	Secured, redeemable non-convertible debentures	23/08/2011	14/09/2011	6932.81	127.70	6805.11	The funds raised through this Issue will be utilised for our various financing activities including lending and investments, to repay our existing liabilities or loans and towards our business operations including for our capital expenditure and working capital requirements and general corporate purposes, after meeting the expenditures of and related to the Issue and subject to applicable statutory/regulatory requirements.	Fully utilised according to the objects of the issue
3.	Secured, redeemable non-convertible debentures	22/12/2011	18/01/2012	4593.20	75.10	4518.10	The funds raised through this Issue will be utilised for our various financing activities including lending and investments, to repay our existing liabilities or loans and towards our business operations including for our capital expenditure and working capital requirements and general corporate purposes, after meeting the expenditures of and related to the Issue and subject to applicable statutory/regulatory	Fully utilised according to the objects of the issue

							requirements.	
4.	Secured, redeemable non- convertible debentures	02/03/2012	18/04/2012	2597.52	36.30	2561.22	The funds raised through this Issue will be utilised for our various financing activities including lending and investments, to repay our existing liabilities or loans and towards our business operations including for our capital expenditure and working capital requirements and general corporate purposes, after meeting the expenditures of and related to the Issue and subject to applicable statutory/regulatory requirements.	Fully utilised according to the objects of the issue
5.	Secured, redeemable non- convertible debentures	17/09/2012	01/11/2012	2749.40	36.45	2712.95	The funds raised through this Issue will be utilised for our various financing activities including lending and investments, to repay our existing liabilities or loans and towards our business operations including for our capital expenditure and working capital requirements and general corporate purposes, after meeting the expenditures of and related to the Issue and subject to applicable statutory/regulatory requirements.	Fully utilised according to the objects of the issue
6.	Secured, redeemable non- convertible debentures & Unsecured, redeemable non- convertible debentures	02/09/2013	25/09/2013	3000.00	25.25	2974.75	The funds raised through this Issue will be utilised for our various financing activities including lending and investments, to repay our existing liabilities or loans and towards our business operations including for our capital expenditure and working capital requirements and general corporate purposes, after meeting the expenditures of and related to the Issue and subject to applicable statutory/regulatory requirements.	Fully utilised according to the objects of the issue
7.	Secured,	18/11/2013	04/12/2013	3000.00	24.60	2975.40	The funds raised	Fully

	redeemable non-convertible debentures & Unsecured, redeemable non-convertible debentures						through this Issue will be utilised for our various financing activities including lending and investments, to repay our existing liabilities or loans and towards our business operations including for our capital expenditure and working capital requirements and general corporate purposes, after meeting the expenditures of and related to the Issue and subject to applicable statutory/regulatory requirements.	utilised according to the objects of the issue
8.	Secured, redeemable non-convertible debentures & Unsecured, redeemable non-convertible debentures	27/12/2013	04/02/2014	5000.00	35.78	4964.22	The funds raised through this Issue will be utilised for our various financing activities including lending and investments, to repay our existing liabilities or loans and towards our business operations including for our capital expenditure and working capital requirements and general corporate purposes, after meeting the expenditures of and related to the Issue and subject to applicable statutory/regulatory requirements.	Fully utilised according to the objects of the issue
9.	Secured, redeemable non-convertible debentures & Unsecured, redeemable non-convertible debentures	10/03/2014	02/04/2014	1979.28	14.76	1964.52	The funds raised through this Issue will be utilised for our various financing activities including lending and investments, to repay our existing liabilities or loans and towards our business operations including for our capital expenditure and working capital requirements and general corporate purposes, after meeting the expenditures of and related to the Issue and subject to applicable statutory/regulatory requirements.	Fully utilised according to the objects of the issue
10.	Equity Shares	25/04/2014	29/04/2014	4182.93	45.76	4137.17	The Proceeds raised through the issue after meeting issue related expenses will be	Fully utilised according to the

							utilised to augment the long term resources by way of enhancing the capital base to meet future capital requirements and provide funding for loans to the customers of our Company and for general corporate purposes.	objects of the issue
11.	Secured, redeemable non-convertible debentures & Unsecured, redeemable non-convertible debentures	26/05/2014	04/07/2014	4661.94	13.61	4648.33	The funds raised through this Issue will be utilised for our various financing activities including lending and investments, to repay our existing liabilities or loans and towards our business operations including for our capital expenditure and working capital requirements and general corporate purposes, after meeting the expenditures of and related to the Issue and subject to applicable statutory/regulatory requirements.	Fully utilised according to the objects of the issue
12.	Secured, redeemable non-convertible debentures & Unsecured, redeemable non-convertible debentures	18/08/2014	26/09/2014	3977.82	10.39	3967.43	The proceeds raised through the issue after meeting issue related expenses will be utilised as below. a) For the purpose of lending- 75% of the amount raised and allotted in the Issue, b) For General Corporate Purposes- 25% of the amount raised and allotted in the Issue	Fully utilised according to the objects of the issue
13.	Secured, redeemable non-convertible debentures & Unsecured, redeemable non-convertible debentures	19/11/2014	29/12/2014	4000.00	9.46	3990.54	The proceeds raised through the issue after meeting issue related expenses will be utilised as below. a) For the purpose of lending- 75% of the amount raised and allotted in the Issue, b) For General Corporate Purposes- 25% of the amount raised and allotted in the Issue	Fully utilised according to the objects of the issue
14.	Secured, redeemable non-convertible debentures & Unsecured, redeemable non-convertible debentures	25/03/2015	23/04/2015	3000.00	7.02	2992.98	The proceeds raised through the issue after meeting issue related expenses will be utilised as below. a) For the purpose of lending- 75% of the amount raised and allotted in the Issue, b) For General Corporate Purposes- 25% of the amount raised and	Fully utilised according to the objects of the issue

							allotted in the Issue	
15.	Secured, redeemable non-convertible debentures & Unsecured, redeemable non-convertible debentures	07/09/2015	14/10/2015	5000.00	11.98	4988.02	The proceeds raised through the issue after meeting issue related expenses will be utilised as below. a) For the purpose of lending- 75% of the amount raised and allotted in the Issue,b) For General Corporate Purposes- 25% of the amount raised and allotted in the Issue	Fully utilised according to the objects of the issue
16.	Secured, redeemable non-convertible debentures & Unsecured, redeemable non-convertible debentures	11/12/2015	20/01/2016	4385.24	11.43	4373.81	The proceeds raised through the issue after meeting issue related expenses will be utilised as below. a) For the purpose of lending- 75% of the amount raised and allotted in the Issue,b) For General Corporate Purposes- 25% of the amount raised and allotted in the Issue	Fully utilised according to the objects of the issue
17.	Secured, redeemable non-convertible debentures & Unsecured, redeemable non-convertible debentures	04/04/2016	12/05/2016	5000.00	12.71	4987.29	The proceeds raised through the issue after meeting issue related expenses will be utilised as below. a) For the purpose of lending- 75% of the amount raised and allotted in the Issue,b) For General Corporate Purposes- 25% of the amount raised and allotted in the Issue	Fully utilised according to the objects of the issue

### Details regarding lending out of issue proceeds of Previous Issues

#### A. *Lending Policy*

Please refer to the paragraph titled ‘Gold Loan Business’ under Chapter ‘Our Business’ at page 67 of the Shelf Prospectus.

#### B. *Loans given by the Company*

Company has not provided any loans/advances to associates, entities/persons relating to Board, senior management or Promoters out of the proceeds of Previous Issues.

The Company has not provided any loans/advances to “Group” entities.

#### C. *Types of loans*

The loans given by the Company out of the proceeds of Previous Issues are loans against security of gold jewelry which are given primarily to individuals.

Types of loan given by the Company as on March 31, 2016 are as follows:

S. No	Type of loans	Amount ( Rs in millions)
1	Secured	243,488.41
2	Unsecured	300.68
	<b>Total assets under management (AUM)</b>	<b>243,789.09</b>

Note: The loans given by the Company out of the proceeds of Previous Issues are loans against security of gold jewelry which are given primarily to individuals.

Denomination of loans outstanding by ticket size as on March 31, 2016

S. No	Ticket size	Percentage of AUM
1	Upto Rs. 2 lakh	63.38%
2	Rs. 2-5 lakh	22.27%
3	Rs. 5-10 lakh	8.78%
4	Rs. 10-25 lakh	4.12%
5	Rs. 25-50 lakh	0.68%
6	Rs. 50 lakh-1 crore	0.30%
7	Rs. 1-5 crore	0.36%
8	Rs. 5-25 crore	0.11%
9	Rs. 25-100 crore	0.00%
10	>Rs. 100 crore	0.00%
	<b>100.00%</b>	

Denomination of loans outstanding by LTV as on March 31, 2016

S. No	LTV	Percentage of AUM
1	Upto 40%	2.01%
2	40-50%	4.39%
3	50-60%	7.16%
4	60-70%	59.95%
5	70-80%	24.27%
6	80-90%	1.47%
7	>90%	0.75%
	<b>Total</b>	<b>100.00%</b>

Geographical classification of borrowers as on March 31, 2016

S. No.	Top 5 states	Percentage of AUM
1	TAMIL NADU	20.21%
2	KARNATAKA	10.93%
3	DELHI	8.54%
4	KERALA	8.22%
5	ANDHRA PRADESH	8.11%
	<b>Total</b>	<b>56.00%</b>

Types of loans according to sectorial exposure as on March 31, 2016 is as follows:

S. No	Segment- wise breakup of AUM	Percentage of AUM
<b>1</b>	<b>Retail</b>	
a	Mortgages (home loans and loans against property)	
b	Gold Loans	99.82%
c	Vehicle Finance	
d	MFI	
e	M &SME	
f	Capital market funding (loans against shares, margin funding)	
g	Others	0.11%
<b>2</b>	<b>Wholesale</b>	
a	Infrastructure	
b	Real estate (including builder loans)	0.07%
c	Promoter funding	
d	Any other sector (as applicable)	
e	Others	
	<b>Total</b>	<b>100.00%</b>

Maturity profile of total retail loan portfolio of the Company as on March 31, 2016 is as follows:

Period	Amount (Rs in millions)
Less than 1 month	46,307.50
1-2 month	39,006.83
2-3 month	21,985.25
3-6 month	51,194.84
6 month -1 year	65,826.23
Above 1 year	19,468.43
<b>Total</b>	<b>243,789.09</b>

Note: Contracted tenor of gold loan is 12 month. However, on account of high incidence of prepayment before contracted maturity, the above maturity profile has been drawn up on the basis of historical pattern of repayments. In case of loans other than gold loan, the maturity profile is based on contracted maturity.

