

Date: January 25, 2024

To,

The Board of Directors

**Salasar Techno Engineering Limited**

**CIN:** L23201DL2001PLC174076

**R.O.:** E-20, South Extension I, New Delhi, India, 110049

**Sub: Valuation report on fair value of equity shares as required for the purpose of issue and allotment of equity shares and equity convertible warrants on preferential basis as required under Chapter-V of Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018.**

Dear Sir/ Madam,

I refer to the appointment letter dated January 20, 2024, whereby, the finance committee of **Salasar Techno Engineering Limited** (“**Company**” or “**STEL**”) has appointed Mr. Manish Manwani (“**Registered Valuer**” or “**RV**” or “**I**”) as the Registered Valuer, for evaluation of fair value of equity shares of the Company. I understand that valuation analysis has been required by the management of the Company for the purpose of compliance with the regulatory provisions of the Companies Act, 2013 (“**Companies Act**”) read with applicable rules framed thereunder and Regulation 166A read with Regulation 164 of the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018 (as amended) (“**SEBI ICDR Regulations**”).

This cover letter is intended to provide you with an overview of the purpose and scope of my analysis and my conclusions. Please refer to the attached report for a discussion and presentation of the analysis performed in connection with this assignment.

## **Purpose and Scope**

Based on my discussions with the management of STEL, I understand that the management of the Company wishes to do preferential allotment of equity shares and equity convertible warrants. In this regard, the management of the Company is in requirement to determining the fair value of equity shares, to comply with the requirements laid down under the applicable provisions of the Companies Act, 2013 read with applicable rules framed thereunder and Regulation 166A read with Regulation 164 of Chapter V of SEBI (ICDR) Regulations.

In this regard, management of STEL requires a report on valuation of equity shares of STEL arrived at by a “Registered Valuer” (as defined in Companies Registered Valuers and Valuation Rules, 2017). I understand that this analysis and valuation report will be used by the management of STEL for necessary regulatory compliances as stated above.

The Report has been prepared exclusively for specified purposes as mentioned above and hence should not be used for any other purpose without obtaining the prior written consent of Valuer. This opinion should not be considered, in whole or in part, as investment advice by anyone.

## Summary of Findings

Based on my valuation analysis of the Company, in my assessment, the fair value per equity share of the Company works out to **INR 71.95/-**. For detailed working kindly refer to the Exhibits.

**MANISH MANWANI**

CS & Registered Valuer -SFA

IBBI Registration No: IBBI/RV/03/2021/14113

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## I. ENGAGEMENT OVERVIEW

### 1.1 Purpose and Scope

Based on my discussions with the management of **Salasar Techno Engineering Limited** (“**Company**” or “**STEL**”), I understand that the Company wishes to do preferential allotment of equity shares and equity convertible warrants and has appointed Manish Manwani (“**Registered Valuer**” or “**RV**” or “**I**”) as the Registered Valuer, to determine the fair value of equity shares of the Company, to comply with the requirements laid down under the applicable provisions of the Companies Act, 2013 read with applicable rules framed thereunder and Regulation 166A read with Regulation 164 of Chapter V of Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018 (as amended) (“**SEBI ICDR Regulations**”).

### 1.2 About the Valuer

Mr. Manish Manwani is an associated member of The Institute of Company Secretaries of India and also registered with Insolvency and Bankruptcy Board of India “IBBI” as a Registered Valuer under Securities and Financial Assets Class, having IBBI Registration No. IBBI/RV/03/2021/14113.

### 1.3 Bases of Value (Standard of Value)

Value has no meaning until it is defined. In the valuation nomenclature different definitions of value are called bases of value (or standard of value). In terms of IVS (International Valuation Standards), ‘bases of value’ describe the fundamental premises on which the estimate of values is based. In any valuation it is important that the basis (or bases) of value be appropriate to the terms and purpose of the valuation assignment, as a basis of value may influence or dictate a valuer’s selection of methods, inputs and assumptions, and the ultimate opinion of value. The different value conclusion can be attributed to the differences in the definition of value.

In terms of IVS, a valuer is required to select the basis of value and this is typically done based on the definition given in statute, regulation, private contract or another document. The applicable basis of value (or standard of value) for the assignment is the Fair Value.