**D. Aggregated exposure to top 20 borrowers with respect to concentration of advances as on March 31,2016**

	Amount (Rs in Million)
Total Advances to twenty largest borrowers	731.09
Percentage of Advances to twenty largest borrowers to Total Advances of the NBFC	0.30%

**E. Aggregated exposure to top 20 borrowers with respect to concentration of exposures as on March 31,2016**

	Amount (Rs in Million)
Total Exposures to twenty largest borrowers/Customers	731.09
Percentage of Exposures to twenty largest borrowers/Customers to Total Advances of the NBFC on borrowers/Customers	0.30%

**F. Details of loans overdue and classified as non – performing in accordance with the RBI's guidelines**

Movement of gross NPAs*	Amount (Rs in Million)
(a) Opening balance	5,116.66
(b) Additions during the year	6,720.26
(c) Reductions during the year	4,812.31
(d) closing balance	7,024.61

\* Please refer paragraph titled "Non Performing Assets (NPAs)" under chapter "Our Business" at page 67 of this Draft Shelf Prospectus for details on Gross NPA recognition Policy.

Movement of provisions for NPAs	Amount (Rs in Million)
(a) Opening balance	725.38
(b) Provisions made during the year	293.88
(c) Write-off / write -back of excess provisions	
(d) closing balance	1,019.26

**G. Segment –wise gross NPA as on March 31, 2016**

S. no	Segment- wise breakup of gross NPAs	Gross NPA (%)
1	<b>Retail</b>	
a	Mortgages (home loans and loans against property)	
b	Gold Loans	98.03%
c	Vehicle Finance	
d	MFI	
e	M &SME	

f	Capital market funding (loans against shares, margin funding)	
g	Others	1.97%
<b>2</b>	<b>Wholesale</b>	
a	Infrastructure	
b	Real estate (including builder loans)	
c	Promoter funding	
d	Any other sector (as applicable)	
e	Others	
	<b>Total</b>	<b>100.00%</b>

#### H. Classification of borrowings as on March 31, 2016

S. No	Type of Borrowings	Amount (Rs in Million)	Percentage
1	Secured	154,188.73	82.72%
2	Unsecured	32,220.77	17.28%
	<b>Total</b>	<b>186,409.50</b>	<b>100.00%</b>

#### I. Promoter Shareholding

There is no change in promoter holdings in the Company beyond the threshold level stipulated at 26% during the last financial year.

#### J. Residual maturity profile of assets and liabilities as on March 31, 2016

Amount (Rs in Million)												
As at 31.03.2016	1 to 30/31 days (one month)	Over one month to 2 months	Over 2 months to 3 months	Over 3 months to 6 months	Over 6 months to 1 year	Over 1 year to 3 years	Over 3 years to 5 years	Over 5 years	Total			
Deposits	-	-	-	-	-	-	-	-	-			
Advances	46,307.50	39,006.83	21,985.25	51,194.84	65,826.23	19,468.43	-	-	243,789.09			
Investments	-	-	-	-	-	-	100.00	495.86	595.86			
Borrowings	5,823.60	3,849.24	2,797.04	14,625.57	99,786.89	48,809.18	2,581.43	1,371.98	179,644.93			
Foreign Currency assets	-	-	-	-	-	-	-	386.75	386.75			
Foreign Currency liabilities	-	-	-	-	-	-	-	-	-			

#### Material Contracts

Company has not entered into any material contracts other than in the ordinary course of business, in the last two years.

#### Legal Proceedings

##### Proceedings by Ministry or Department of the Government or a statutory authority against any promoter of the Company during the last five years

Please refer to the section titled “*Pending Proceedings and Statutory Defaults*” on page 314 of the Shelf Prospectus, for all legal proceedings by Ministry or Department of the Government or a statutory authority against any promoter of the Company during the last five years.

### **Proceedings involving the Company, promoter, director, subsidiaries, group companies or any other person, whose outcome could have material adverse effect on the position of the Company**

We are involved in various legal proceedings including, among others, central excise duty and service tax cases and criminal proceedings. Except as described in the section titled “*Pending Proceedings and Statutory Defaults*” on page 314 of the Shelf Prospectus, we believe that there are no legal proceedings involving the Company, promoter, director, subsidiaries, group companies or any other person, and in our opinion, no proceedings are threatened, which may have, or have had during the 12 months preceding the date of this Tranche I Prospectus, material adverse effect on our business, financial position, profitability or results of operations.

### **Proceedings initiated against the Company for economic offences**

The Company has not received any notice from any statutory authority with regard to any economic offences.

### **Details of default and non-payment of statutory dues**

Other than as disclosed in the section titled “*Pending Proceedings and Statutory Defaults*” on page 314 of the Shelf Prospectus, the Company has not received any demand notice from any statutory agency for default and non-payment of statutory dues.

### **Investigations under company law**

Other than as disclosed in the section titled “*Pending Proceedings and Statutory Defaults*” on page 314 of the Shelf Prospectus, the Company and its Subsidiaries have not been investigated under any applicable company law in the last five years immediately preceding the year of issue of this Tranche I Prospectus.

Other than as disclosed in the section titled “*Pending Proceedings and Statutory Defaults*” on page 314 of this Tranche I Prospectus, no prosecutions has been filed (whether pending or not) or fines imposed or compounding of offences done in the last five years immediately preceding the year of the prospectus for the Company and all of its Subsidiaries.

### **Auditors’ Remarks**

The statutory auditor of the Company, Rangamani & Co. confirm that there have been no reservations or qualifications or adverse remarks in the Financial Statements of the Company in the last five financial years immediately preceding the date of this Tranche I Prospectus.

### **Details of fraud committed against the Company**

Sl.No.	Financial Year	Details of Fraud	Action taken by the Company
1	2015-16	No fraud of material nature was committed against the company other than frauds committed by staff of the company cumulatively amounting to Rs.162.66 lakhs	These amounts have been recovered/written off/provided for
2	2014-15	No fraud of material nature was committed against the company other than frauds committed by customer/staff of the company cumulatively amounting to Rs.119.62 lakhs	These amounts have been recovered/written off/provided for
3	2013-14	No fraud of material nature was committed against the company other than frauds committed by customer/staff of the company cumulatively amounting to Rs.197.02 lakhs	These amounts have been recovered/written off/provided for
4	2012-13	No fraud of material nature was committed against the company other than frauds committed by customer/staff of the company amounting to Rs. 41.85 lakhs	These amounts have been recovered/written off/provided for
5	2011-12	No fraud of material nature was committed against the company other	These amounts have been recovered/written off/provided for

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than frauds committed by customer/staff  
of the company amounting to Rs.62.70  
lakhs

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## Dividend

Our Company has no stated dividend policy. The declaration and payment of dividends on our shares will be recommended by our Board of Directors and approved by our shareholders, at their discretion, and will depend on a number of factors, including but not limited to our profits, capital requirements and overall financial condition. The dividends paid by our company are as follows:

Financial Year	Nature of Dividend	Dividend Per Equity Share of Rs.10 each (in Rs.)
2015-16	Interim	2.00
	Interim	4.00
2014-15	Final	2.00
	Interim	4.00
	Final	1.00
2013-14	Interim	2.00
	Interim	3.00
2012-13	Final	4.50
2011-12	Final	4.00

## Revaluation of assets

The Company has not revalued its assets in the last five years.

## Mechanism for redressal of investor grievances

The MOU between the Registrar to the Issue and our Company will provide for retention of records with the Registrar to the Issue for a period of at least 3 years from the last date of despatch of the Allotment Advice, demat credit and refund orders to enable the investors to approach the Registrar to the Issue for redressal of their grievances.

All grievances relating to the Tranche I Issue may be addressed to the Registrar to the Issue, giving full details such as name, address of the applicant, number of NCDs applied for, amount paid on application and the bank branch or collection centre where the application was submitted. The contact details of Registrar to the Issue are as follows:

### Registrar to the Issue

#### ***Link Intime India Private Limited***

C-13, Pannalal Silk Mills Compound  
L.B.S. Marg, Bhandup (West)  
Mumbai 400 078, India  
Tel: (91 22) 6171 5400  
Fax: (91 22) 2596 0329  
Email: mfl.ncd2017@linkintime.co.in  
Contact Person: Dinesh Yadav

We estimate that the average time required by us or the Registrar to the Issue for the redressal of routine investor grievances will be 7 (seven) business days from the date of receipt of the complaint. In case of non-routine complaints and complaints where external agencies are involved, we will seek to redress these complaints as expeditiously as possible.

Maxin James has been appointed as the Compliance Officer of our Company for this Tranche I Issue.

The contact details of Compliance Officer of our Company are as follows:

Maxin James  
Company Secretary  
2<sup>nd</sup> Floor, Muthoot Chambers,

Opposite Saritha Theatre Complex  
Banerji Road  
Kochi - 682 018  
Kerala, India  
Tel: (+91 484) 6690 247  
Fax: (+91 484) 2396506  
Email: cs@muthootgroup.com

Investors may contact the Registrar to the Issue or the Compliance Officer in case of any pre-issue or post-issue related issues such as non-receipt of Allotment Advice, demat credit, refund orders or interest on application money.

**Change in Auditors of our Company during the last three years**

Rangamani & Co. has been the statutory auditor of the Company since September 11, 2002 and there has been no change in the Statutory Auditor of the Company for three years preceding the date of this Tranche I Prospectus.

**Confirmation by the Company**

Our Company (as defined under the Companies Act, 2013) has not been identified as willful defaulter by the RBI or any other governmental authority.

## **MATERIAL CONTRACTS AND DOCUMENTS FOR INSPECTION**

The following contracts which are or may be deemed material have been entered or are to be entered into by the Company. These contracts and also the documents for inspection referred to hereunder, may be inspected at the Registered Office of the Company situated at Muthoot Chambers, 2<sup>nd</sup> Floor, Opposite Saritha Theatre Complex, Banerji Road, Ernakulam, Kerala 682 018 from 10.00 AM to 5.00 P.M during the Issue Period.

### **A. *Material Contracts***

1. Engagement Letters dated December 01, 2016 and December 01, 2016 received from the Company appointing Edelweiss Financial Services Limited and A. K. Capital Services Limited as the Lead Managers respectively.
2. Issue Agreement dated December 28, 2016 between the Company and Edelweiss Financial Services Limited and A.K. Capital Services Limited.
3. Memorandum of Understanding dated December 28, 2016 with the Registrar to the Issue.
4. Debenture Trustee Agreement dated December 28, 2016 executed between the Company and the Debenture Trustee.
5. Tripartite agreement between the Company, Registrar to the Issue and CDSL dated December 08, 2010 and letter of extension dated March 14, 2011.
6. Tripartite agreement between the Company, Registrar to the issue and NSDL dated August 20, 2006.
7. The agreed form of the Debenture Trust Deed to be executed between the Company and the Debenture Trustee.
8. Escrow Agreement between the Company and the Lead Managers to the Issue, Registrar to the Issue and the Escrow Collection Banks/ Refund Banks dated January 06, 2017.
9. Lead Broker Agreement between our Company, the Lead Brokers and the Lead Managers to the Issue dated January 06, 2017.

### **B. *Material Documents***

1. Certificate of Incorporation of the Company dated March 14, 1997, issued by Registrar of Companies, Kerala and Lakshadweep.
2. Memorandum and Articles of Association of the Company.
3. The certificate of registration No. N.16.00167 dated December 12, 2008 issued by Reserve Bank of India u/s 45 IA of the Reserve Bank of India, 1934.
4. Credit rating letter dated November 08, 2016 from CRISIL granting credit ratings to the Secured and Unsecured NCDs.
5. Credit rating letter dated October 26, 2016 and November 04, 2016 from ICRA granting credit ratings to the Secured and Unsecured NCDs.
6. Copy of the NCD Public Issue Committee Resolution dated December 14, 2016 approving the Issue.
7. Copy of resolution passed by the NCD Public Issue Committee dated December 29, 2016 approving the Draft Shelf Prospectus.

8. Resolution passed by the shareholders of the Company at the Annual General Meeting held on September 25, 2014, approving the overall borrowing limit of Company.
9. Consents of the Directors, Lead Managers to the Issue, Lead Brokers, Chief Financial Officer of the Company, Compliance Officer of our Company, Debenture Trustee, Credit Rating Agencies for the Issue, Legal Advisor to the Issue, Bankers to the Company, Bankers to the Issue and the Registrar to the Issue, to include their names in the Shelf Prospectus and this Tranche I Prospectus.
10. The consent of the Statutory Auditors of our Company, namely Rangamani & Co. for inclusion of (a) their names as the Statutory Auditors, (b) examination reports on Reformatted Summary Financial Statements in the form and context in which they appear in the Shelf Prospectus.
11. The examination report of the Statutory Auditors dated August 01, 2016 in relation to the Reformatted Summary Financial Statements included herein.
12. Annual Reports of the Company for the last five Financial Years 2011-12 to 2015-16.
13. Due Diligence certificate dated January 09, 2017 filed by the Lead Managers with SEBI.
14. In-principle approval dated January 05, 2017 for the Issue issued by the BSE.

## DECLARATION

We, the Directors of the Company, certify that all the relevant provisions of the Companies Act, 1956/Companies Act, 2013, as applicable on the date of this Tranche I Prospectus and the guidelines issued by the Government of India or the guidelines issued by the Securities and Exchange Board of India established under Section 3 of the Securities and Exchange Board of India Act, 1992, as the case may be, have been complied with. We further certify that the disclosures made in this Tranche I Prospectus are true and correct and in conformity with the Companies Act, 1956 and the relevant provisions of the Companies Act, 2013 to the extent applicable as on the date of this Tranche I Prospectus, Schedule I of SEBI (Issue and Listing of Debt Securities) Regulations, 2008, the Securities and Exchange Board of India Act, 1992, the Securities Contracts (Regulation) Act, 1956 and the Listing Agreement to be executed with the stock exchanges, and no statement made in this Tranche I Prospectus is contrary to the provisions of the Companies Act, 1956 and the relevant provisions of the Companies Act, 2013 applicable as on the date of this Tranche I Prospectus, the Securities Contracts (Regulation) Act, 1956 or the Securities and Exchange Board of India Act, 1992 or rules, guidelines and circulars issued thereunder.

### SIGNED BY ALL DIRECTORS:


M. G. George Muthoot  
Whole Time Director and Chairman

:



George Thomas Muthoot  
Whole Time Director

:



George Jacob Muthoot  
Whole Time Director

:



George Alexander Muthoot  
Managing Director

:



Alexander M. George  
Whole Time Director

:



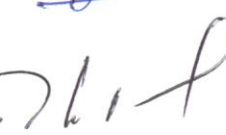
K. George John  
Independent Director

:



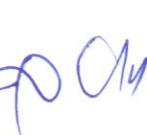
K. John Mathew  
Independent Director

:



John K Paul  
Independent Director

:



George Joseph  
Independent Director

:



Pamela Anna Mathew  
Independent Director

:



Date: 09.01.2017

Place: Kochi, India

## **ICRA GRADING LETTER**

[APPENDED OVERLEAF]

**CONFIDENTIAL**

Ref:ICRA/HYD/MFL-181/2016-17/0211

November 04, 2016

**Mr. Oommen K. Mammen**  
**Chief Financial Officer**  
**Muthoot Finance Limited**  
Muthoot Chambers  
Opp. Saritha Theatre Complex  
Banerji Road, Ernakulam  
Kerala – 682 018

**Dear Sir,**

**Re: ICRA Credit Rating for Rs.100.00 crore Subordinate Debt Programme of Muthoot Finance Limited**

Please refer to your Rating Requisition and Rating Agreement dated October 28, 2016 for carrying out the rating of the captioned Subordinate Debt Programme.

The Rating Committee of ICRA, after due consideration, has assigned the “[ICRA]AA” (**pronounced ICRA double A**) rating to the captioned debt programme. The outlook on the rating is ‘**Stable**’. Instruments with [ICRA]AA are considered to have high degree of safety regarding timely servicing of financial obligations. Such instruments carry very low credit risk. Within this category modifiers {“+” (plus) / “-”(minus)} can be used with the rating symbols. The modifiers reflect the comparative standing within the category.

In any of your publicity material or other document wherever you are using our above rating, it should be stated as “[ICRA]AA” with **stable** outlook. We would appreciate if you can sign on the duplicate copy of this letter and send it to us within 7 days from the date of this letter as confirmation about the use of the assigned rating. The rationale for assigning the above rating will be sent to you on receipt of your confirmation about the use of our rating, as above. Any intimation by you about the above rating to any Banker/Lending Agency/Government Authorities/Stock Exchange would constitute use of this rating by you.

This rating is specific to the terms and conditions of the proposed issue as was indicated to us by you and any change in the terms or size of the issue would require the rating to be reviewed by us. If there is any change in the terms and conditions or size of the instrument rated, as above, the same must be brought to our notice before the issue of the instrument. If there is any such change after the rating is assigned by us and confirmed to use by you, it would be subject to our review and may result in change in the rating assigned.



4A, 4<sup>th</sup> Floor, SHOBHAN  
6-3-927/A&B, Rajbhavan Road  
Somajiguda, Hyderabad-500 082



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Fax: +91.40.40676510  
CIN: L74999DL1991PLC042749

*Nithya*  
website: [www.icra.in](http://www.icra.in)  
email : [info@icraindia.com](mailto:info@icraindia.com)

Registered Office: 1105, Kailash Building, 11<sup>th</sup> Floor, 26 Kasturba Gandhi Marg, New Delhi - 110001. Tel.: +91.11.23357940-50, Fax: +91.11.23357014  
Corporate Office : Building No. 8, Tower-A, 2<sup>nd</sup> Floor, DLF Cyber City, Phase II, Gurgaon - 122002. Tel.: +91.124.4545300 Fax : +91.124.4050424



ICRA reserves the right to suspend, withdraw or revise the above at any time on the basis of new information or unavailability of information or such other circumstances, which ICRA believes, may have an impact on the rating assigned to you.

The rating, as aforesaid, however, should not be treated as a recommendation to buy, sell or hold the bonds to be issued by you. If the instrument rated, as above, is not issued by you within a period of 3 months from the date of this letter communicating the rating, the same would stand withdrawn unless revalidated before the expiry of 3 months.

You are required to forthwith inform us about any default or delay in repayment of interest or principal amount of the instrument rated, as above, or any other debt instruments/ borrowing. You are also required to keep us forthwith informed of any other developments which may have a direct or indirect impact on the debt servicing capability of the company including any proposal for re-schedulement or postponement of the repayment programmes of the dues/ debts of the company with any lender(s)/ investor(s).

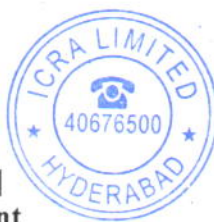
You are required to inform us immediately as and when the borrowing limit for the instrument rated, as above, or as prescribed by the regulatory authority (ies) is exceeded.

We thank you for your kind cooperation extended during the course of the rating exercise. Should you require any clarification, please do not hesitate to get in touch with us.

With kind regards,

Yours sincerely,  
for ICRA Limited

**[Rajeshwar Burla]**  
Asst. Vice President



**[Nithya Debbadi]**  
Senior Analyst



ICRA

ICRA Limited

Confidential

Ref:ICRA/HYD/MFL-175/2016-17/2410

October 26, 2016

**Mr. Oommen K. Mammen**  
**Chief Financial Officer**  
**Muthoot Finance Limited**  
Muthoot Chambers  
Opp. Saritha Theatre Complex  
Banerji Road, Ernakulam  
Kerala – 682 018

Dear Sir,

**Re: ICRA Credit Rating for Rs.1,300.00 crore Non Convertible Debenture Programme of Muthoot Finance Limited**

Please refer to your Rating Requisition and Rating Agreement of dated October 17, 2016 for carrying out the rating of the captioned Non-Convertible Debenture (NCD) programme.

The Rating Committee of ICRA, after due consideration, has assigned the “[ICRA]AA” (pronounced ICRA double A) rating to the captioned debt programme. The outlook on the rating is **Stable**. Instruments with [ICRA]AA are considered to have high degree of safety regarding timely servicing of financial obligations. Such instruments carry very low credit risk. Within this category modifiers {“+” (plus) / “-”(minus)} can be used with the rating symbols. The modifiers reflect the comparative standing within the category.

In any of your publicity material or other document wherever you are using our above rating, it should be stated as “[ICRA]AA” with **stable** outlook. We would appreciate if you can sign on the duplicate copy of this letter and send it to us within 7 days from the date of this letter as confirmation about the use of the assigned rating. The rationale for assigning the above rating will be sent to you on receipt of your confirmation about the use of our rating, as above. Any intimation by you about the above rating to any Banker/Lending Agency/Government Authorities/Stock Exchange would constitute use of this rating by you.

This rating is specific to the terms and conditions of the proposed issue as was indicated to us by you and any change in the terms or size of the issue would require the rating to be reviewed by us. If there is any change in the terms and conditions or size of the instrument rated, as above, the same must be brought to our notice before the issue of the instrument. If there is any such change after the rating is assigned by us and confirmed to use by you, it would be subject to our review and may result in change in the rating assigned.

Karumuthu Centre, 5<sup>th</sup> Floor  
634, Anna Salai, Nandanam  
Chennai - 600035

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Fax : +91 - 44 - 24343663  
CIN : L74999DL1991PLC042749

website : [www.icra.in](http://www.icra.in)  
email : [info@icraindia.com](mailto:info@icraindia.com)

Registered Office : 1105, Kailash Building, 11<sup>th</sup> Floor, 26 Kasturba Gandhi Marg, New Delhi - 110001. Tel : +91-11-23357940-50 Fax : +91-11-23357014  
Corporate Office : Building No. 8, Tower-A, 2<sup>nd</sup> Floor, DLF Cyber City, Phase II, Gurgaon - 122002 Tel +91-124-4545300 Fax : +91-124-4050424

**R A T I N G • R E S E A R C H • I N F O R M A T I O N**



ICRA

ICRA reserves the right to suspend, withdraw or revise the above at any time on the basis of new information or unavailability of information or such other circumstances, which ICRA believes, may have an impact on the rating assigned to you.

The rating, as aforesaid, however, should not be treated as a recommendation to buy, sell or hold the bonds to be issued by you. If the instrument rated, as above, is not issued by you within a period of 3 months from the date of this letter communicating the rating, the same would stand withdrawn unless revalidated before the expiry of 3 months.

You are required to forthwith inform us about any default or delay in repayment of interest or principal amount of the instrument rated, as above, or any other debt instruments/ borrowing. You are also required to keep us forthwith informed of any other developments which may have a direct or indirect impact on the debt servicing capability of the company including any proposal for re-schedulement or postponement of the repayment programmes of the dues/ debts of the company with any lender(s)/ investor(s).

You are required to inform us immediately as and when the borrowing limit for the instrument rated, as above, or as prescribed by the regulatory authority (ies) is exceeded.

We thank you for your kind cooperation extended during the course of the rating exercise. Should you require any clarification, please do not hesitate to get in touch with us.

With kind regards,

Yours sincerely,  
for ICRA Limited

(K. Ravichandran)  
Senior Vice President & Co-Head, Corporate Ratings

(A.M. Karthik)  
Assistant Vice President

## **ICRA RATING RATIONALE**

## Ratings of [ICRA]AA and [ICRA]A1+ assigned to the Non-Convertible Debenture, Subordinated Debt programmes and enhanced bank facilities of Muthoot Finance Limited

Instruments	Amount in Rs. crore <sup>1</sup>	Rating Action (November 2016)
Non-convertible debenture programme	1,300	[ICRA]AA(stable); assigned
Subordinated debt programme	100	[ICRA]AA(stable); assigned
Term Loans	50 <sup>^</sup>	[ICRA]AA (stable); assigned / outstanding
Long-term fund based bank limits	8,662 <sup>^</sup> (enhanced from Rs. 8,286 crore)	[ICRA]AA (stable); assigned / outstanding
Short-term fund based bank limits	10,318 <sup>^</sup> (enhanced from Rs. 9,392 crore)	[ICRA]A1+; assigned / outstanding

<sup>^</sup> Term loans and long-term fund based bank limits include interchangeable limit of Rs. 35 crore. Also, long-term and short-term fund based bank limits include interchangeable limit of Rs. 6,935 crore. The total rated bank facilities stands at Rs. 12,060 crore

ICRA has assigned a [ICRA]AA (pronounced ICRA double A)<sup>2</sup> rating with stable outlook for the Rs. 1,300 crore non-convertible debenture programme and Rs. 100 crore subordinated debt programme of Muthoot Finance Limited (MFL). ICRA has a rating outstanding of [ICRA]AA with stable outlook for the company's Rs. 6,800.00 crore non-convertible debenture programmes and Rs. 100.00 crore subordinate debt programme

ICRA has assigned the long-term rating of [ICRA]AA with stable outlook for the Rs. 8,662 crore (enhanced from Rs. 8,286 crore) long-term fund based bank facilities and short-term rating of [ICRA]A1+ (pronounced ICRA A one plus) for the Rs. 10,318 crore (enhanced from Rs. 9,392 crore) short-term fund based bank facilities. ICRA also has rating outstanding of [ICRA]AA with stable outlook for the Rs. 50 crore term loans and short-term rating of [ICRA]A1+ for Rs. 200 crore commercial paper programme of the company. The term loans and long-term fund based bank limits include an interchangeable limit of Rs. 35 crore. The long-term and short-term fund based bank limits include an interchangeable limit of Rs. 6,935 crore. The total rated bank facilities of the company stand at Rs. 12,060 crore.

The rating action factors in the company's track record in the gold loan business and its leadership position in the market, its established franchise with a network of 4,294 branches (as on June 30, 2016) across the country, and its efficient internal controls and audit systems. The rating also takes into account the company's ability to raise funds from diverse sources resulting in a good liquidity profile, its comfortable capitalisation (gearing of 3.7 times as on March 31, 2016), and good profitability indicators (RoA of 3.0% in FY2016). The rating is however constrained by the company's portfolio concentration in gold loan business, geographical concentration with South India contributing to 53% of the total portfolio as on June 30, 2016, its marginal borrower profile, and limited earnings diversity.

The ratings take note of the company's initiatives to improve its credit risk profile by tightening interest collections (regular interest collections vis-a-vis bullet collections in the past), which is likely to offset the risks on account of gold volatility to an extent. Regular interest collection is likely to support the company's liquidity profile and also result in better business yields, as the extent of interest reversals would be lower than in the past in case of borrower defaults. MFL's 90+ dpd stood at a moderate 3.6% as on June 30, 2016 (4.8% as on March 31, 2016). In addition to tighter interest collections, MFL has started undertaking timely auction of delinquent contracts going forward, which is likely to support the improvement in delinquency levels.

The ratings also factor in the expected stability in gold loan business pursuant to the various regulatory changes over the past few years, especially the capping of loan to value (LTV) ratio at 75%. While the pace of growth in the sector had moderated pursuant to these regulations in the past, the regulations are expected to lead to more stable and sustainable business volumes going forward. While MFL's portfolio grew at a CAGR of 52.5% during FY2011 to FY2013, it declined by 17.1% during FY2014 and the CAGR moderated to 5.6% during FY2015 and FY2016.

The company's return on average assets improved to 3.0% in FY2016 (2.6% in FY2015) aided by an improvement in the business yields, which was partly on account of better auction realizations during Q4 FY2016 due to favourable gold price movement and intensified collections. In the medium term, MFL's RoA is expected to be about 2.8-3.2%. MFL has

<sup>1</sup> Rs. 1 crore = Rs. 10 million = Rs. 100 lakh

<sup>2</sup> For complete rating scale and definitions, please refer to ICRA's website ([www.icra.in](http://www.icra.in)) or other ICRA rating publications.

good operating efficiency (operating expenses / average managed assets stood at 4.2-4.4% during the last two fiscals) with portfolio per branch of Rs. 6.0 crore as on June 30, 2016 and has scope to further improve the same to around Rs. 6.5 crore level as seen during FY2012 and FY2013. The company's moderate branch addition plans during the current fiscal would aid its business expansion without exerting much pressure on its operating efficiencies. The ratings also consider the company's comfortable capitalisation profile (gearing at 3.7 times as on March 31, 2016) and adequate liquidity on the back of sizeable un-utilized bank lines (~Rs.3,200 crore as on March 31, 2016).

ICRA also takes note of the growth plans for MFL's subsidiaries over the next two fiscals, which would diversify its product presence to an extent. The subsidiaries include the housing finance business through Muthoot Homefin (India) Limited (rated [ICRA]AA-(stable)) which is an 86% subsidiary, microfinance business through Belstar Investment and Finance Private Limited, which is an 57% subsidiary and insurance products through Muthoot Insurance Brokers Private Limited, which is a wholly owned subsidiary. Given MFL's comfortable capitalisation currently, it should be able to meet the medium term capital requirements of its subsidiaries without adversely impacting its own capital structure. However, the company's ability to grow its non-gold business at an optimal pace, while maintaining good asset quality and profitability profile would be crucial going forward.

### **Company Profile**

Muthoot Finance Ltd (MFL) is the flagship company of the Kerala based business house 'The Muthoot Group', which has diversified operations in financial services, healthcare, real estate, education, hospitality, power generation and entertainment. MFL has a long and established track record of operating in the gold loan business and is India's largest gold loan focused NBFC with a managed advance base of Rs. 25,861 crore as on June 30, 2016. The company operates through an extensive pan-India branch network of 4,294 as on June 30, 2016. The company derives a major proportion of its business from South India (53% of total portfolio as on June 30, 2016) where gold loans have traditionally been accepted as means of availing short term credit, although over the past few years it has increased its presence beyond South India.

### **Recent Results**

During Q1FY2017, MFL achieved a net profit of Rs. 270.3 crore against a net profit of Rs. 183.2 crore during Q1FY2016.

As per standalone audited financials for FY2016, MFL reported a net profit of Rs. 809.6 crore on a managed asset base of Rs. 24,379 crore as compared with a net profit of Rs. 670.5 crore on a managed asset base of Rs. 23,408 crore in FY2015.

**November 2016**

*For further details please contact:*

Analyst Contacts:

**Mr. Kalpesh Gada** (Tel. No. +91 22 6114 3445)  
[kalpesh@icraindia.com](mailto:kalpesh@icraindia.com)

**Mr. A M Karthik** (Tel. No. +91 44 4596 4308)  
[a.karthik@icraindia.com](mailto:a.karthik@icraindia.com)

**Mr. L Vivekanandan** (Tel. No. +91 44 4297 4306)  
[l.vivekanandan@icraindia.com](mailto:l.vivekanandan@icraindia.com)

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[shivakumar@icraindia.com](mailto:shivakumar@icraindia.com)

ICRA has classified various instruments based on their complexity as "Simple", "Complex" and "Highly Complex". The classification of instruments according to their complexity levels is available on the website [www.icra.in](http://www.icra.in)

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## **CRISIL RATING LETTER**

CONFIDENTIAL

MTOFL/166242/NCD/071600044  
November 8, 2016

**Mr. George Alexander Muthoot**  
Managing Director  
**Muthoot Finance Limited**  
Corporate Office: Muthoot Chambers  
Opposite Saritha Theatre Complex  
Banerji Road, Kochi 682018

Dear Mr. George Alexander Muthoot,

**Re: CRISIL Rating on the Rs.13 Billion Non-Convertible Debentures of Muthoot Finance Limited**

We refer to your request for a rating for the captioned Debt instrument.

CRISIL has, after due consideration, assigned a **"CRISIL AA/Stable"** (pronounced "CRISIL double A rating with stable outlook") rating to the captioned Debt instrument. Instruments with this rating are considered to have high degree of safety regarding timely servicing of financial obligations. Such instruments carry very low credit risk.

As per our Rating Agreement, CRISIL would disseminate the rating along with outlook through its publications and other media, and keep the rating along with outlook under surveillance for the life of the instrument. CRISIL reserves the right to suspend, withdraw, or revise the rating / outlook assigned to the captioned instrument at any time, on the basis of new information, or unavailability of information, or other circumstances which CRISIL believes may have an impact on the rating.

Further, in view of your decision to accept the CRISIL Rating, we request you to apprise us of the instrument details (in the enclosed format) as soon as it has been placed. In the event of your company not making the issue within a period of 180 days from the above date, or in the event of any change in the size or structure of your proposed issue, a fresh letter of revalidation from CRISIL will be necessary.

As per the latest SEBI circular<sup>1</sup> on centralized database for corporate bonds/debentures, you are required to provide international securities identification number (ISIN; along with the reference number and the date of the rating letter) of all bond/debenture issuances made against this rating letter to us. The circular also requires you to share this information with us within 2 days after the allotment of the ISIN. We request you to mail us all the necessary and relevant information at [debtissue@crisil.com](mailto:debtissue@crisil.com). This will enable CRISIL to verify and confirm to the depositories, including NSDL and CDSL, the ISIN details of debt rated by us, as required by SEBI. Feel free to contact us for any clarifications you may have at [debtissue@crisil.com](mailto:debtissue@crisil.com)

Should you require any clarifications, please feel free to get in touch with us.

With warm regards,

Yours sincerely,

  
**Ramesh M**  
Associate Director - CRISIL Ratings

  
**Nivedita Shibu**  
Associate Director - CRISIL Ratings



<sup>1</sup> Please refer to SEBI circular (bearing reference number: CIR/IMD/DF/17/2013) on Centralized Database for Corporate bonds/ Debentures dated October 22, 2013

A CRISIL rating reflects CRISIL's current opinion on the likelihood of timely payment of the obligations under the rated instrument and does not constitute an audit of the rated entity by CRISIL. CRISIL ratings are based on information provided by the issuer or obtained by CRISIL from sources it considers reliable. CRISIL does not guarantee the completeness or accuracy of the information on which the rating is based. A CRISIL rating is not a recommendation to buy, sell, or hold the rated instrument; it does not comment on the market price or suitability for a particular investor. All CRISIL ratings are under surveillance. Ratings are revised as and when circumstances so warrant. CRISIL is not responsible for any errors and especially states that it has no financial liability whatsoever to the subscribers / users / transmitters / distributors of this product. CRISIL Ratings rating criteria are available without charge to the public on the CRISIL web site, [www.crisil.com](http://www.crisil.com). For the latest rating information on any instrument of any company rated by CRISIL, please contact Customer Service Helpdesk at 1800-267-1301.

Classification: EXTERNAL

CRISIL Limited

Corporate Identity Number: L67120MH1987PLC042363

CONFIDENTIAL

MTOFL/166242/SUBDEBT/071600044

November 8, 2016

**Mr. George Alexander Muthoot**

Managing Director

**Muthoot Finance Limited**

Corporate Office: Muthoot Chambers

Opposite Saritha Theatre Complex

Banerji Road, Kochi 682018

Dear Mr. George Alexander Muthoot,

**Re: CRISIL Rating on the Rs.1 Billion Subordinated Debt of Muthoot Finance Limited**

We refer to your request for a rating for the captioned Debt instrument.

CRISIL has, after due consideration, assigned a “CRISIL AA/Stable” (pronounced “CRISIL double A rating with stable outlook”) rating to the captioned Debt instrument. Instruments with this rating are considered to have high degree of safety regarding timely servicing of financial obligations. Such instruments carry very low credit risk.

As per our Rating Agreement, CRISIL would disseminate the rating along with outlook through its publications and other media, and keep the rating along with outlook under surveillance for the life of the instrument. CRISIL reserves the right to suspend, withdraw, or revise the rating / outlook assigned to the captioned instrument at any time, on the basis of new information, or unavailability of information, or other circumstances which CRISIL believes may have an impact on the rating.

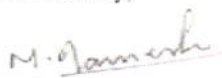
Further, in view of your decision to accept the CRISIL Rating, we request you to apprise us of the instrument details (in the enclosed format) as soon as it has been placed. In the event of your company not making the issue within a period of 180 days from the above date, or in the event of any change in the size or structure of your proposed issue, a fresh letter of revalidation from CRISIL will be necessary.

As per the latest SEBI circular<sup>1</sup> on centralized database for corporate bonds/debentures, you are required to provide international securities identification number (ISIN; along with the reference number and the date of the rating letter) of all bond/debenture issuances made against this rating letter to us. The circular also requires you to share this information with us within 2 days after the allotment of the ISIN. We request you to mail us all the necessary and relevant information at [debtissue@crisil.com](mailto:debtissue@crisil.com). This will enable CRISIL to verify and confirm to the depositories, including NSDL and CDSL, the ISIN details of debt rated by us, as required by SEBI. Feel free to contact us for any clarifications you may have at [debtissue@crisil.com](mailto:debtissue@crisil.com)

Should you require any clarifications, please feel free to get in touch with us.

With warm regards,

Yours sincerely,



Ramesh M

Associate Director - CRISIL Ratings



Nivedita Shibu

Associate Director - CRISIL Ratings



<sup>1</sup> Please refer to SEBI circular (bearing reference number: CIR/IMD/DF/17/2013) on Centralized Database for Corporate bonds/ Debentures dated October 22, 2013

A CRISIL rating reflects CRISIL's current opinion on the likelihood of timely payment of the obligations under the rated instrument and does not constitute an audit of the rated entity by CRISIL. CRISIL ratings are based on information provided by the issuer or obtained by CRISIL from sources it considers reliable. CRISIL does not guarantee the completeness or accuracy of the information on which the rating is based. A CRISIL rating is not a recommendation to buy, sell, or hold the rated instrument; it does not comment on the market price or suitability for a particular investor. All CRISIL ratings are under surveillance. Ratings are revised as and when circumstances so warrant. CRISIL is not responsible for any errors and especially states that it has no financial liability whatsoever to the subscribers / users / transmitters / distributors of this product. CRISIL Ratings rating criteria are available without charge to the public on the CRISIL web site, [www.crisil.com](http://www.crisil.com). For the latest rating information on any instrument of any company rated by CRISIL, please contact Customer Service Helpdesk at 1800-267-1301.

Classification: EXTERNAL

CRISIL Limited

Corporate Identity Number: L67120MH1987PLC042363

## **CRISIL RATING RATIONALE**

## Rating Rationale

November 08, 2016 | Mumbai

### Muthoot Finance Limited

*'CRISIL AA/Stable' assigned to debt instruments*

Rs.1 Billion Subordinated Debt	CRISIL AA/Stable (Assigned)
Rs.13 Billion Non Convertible Debentures	CRISIL AA/Stable (Assigned)
Rs.5 Billion Non Convertible Debentures	CRISIL AA/Stable (Reaffirmed)
Rs.2.7671 Billion Non Convertible Debentures	CRISIL AA/Stable (Reaffirmed)
Rs.2.7907 Billion Non Convertible Debentures	CRISIL AA/Stable (Reaffirmed)
Rs.4.5624 Billion Non Convertible Debentures	CRISIL AA/Stable (Reaffirmed)
Rs.4.5932 Billion Non Convertible Debentures	CRISIL AA/Stable (Reaffirmed)
Rs.6.9328 Billion Non Convertible Debentures	CRISIL AA/Stable (Reaffirmed)
Rs.2.7494 Billion Non Convertible Debentures	CRISIL AA/Stable (Reaffirmed)
Rs.2.5975 Billion Non Convertible Debentures	CRISIL AA/Stable (Reaffirmed)
Rs.5 Billion Non Convertible Debentures	CRISIL AA/Stable (Reaffirmed)
Rs.209.3 Million Subordinate Bond	CRISIL AA/Stable (Reaffirmed)
Rs.1.00 Billion Subordinate Bond	CRISIL AA/Stable (Reaffirmed)
Rs.5 Billion Subordinated Debt	CRISIL AA/Stable (Reaffirmed)
Rs.232.879 Million Subordinate Bond	CRISIL AA/Stable (Reaffirmed)
Rs.437.571 Million Subordinate Bond	CRISIL AA/Stable (Reaffirmed)
Rs.40 Billion Short Term Debt	CRISIL A1+ (Reaffirmed)

CRISIL has assigned '**CRISIL AA/Stable**' rating to Rs.1 billion subordinated debt and Rs.13 billion non convertible debentures of Muthoot Finance Limited (MFL) and reaffirmed the '**CRISIL AA/Stable**' rating on MFL's other long term debt instruments. CRISIL has also reaffirmed its '**CRISIL A1+**' rating on the short term debt programme of MFL.

The ratings reflect the extensive experience of the company's promoters in the loan-against-gold-jewellery business, adequate capitalisation, and above-average earnings profile. These rating strengths are partially offset by geographical and product concentration in revenue profile, and exposure to risks related to regulatory and legislative changes.

The promoters have a track record of over seven decades in the business, with a strong reputation and brand in South India, particularly in Kerala and Tamil Nadu. This has helped in implementing an appropriate assessment and underwriting methodology, which is being constantly refined.

Capitalisation is adequate, as indicated by a networth of Rs 58.9 billion and adjusted gearing of 3.4 times, as on June 30, 2016. With low asset-side risk (security of gold jewellery, which is liquid and in the lender's possession) and moderate growth outlook, capitalisation is likely to remain adequate over the medium term. Even at a consolidated level, after factoring in investments in the wholly owned housing finance company, Muthoot Homefin (India) Ltd, and Belstar Investment and Finance Private Ltd, a microfinance company in which a controlling stake is being acquired, CRISIL believes that gearing will remain below 5 times over the next three years.

The strong earnings profile is supported by better operating efficiency and low credit costs, compared with peers. Return on average assets (RoA) remains higher than that of other asset-financing NBFCs. RoA increased to 3.0% in fiscal 2016 from 2.6% in the previous year; but this was mainly on account of exceptional profit earned on auctions held during the last quarter of fiscal 2016 due to upward movement of gold prices, intensified collection focus without

offering settlement schemes also aided better profitability. RoA is expected to remain at around 2.6%, over the medium term. Despite lower-than-industry yields, profitability has been better than large peers, mainly on account of high operating efficiency reflected in higher business per branch at around Rs.60 million per annum as on June 3, 2016. The increased focus on interest collection over the past two years could result in higher yields over the medium term. However, the business model of the company exposes it to the risk of any continuous or steep fall in gold prices.

Moreover, high geographic and single-asset-class concentration in revenue profile persists. Currently, South India accounts for 53% of total loans. While the level of concentration has been declining and is much lower than that of peers, the significant regional exposure renders the company vulnerable to the economic, social, and political situation in the region. In addition, operations remain confined to financing against gold ornaments; this segment constitutes over 99% of total advances.

Furthermore, as the company is based in Kochi, Kerala accounts for around 8% of the gold loan portfolio, and about 18% of branches. The impact of the Kerala Money Lenders Act, 1958, for NBFCs, the applicability of which is dependent on the decision of the Supreme Court, could affect lending rates and operational expenditure. This will remain a key rating monitorable.

## **Outlook: Stable**

CRISIL believes MFL will maintain adequate capitalisation and strong profitability over the medium term. The outlook may be revised to 'Positive' in case of significant improvement in competitive positioning, while asset quality and profitability are maintained. The outlook may be revised to 'Negative' in case of a steep decline in interest collection, asset quality, profitability, or capitalisation.

## **About the Company**

MFL, an NBFC, was originally set up as a private limited company in 1997; this reconstituted as a public limited company in November 2008. It provides finance against used household gold jewellery; the promoters' family has been in this business for seven decades. MFL is the flagship company of the Muthoot group (promoters of MFL), which is also in the hospitality, healthcare, media, education, information technology, foreign exchange, insurance distribution, and money transfer businesses. The company had a nationwide network of 4294 branches as on June 30, 2016. It had an advances book of Rs 25.8 billion, and a networth of Rs 58.9 billion, as on June 30, 2016.

For fiscal 2016, on a standalone basis, profit after tax (PAT) was Rs 8.1 billion on total income of Rs 48.8 billion, against PAT of Rs 6.7 billion on total income of Rs 43.2 billion for fiscal 2015.

For the quarter ended June 30, 2015 the company reported PAT of Rs.2.7 billion on a total income of Rs.13.0 billion.

For fiscal 2016, on a consolidated basis, PAT was Rs 8.2 billion on total income of Rs 49.4 billion, against PAT of Rs 6.7 billion on total income of Rs 43.4 billion for fiscal 2015.

### **Links to related criteria**

[Rating Criteria for Finance Companies](#)

[Criteria for Computing Short-Term Debt Limits for NBFCs](#)

[Criteria for rating Short-Term Debt \(including Commercial Paper\)](#)

**For further information contact:**

Media Relations	Analytical Contacts	Customer Service Helpdesk
<p><b>Tanuja Abhinandan</b> Media Relations <b>CRISIL Limited</b> D: +91 22 3342 1818 B: +91 22 3342 3000 <a href="mailto:tanuja.abhinandan@crisil.com">tanuja.abhinandan@crisil.com</a></p> <p><b>Jyoti Parmar</b> Media Relations <b>CRISIL Limited</b> D: +91 22 3342 1835 B: +91 22 3342 3000 <a href="mailto:jyoti.parmar@crisil.com">jyoti.parmar@crisil.com</a></p>	<p><b>Krishnan Sitaraman</b> Senior Director - CRISIL Ratings <b>CRISIL Limited</b> D:+91 22 3342 8070 <a href="mailto:krishnan.sitaraman@crisil.com">krishnan.sitaraman@crisil.com</a></p> <p><b>Suresh Krishnamurthy</b> Director - CRISIL Ratings <b>CRISIL Limited</b> D:+91 22 3342 1952 <a href="mailto:suresh.krishnamurthy@crisil.com">suresh.krishnamurthy@crisil.com</a></p>	<p>Timings: 10.00 am to 7.00 pm Toll free Number:1800 267 1301</p> <p>For a copy of Rationales / Rating Reports: <a href="mailto:CRISILratingdesk@crisil.com">CRISILratingdesk@crisil.com</a></p> <p>For Analytical queries: <a href="mailto:ratingsinvestordesk@crisil.com">ratingsinvestordesk@crisil.com</a></p>

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Last updated: April 2016

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## **CONSENT OF THE DEBENTURE TRUSTEE**

[APPENDED OVERLEAF]

Ref. No. 5752/ITSL/OPR/2016-17  
Date: December 16, 2016

**Muthoot Finance Limited,**  
2<sup>nd</sup> Floor, Muthoot Chambers,  
Banerji Road, Kochi- 682 018,  
Kerala, India.

Dear Sirs,

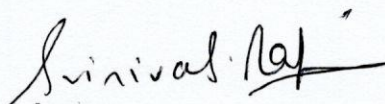
**Re: PROPOSED PUBLIC ISSUE BY MUTHOOT FINANCE LIMITED, ("COMPANY" OR "ISSUER") OF UPTO 13,000,000 SECURED REDEEMABLE NON-CONVERTIBLE DEBENTURES AND UPTO 1,000,000 UNSECURED REDEEMABLE NON-CONVERTIBLE DEBENTURES OF FACE VALUE OF RS 1,000 EACH, ("NCDs"), FOR AN AMOUNT AGGREGATING UP TO Rs. 14,000 MILLIONS ("SHELF LIMIT") HEREINAFTER REFERRED TO AS THE "ISSUE" WHICH IS TO BE ISSUED IN ONE OR MORE TRANCHE UP TO THE SHELF LIMIT, ON TERMS AND CONDITIONS AS SET OUT IN THE RELEVANT TRANCHE PROSPECTUS FOR ANY TRANCHE ISSUE (EACH A "TRANCHE ISSUE").**

We, IDBI Trusteeship Services Limited, do hereby consent to act as the Debenture Trustee to the Company in accordance with Regulation 4 (4) of the Securities and Exchange Board of India (Issue and Listing of Debt Securities) Regulations, 2008 with respect to the Issue/Tranche Issue(s) and to our name being inserted as the Debenture Trustee, in the Draft Shelf Prospectus to be filed with the stock exchange(s) for the purposes of receiving public comments and the Shelf Prospectus/ Tranche Prospectus to be filed with the Registrar of Companies and the stock exchange(s) in which the Company intends to issue in respect of the Issue and also all related advertisements and the subsequent communications sent to the holders of debt securities pursuant to the Issue/ Tranche Issue(s).

We hereby authorise you to deliver this letter of consent to the stock exchange(s) or any other regulatory authorities as may be required by law.

Yours Faithfully,

For IDBI Trusteeship Services Limited

  
Authorised Signatory

## SCHEDULE A | CASH FLOWS FOR VARIOUS OPTIONS

### ILLUSTRATION FOR GUIDANCE IN RESPECT OF THE DAY COUNT CONVENTION AND EFFECT OF HOLIDAYS ON PAYMENTS

Investors should note that the below examples are solely for illustrative purposes and is not specific to the Issue. The illustration of cash flow is based on the Issue Closing Date as mentioned in this Tranche I Prospectus and post issue timelines which are subject to change.

#### Option I

<b>Company</b>	Muthoot Finance Limited
<b>Face value (per security)</b>	₹ 1,000.00
<b>Issue Opening Date/ Date of Allotment (tentative)</b>	January 17, 2017 / March 02, 2017
<b>Redemption Date</b>	March 02, 2019
<b>Coupon Rate for Category I investors</b>	8.50%
<b>Coupon Rate for Category II investors</b>	8.75%
<b>Coupon Rate for Category III investors</b>	8.75%
<b>Frequency of the interest payment with specified dates</b>	First interest on May 01, 2017 and subsequently on the 1 <sup>st</sup> day of every month.
<b>Day count convention</b>	Actual/actual

Cash Flows	Due Date	Date of payment	No. of days in Coupon Period	Amount (in ₹)		
				Category I Investors	Category II and III Investors	
<b>1<sup>st</sup> coupon</b>	Monday, May 01, 2017	Tuesday, May 02, 2017	60	14.00		14.00
<b>2<sup>nd</sup> coupon</b>	Thursday, June 01, 2017	Thursday, June 01, 2017	31	7.00		7.00
<b>3<sup>rd</sup> coupon</b>	Saturday, July 01, 2017	Saturday, July 01, 2017	30	7.00		7.00
<b>4<sup>th</sup> coupon</b>	Tuesday, August 01, 2017	Tuesday, August 01, 2017	31	7.00		7.00
<b>5<sup>th</sup> coupon</b>	Friday, September 01, 2017	Friday, September 01, 2017	31	7.00		7.00
<b>6<sup>th</sup> coupon</b>	Sunday, October 01, 2017	Tuesday, October 03, 2017	30	7.00		7.00
<b>7<sup>th</sup> coupon</b>	Wednesday, November 01, 2017	Wednesday, November 01, 2017	31	7.00		7.00
<b>8<sup>th</sup> coupon</b>	Friday, December 01, 2017	Friday, December 01, 2017	30	7.00		7.00
<b>9<sup>th</sup> coupon</b>	Monday, January 01, 2018	Monday, January 01, 2018	31	7.00		7.00
<b>10<sup>th</sup> coupon</b>	Thursday, February 01, 2018	Thursday, February 01, 2018	31	7.00		7.00
<b>11<sup>th</sup> coupon</b>	Thursday, March 01, 2018	Thursday, March 01, 2018	28	7.00		7.00
<b>12<sup>th</sup> coupon</b>	Sunday, April 01, 2018	Monday, April 02, 2018	31	7.00		7.00
<b>13<sup>th</sup> coupon</b>	Tuesday, May 01, 2018	Wednesday, May 02, 2018	30	7.00		7.00
<b>14<sup>th</sup> coupon</b>	Friday, June 01, 2018	Friday, June 01, 2018	31	7.00		7.00
<b>15<sup>th</sup> coupon</b>	Sunday, July 01, 2018	Monday, July 02, 2018	30	7.00		7.00
<b>16<sup>th</sup> coupon</b>	Wednesday, August 01, 2018	Wednesday, August 01, 2018	31	7.00		7.00
<b>17<sup>th</sup> coupon</b>	Saturday, September 01, 2018	Saturday, September 01, 2018	31	7.00		7.00
<b>18<sup>th</sup> coupon</b>	Monday, October 01, 2018	Monday, October 01, 2018	30			7.00

Cash Flows	Due Date	Date of payment	No. of days in Coupon Period	Amount (in ₹)		
				Category I Investors	Category II and III Investors	
	01, 2018	01, 2018		7.00		
19 <sup>th</sup> coupon	Thursday, November 01, 2018	Thursday, November 01, 2018	31	7.00		7.00
20 <sup>th</sup> coupon	Saturday, December 01, 2018	Saturday, December 01, 2018	30	7.00		7.00
21 <sup>st</sup> coupon	Tuesday, January 01, 2019	Tuesday, January 01, 2019	31	7.00		7.00
22 <sup>nd</sup> coupon	Friday, February 01, 2019	Friday, February 01, 2019	31	7.00		7.00
23 <sup>rd</sup> coupon	Friday, March 01, 2019	Friday, March 01, 2019	28	7.00		7.00
24 <sup>th</sup> coupon	Saturday, March 02, 2019	Saturday, March 02, 2019	1	0.23		0.24
Principal/ Maturity value	Saturday, March 02, 2019	Saturday, March 02, 2019	-	1,000.00		1,000.00
<b>Total</b>				<b>1,168.23</b>		<b>1,168.24</b>

## Option II

Company	Muthoot Finance Limited
Face value (per security)	₹ 1,000.00
Issue Date/ Date of Allotment (tentative)	January 17, 2017 / March 02, 2017
Redemption	March 02, 2020
Coupon Rate for Category I investors	8.75%
Coupon Rate for Category II investors	9.00%
Coupon Rate for Category III investors	9.00%
Frequency of the interest payment with specified dates	First interest on May 01, 2017 and subsequently on the 1 <sup>st</sup> day of every month.
Day count convention	Actual/actual

Cash Flows	Due Date	Date of payment	No. of days in Coupon Period	Amount (in ₹)		
				Category I Investors	Category II and III Investors	
1 <sup>st</sup> coupon	Monday, May 01, 2017	Tuesday, May 02, 2017	60	14.00		15.00
2 <sup>nd</sup> coupon	Thursday, June 01, 2017	Thursday, June 01, 2017	31	7.00		8.00
3 <sup>rd</sup> coupon	Saturday, July 01, 2017	Saturday, July 01, 2017	30	7.00		7.00
4 <sup>th</sup> coupon	Tuesday, August 01, 2017	Tuesday, August 01, 2017	31	7.00		8.00
5 <sup>th</sup> coupon	Friday, September 01, 2017	Friday, September 01, 2017	31	7.00		8.00
6 <sup>th</sup> coupon	Sunday, October 01, 2017	Tuesday, October 03, 2017	30	7.00		7.00
7 <sup>th</sup> coupon	Wednesday, November 01, 2017	Wednesday, November 01, 2017	31	7.00		8.00
8 <sup>th</sup> coupon	Friday, December 01, 2017	Friday, December 01, 2017	30	7.00		7.00
9 <sup>th</sup> coupon	Monday, January 01, 2018	Monday, January 01, 2018	31	7.00		8.00
10 <sup>th</sup> coupon	Thursday, February 01, 2018	Thursday, February 01, 2018	31	7.00		8.00
11 <sup>th</sup> coupon	Thursday, March 01, 2018	Thursday, March 01, 2018	28	7.00		7.00

Cash Flows	Due Date	Date of payment	No. of days in Coupon Period	Amount (in ₹)	
				Category I Investors	Category II and III Investors
12 <sup>th</sup> coupon	Sunday, April 01, 2018	Monday, April 02, 2018	31	7.00	8.00
13 <sup>th</sup> coupon	Tuesday, May 01, 2018	Wednesday, May 02, 2018	30	7.00	7.00
14 <sup>th</sup> coupon	Friday, June 01, 2018	Friday, June 01, 2018	31	7.00	8.00
15 <sup>th</sup> coupon	Sunday, July 01, 2018	Monday, July 02, 2018	30	7.00	7.00
16 <sup>th</sup> coupon	Wednesday, August 01, 2018	Wednesday, August 01, 2018	31	7.00	8.00
17 <sup>th</sup> coupon	Saturday, September 01, 2018	Saturday, September 01, 2018	31	7.00	8.00
18 <sup>th</sup> coupon	Monday, October 01, 2018	Monday, October 01, 2018	30	7.00	7.00
19 <sup>th</sup> coupon	Thursday, November 01, 2018	Thursday, November 01, 2018	31	7.00	8.00
20 <sup>th</sup> coupon	Saturday, December 01, 2018	Saturday, December 01, 2018	30	7.00	7.00
21 <sup>st</sup> coupon	Tuesday, January 01, 2019	Tuesday, January 01, 2019	31	7.00	8.00
22 <sup>nd</sup> coupon	Friday, February 01, 2019	Friday, February 01, 2019	31	7.00	8.00
23 <sup>rd</sup> coupon	Friday, March 01, 2019	Friday, March 01, 2019	28	7.00	7.00
24 <sup>th</sup> coupon	Monday, April 01, 2019	Monday, April 01, 2019	31	7.00	8.00
25 <sup>th</sup> coupon	Wednesday, May 01, 2019	Thursday, May 02, 2019	30	7.00	7.00
26 <sup>th</sup> coupon	Saturday, June 01, 2019	Saturday, June 01, 2019	31	7.00	8.00
27 <sup>th</sup> coupon	Monday, July 01, 2019	Monday, July 01, 2019	30	7.00	7.00
28 <sup>th</sup> coupon	Thursday, August 01, 2019	Thursday, August 01, 2019	31	7.00	8.00
29 <sup>th</sup> coupon	Sunday, September 01, 2019	Monday, September 02, 2019	31	7.00	8.00
30 <sup>th</sup> coupon	Tuesday, October 01, 2019	Tuesday, October 01, 2019	30	7.00	7.00
31 <sup>st</sup> coupon	Friday, November 01, 2019	Friday, November 01, 2019	31	7.00	8.00
32 <sup>nd</sup> coupon	Sunday, December 01, 2019	Monday, December 02, 2019	30	7.00	7.00
33 <sup>rd</sup> coupon	Wednesday, January 01, 2020	Wednesday, January 01, 2020	31	7.00	8.00
34 <sup>th</sup> coupon	Saturday, February 01, 2020	Saturday, February 01, 2020	31	7.00	8.00
35 <sup>th</sup> coupon	Sunday, March 01, 2020	Monday, March 02, 2020	29	7.00	7.00
36 <sup>th</sup> coupon	Monday, March 02, 2020	Monday, March 02, 2020	1	0.24	0.25
Principal/ Maturity value	Monday, March 02, 2020	Monday, March 02, 2020		1,000.00	1,000.00
<b>Total</b>				<b>1,252.24</b>	<b>1,273.25</b>

### Option III

Company	Muthoot Finance Limited
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Face value (per security)	₹ 1,000.00
Issue Date/ Date of Allotment (tentative)	January 17, 2017 / March 02, 2017
Redemption	March 02, 2022
Coupon Rate for Category I investors	8.75%
Coupon Rate for Category II investors	9.00%
Coupon Rate for Category III investors	9.00%
Frequency of the interest payment with specified dates	First interest on May 01, 2017 and subsequently on the 1st day of every month.
Day count convention	Actual/actual

Cash Flows	Due Date	Date of a payment	No. of days in Coupon Period	Amount (in ₹)		
				Category I Investors	Category II and III Investors	Category III Investors
1 <sup>st</sup> coupon	Monday, May 01, 2017	Tuesday, May 02, 2017	60	14.00		15.00
2 <sup>nd</sup> coupon	Thursday, June 01, 2017	Thursday, June 01, 2017	31	7.00		8.00
3 <sup>rd</sup> coupon	Saturday, July 01, 2017	Saturday, July 01, 2017	30	7.00		7.00
4 <sup>th</sup> coupon	Tuesday, August 01, 2017	Tuesday, August 01, 2017	31	7.00		8.00
5 <sup>th</sup> coupon	Friday, September 01, 2017	Friday, September 01, 2017	31	7.00		8.00
6 <sup>th</sup> coupon	Sunday, October 01, 2017	Tuesday, October 03, 2017	30	7.00		7.00
7 <sup>th</sup> coupon	Wednesday, November 01, 2017	Wednesday, November 01, 2017	31	7.00		8.00
8 <sup>th</sup> coupon	Friday, December 01, 2017	Friday, December 01, 2017	30	7.00		7.00
9 <sup>th</sup> coupon	Monday, January 01, 2018	Monday, January 01, 2018	31	7.00		8.00
10 <sup>th</sup> coupon	Thursday, February 01, 2018	Thursday, February 01, 2018	31	7.00		8.00
11 <sup>th</sup> coupon	Thursday, March 01, 2018	Thursday, March 01, 2018	28	7.00		7.00
12 <sup>th</sup> coupon	Sunday, April 01, 2018	Monday, April 02, 2018	31	7.00		8.00
13 <sup>th</sup> coupon	Tuesday, May 01, 2018	Wednesday, May 02, 2018	30	7.00		7.00
14 <sup>th</sup> coupon	Friday, June 01, 2018	Friday, June 01, 2018	31	7.00		8.00
15 <sup>th</sup> coupon	Sunday, July 01, 2018	Monday, July 02, 2018	30	7.00		7.00
16 <sup>th</sup> coupon	Wednesday, August 01, 2018	Wednesday, August 01, 2018	31	7.00		8.00
17 <sup>th</sup> coupon	Saturday, September 01, 2018	Saturday, September 01, 2018	31	7.00		8.00
18 <sup>th</sup> coupon	Monday, October 01, 2018	Monday, October 01, 2018	30	7.00		7.00
19 <sup>th</sup> coupon	Thursday, November 01, 2018	Thursday, November 01, 2018	31	7.00		8.00
20 <sup>th</sup> coupon	Saturday, December 01, 2018	Saturday, December 01, 2018	30	7.00		7.00
21 <sup>st</sup> coupon	Tuesday, January 01, 2019	Tuesday, January 01, 2019	31	7.00		8.00
22 <sup>nd</sup> coupon	Friday, February 01, 2019	Friday, February 01, 2019	31	7.00		8.00
23 <sup>rd</sup> coupon	Friday, March 01, 2019	Friday, March 01, 2019	28	7.00		7.00
24 <sup>th</sup> coupon	Monday, April 01, 2019	Monday, April 01, 2019	31	7.00		8.00
25 <sup>th</sup> coupon	Wednesday, May 01, 2019	Thursday, May 02, 2019	30	7.00		7.00
26 <sup>th</sup> coupon	Saturday, June 01, 2019	Saturday, June 01, 2019	31	7.00		8.00

Cash Flows	Due Date	Date of a payment	No. of days in Coupon Period	Amount (in ₹)		
				Category I Investors	Category II and III Investors	III
27 <sup>th</sup> coupon	Monday, July 01, 2019	Monday, July 01, 2019	30	7.00		7.00
28 <sup>th</sup> coupon	Thursday, August 01, 2019	Thursday, August 01, 2019	31	7.00		8.00
29 <sup>th</sup> coupon	Sunday, September 01, 2019	Monday, September 02, 2019	31	7.00		8.00
30 <sup>th</sup> coupon	Tuesday, October 01, 2019	Tuesday, October 01, 2019	30	7.00		7.00
31 <sup>st</sup> coupon	Friday, November 01, 2019	Friday, November 01, 2019	31	7.00		8.00
32 <sup>nd</sup> coupon	Sunday, December 01, 2019	Monday, December 02, 2019	30	7.00		7.00
33 <sup>rd</sup> coupon	Wednesday, January 01, 2020	Wednesday, January 01, 2020	31	7.00		8.00
34 <sup>th</sup> coupon	Saturday, February 01, 2020	Saturday, February 01, 2020	31	7.00		8.00
35 <sup>th</sup> coupon	Sunday, March 01, 2020	Monday, March 02, 2020	29	7.00		7.00
36 <sup>th</sup> coupon	Wednesday, April 01, 2020	Wednesday, April 01, 2020	31	7.00		8.00
37 <sup>th</sup> coupon	Friday, May 01, 2020	Saturday, May 02, 2020	30	7.00		7.00
38 <sup>th</sup> coupon	Monday, June 01, 2020	Monday, June 01, 2020	31	7.00		8.00
39 <sup>th</sup> coupon	Wednesday, July 01, 2020	Wednesday, July 01, 2020	30	7.00		7.00
40 <sup>th</sup> coupon	Saturday, August 01, 2020	Saturday, August 01, 2020	31	7.00		8.00
41 <sup>st</sup> coupon	Tuesday, September 01, 2020	Tuesday, September 01, 2020	31	7.00		8.00
42 <sup>nd</sup> coupon	Thursday, October 01, 2020	Thursday, October 01, 2020	30	7.00		7.00
43 <sup>rd</sup> coupon	Sunday, November 01, 2020	Monday, November 02, 2020	31	7.00		8.00
44 <sup>th</sup> coupon	Tuesday, December 01, 2020	Tuesday, December 01, 2020	30	7.00		7.00
45 <sup>th</sup> coupon	Friday, January 01, 2021	Friday, January 01, 2021	31	7.00		8.00
46 <sup>th</sup> coupon	Monday, February 01, 2021	Monday, February 01, 2021	31	7.00		8.00
47 <sup>th</sup> coupon	Monday, March 01, 2021	Monday, March 01, 2021	28	7.00		7.00
48 <sup>th</sup> coupon	Thursday, April 01, 2021	Thursday, April 01, 2021	31	7.00		8.00
49 <sup>th</sup> coupon	Saturday, May 01, 2021	Monday, May 03, 2021	30	7.00		7.00
50 <sup>th</sup> coupon	Tuesday, June 01, 2021	Tuesday, June 01, 2021	31	7.00		8.00
51 <sup>st</sup> coupon	Thursday, July 01, 2021	Thursday, July 01, 2021	30	7.00		7.00
52 <sup>nd</sup> coupon	Sunday, August 01, 2021	Monday, August 02, 2021	31	7.00		8.00
53 <sup>rd</sup> coupon	Wednesday, September 01, 2021	Wednesday, September 01, 2021	31	7.00		8.00
54 <sup>th</sup> coupon	Friday, October 01, 2021	Friday, October 01, 2021	30	7.00		7.00
55 <sup>th</sup> coupon	Monday, November 01, 2021	Monday, November 01, 2021	31	7.00		8.00
56 <sup>th</sup> coupon	Wednesday, December 01, 2021	Wednesday, December 01, 2021	30	7.00		7.00

Cash Flows	Due Date	Date of a payment	No. of days in Coupon Period	Amount (in ₹)		
				Category I Investors	Category II and III Investors	II III
	2021	2021				
<b>57<sup>th</sup> coupon</b>	Saturday, January 01, 2022	Saturday, January 01, 2022	31	7.00		8.00
<b>58<sup>th</sup> coupon</b>	Tuesday, February 01, 2022	Tuesday, February 01, 2022	31	7.00		8.00
<b>59<sup>th</sup> coupon</b>	Tuesday, March 01, 2022	Tuesday, March 01, 2022	28	7.00		7.00
<b>60<sup>th</sup> coupon</b>	Wednesday, March 02, 2022	Wednesday, March 02, 2022	1	0.24		0.25
<b>Principal/ Maturity value</b>	Wednesday, March 02, 2022	Wednesday, March 02, 2022		1000.00		1000.00
<b>Total</b>				<b>1,420.24</b>		<b>1,455.25</b>

#### Option IV

<b>Company</b>	Muthoot Finance Limited
<b>Face value (per security)</b>	₹ 1,000.00
<b>Issue Date/ Date of Allotment (tentative)</b>	January 17, 2017 / March 02, 2017
<b>Redemption</b>	March 02, 2019
<b>Coupon Rate for Category I investors</b>	8.75%
<b>Coupon Rate for Category II investors</b>	9.00%
<b>Coupon Rate for Category III investors</b>	9.00%
<b>Frequency of the interest payment with specified dates</b>	First interest on March 02, 2018 and subsequently on March 02 every year.
<b>Day count convention</b>	Actual/actual

Cash Flows	Due Date	Date of a payment	No. of days in Coupon Period	Amount (in ₹)		
				Category I Investors	Category II and III Investors	II III
<b>1<sup>st</sup> coupon</b>	Friday, March 02, 2018	Friday, March 02, 2018	365	88.00		90.00
<b>2<sup>nd</sup> coupon</b>	Saturday, March 02, 2019	Saturday, March 02, 2019	365	88.00		90.00
<b>Principal/ Maturity value</b>	Saturday, March 02, 2019	Saturday, March 02, 2019	-	1,000.00		1,000.00
<b>Total</b>			<b>-</b>	<b>1,176.00</b>		<b>1,180.00</b>

## Option V

<b>Company</b>	Muthoot Finance Limited
<b>Face value (per security)</b>	₹ 1,000.00
<b>Issue Date/ Date of Allotment (tentative)</b>	January 17, 2017 / March 02, 2017
<b>Redemption</b>	March 02, 2020
<b>Coupon Rate for Category I investors</b>	9.00%
<b>Coupon Rate for Category II investors</b>	9.25%
<b>Coupon Rate for Category III investors</b>	9.25%
<b>Frequency of the interest payment with specified dates</b>	First interest on March 02, 2018 and subsequently on March 02 every year.
<b>Day count convention</b>	Actual/actual

Cash Flows	Due Date	Date of a payment	No. of days in Coupon Period	Amount (in ₹)		
				Category I Investors	Category II and III Investors	Category III Investors
<b>1<sup>st</sup> coupon</b>	Friday, March 02, 2018	Friday, March 02, 2018	365	90.00		93.00
<b>2<sup>nd</sup> coupon</b>	Saturday, March 02, 2019	Saturday, March 02, 2019	365	90.00		93.00
<b>3<sup>rd</sup> coupon</b>	Monday, March 02, 2020	Monday, March 02, 2020	366	90.00		93.00
<b>Principal / Maturity value</b>	Monday, March 02, 2020	Monday, March 02, 2020	-	1,000.00		1,000.00
<b>Total</b>			-	<b>1,270.00</b>		<b>1,279.00</b>

## Option VI

<b>Company</b>	Muthoot Finance Limited
<b>Face value (per security)</b>	₹ 1,000.00
<b>Issue Date/ Date of Allotment (tentative)*</b>	January 17, 2017 / March 02, 2017
<b>Redemption</b>	March 02, 2022
<b>Coupon Rate for Category I investors</b>	9.00%
<b>Coupon Rate for Category II investors</b>	9.25%
<b>Coupon Rate for Category III investors</b>	9.25%
<b>Frequency of the interest payment with specified dates</b>	First interest on March 02, 2018 and subsequently on March 02 every year.
<b>Day count convention</b>	Actual/actual

Cash Flows	Due Date	Date of a payment	No. of days in Coupon Period	Amount (in ₹)		
				Category I Investors	Category II and III Investors	Category III Investors
<b>1<sup>st</sup> coupon</b>	Friday, March 02, 2018	Friday, March 02, 2018	365	90.00		93.00
<b>2<sup>nd</sup> coupon</b>	Saturday, March 02, 2019	Saturday, March 02, 2019	365	90.00		93.00
<b>3<sup>rd</sup> coupon</b>	Monday, March 02, 2020	Monday, March 02, 2020	366	90.00		93.00
<b>4<sup>th</sup> coupon</b>	Tuesday, March 02, 2021	Tuesday, March 02, 2021	365	90.00		93.00
<b>5<sup>th</sup> coupon</b>	Wednesday, March 02, 2022	Wednesday, March 02, 2022	365	90.00		93.00
<b>Principal / Maturity value</b>	Wednesday, March 02, 2022	Wednesday, March 02, 2022	-	1,000.00		1,000.00

Cash Flows	Due Date	Date of a payment	No. of days in Coupon Period	Amount (in ₹)		
				Category I Investors	Category II and III Investors	Category II and III Investors
<b>Total</b>			-	<b>1,450.00</b>		<b>1,465.00</b>

### Option VII

Company	Muthoot Finance Limited
Face value (per security)	₹ 1,000.00
Issue Date/ Date of Allotment (tentative)	January 17,2017 / March 02, 2017
Redemption	April 06, 2018
Coupon Rate for Category I investors	NA
Coupon Rate for Category II investors	NA
Coupon Rate for Category III investors	NA
Frequency of the interest payment with specified dates	NA
Day count convention	Actual/actual

Cash Flows	Due Date	Date of a payment	No. of days in Coupon Period	Amount (in ₹)		
				Category I Investors	Category II and III Investors	Category II and III Investors
<b>Principal / Maturity value</b>	Friday, April 06, 2018	Friday, April 06, 2018	NA	1,088.00		1,091.00
<b>Total</b>				<b>1,088.00</b>		<b>1,091.00</b>

### Option VIII

Company	Muthoot Finance Limited
Face value (per security)	₹ 1,000.00
Issue Date/ Date of Allotment (tentative)*	January 17,2017 / March 02, 2017
Redemption	September 02, 2018
Coupon Rate for Category I investors	NA
Coupon Rate for Category II investors	NA
Coupon Rate for Category III investors	NA
Frequency of the interest payment with specified dates	NA
Day count convention	Actual/actual

Cash Flows	Due Date	Date of a payment	No. of days in Coupon Period	Amount (in ₹)		
				Category I Investors	Category II and III Investors	Category II and III Investors
<b>Principal / Maturity value</b>	Sunday, September 02, 2018	Saturday, September 01, 2018	NA	1,127.00		1,131.00
<b>Total</b>				<b>1,127.00</b>		<b>1,131.00</b>

### Option IX

Company	Muthoot Finance Limited
Face value (per security)	₹ 1,000.00
Issue Date/ Date of Allotment (tentative)	January 17,2017 / March 02, 2017
Redemption	March 02, 2019
Coupon Rate for Category I investors	NA
Coupon Rate for Category II investors	NA
Coupon Rate for Category III investors	NA

Frequency of the interest payment with specified dates	NA
Day count convention	Actual/actual

Cash Flows	Due Date	Date of a payment	No. of days in Coupon Period	Amount (in ₹)	
				Category I Investors	Category II and III Investors
Principal / Maturity value	Saturday, March 02, 2019	Saturday, March 02, 2019	NA	1,177.00	1,183.00
<b>Total</b>				<b>1,177.00</b>	<b>1,183.00</b>

### Option X

Company	Muthoot Finance Limited
Face value (per security)	₹ 1,000.00
Issue Date/ Date of Allotment (tentative)	January 17, 2017 / March 02, 2017
Redemption	March 02, 2020
Coupon Rate for Category I investors	NA
Coupon Rate for Category II investors	NA
Coupon Rate for Category III investors	NA
Frequency of the interest payment with specified dates	NA
Day count convention	Actual/actual

Cash Flows	Due Date	Date of a payment	No. of days in Coupon Period	Amount (in ₹)	
				Category I Investors	Category II and III Investors
Principal / Maturity value	Monday, March 02, 2020	Monday, March 02, 2020	NA	1,286.00	1,295.00
<b>Total</b>				<b>1,286.00</b>	<b>1,295.00</b>

### Option XI

Company	Muthoot Finance Limited
Face value (per security)	₹ 1,000.00
Issue Date/ Date of Allotment (tentative)	January 17, 2017 / March 02, 2017
Redemption	March 02, 2025
Coupon Rate for Category I investors	NA
Coupon Rate for Category II investors	NA
Coupon Rate for Category III investors	NA
Frequency of the interest payment with specified dates	NA
Day count convention	Actual/actual

Cash Flows	Due Date	Date of a payment	No. of days in Coupon Period	Amount (in ₹)	
				Category I Investors	Category II and III Investors
Principal / Maturity value	Sunday, March 02, 2025	Saturday, March 01, 2025	NA	1,979.00	2,000.00
<b>Total</b>				<b>1,979.00</b>	<b>2,000.00</b>

Note: The amounts in the above illustration of cash flows are rounded to nearest rupee for coupon and redemption payout for a single bond. At the time of actual coupon payment / redemption, if the total coupon

/ redemption amount to be paid is a fraction and not an integer, such amount will be rounded off to the nearest integer.