The term ‘Fair Value’ has been defined in IVS 102 as under:

*“Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the valuation date”.*

## 1.4 Premise of Value

Premise of value refers to the conditions and circumstances how an asset is deployed. Determining the business value depends upon the situation in which the business or a business interest is valued, i.e. the events likely to happen to the business as contemplated at the valuation date. In a given set of circumstances, a single premise of value may be adopted while in some situations multiple premises of value may be adopted.

The present valuation of STEL is undertaken on a **Going Concern Premise** i.e. on the premise that the companies will continue to operate in future and earn cash flows.

## 1.5 Scope of Analysis

My scope of valuation includes fair valuation of equity shares of STEL, certify fair value as arrived for the above-mentioned necessary regulatory compliances in relation to the Companies Act and SEBI ICDR Regulations.

## 1.6 Information Relied Upon

I have based this opinion on information provided and represented by the management of STEL. I have fully relied on the information provided by the Company and do not vouch for the accuracy of the information provided by the management of the Company.

- Interviews with management concerning its assets, financial and operating history of the Companies.
- Audited financial statements for FY 2022-2023, FY 2021-22 and FY 2020-21;
- Un-audited Financial for the period ended 01<sup>st</sup> April, 2023 to 30<sup>th</sup> September, 2023.
- Other relevant details such as its history, present activities and other information (including verbal) as required from time to time:

I have also obtained such other analysis, review, explanations and information considered reasonably necessary for our exercise, from the client or other public available sources.

## 1.7 Valuation Date

For the fair valuation analysis, the valuation date has been considered as September 30, 2023.

## 1.8 Conflict of Interest

There is no conflict of interest in my opinion on valuation analysis of the businesses as envisaged in this report. My fee is not contingent upon the opinion expressed herein. This report is subject to the terms and conditions as discussed with the management of STEL.

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## II COMPANY OVERVIEW<sup>1</sup>

### Company Background- Salasar Techno Engineering Limited

Salasar Techno Engineering Limited is a listed Company and was incorporated on 24<sup>th</sup> October, 2001. The registered office of the Company is situated at E-20, South Extension I, New Delhi, India, 110049.

### Business Overview of the Company: -

Salasar Techno Engineering Limited, is a provider of customised steel fabrication and infrastructure solutions in India for Telecommunication Towers, Transmission Towers & Substation Structures and Solar Module Mounting Structures.

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<sup>1</sup> *Source:* Information provided by the management of the Company.

## III VALUATION APPROACH AND METHODOLOGY

### 3.1 Valuation Approaches

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

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

The results of this exercise could vary significantly depending upon the basis used, the specific circumstances and professional judgment of the valuer. In respect of going concerns, certain valuation techniques have evolved over time and are commonly in vogue. These approaches can be broadly categorized as follows:

1. Asset Approach
2. Income Approach
3. Market Approach

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## 3.1.1 Asset Approach

This method determines the worth of a business by the assets it possesses. It involves examining every asset held by the company, both tangible and intangible. The value of intangibles is referred to as the company's goodwill, the difference in value between the company's hard assets and its true value.

The value arrived at under this approach is based on the financial statements of the business and may be defined as Shareholders' Funds or Net Assets owned by the business. The Net Asset Value is generally used as the minimum break-up value for the transaction since this methodology ignores the future return the assets can produce and is calculated using historical accounting data that does not reflect how much the business is worth to someone who may buy it as a going concern. Pursuant to accounting convention, most assets are reported on the books of the subject company at their acquisition value, net of depreciation where applicable. These values must be adjusted to fair market value wherever possible. Further, the balance sheet values are to be adjusted for any contingent liabilities that are likely to materialize.

Intrinsic value is at the core of fundamental analysis since it is used in an attempt to calculate the value of the total assets of the business and then compare it with the fair value.

## 3.1.2 Income Approach

The income approaches determine fair market value by dividing the benefit stream generated by the subject or target company by a discount or capitalization rate. Usually, under the Income Based Approach, the methods that may be applied are Discounted Cash Flow (DCF) Method or the Price Earning Capacity (PECV) Method.

Under DCF approach, the future free cash flows of the business are discounted to the valuation date to arrive at the present value of the cash flows of the business or capitalized using a discount rate depending on the capital structure of the Company. This approach also takes into account the value of the business in perpetuity by the calculation of terminal value using the exit multiple method or the perpetuity growth method, whichever is appropriate.

Under PECV method, the average earning on the basis of the past 3-5 years is first determined, adjustments are then made for any exceptional transactions or items of non-recurring nature. The adjusted average earnings are then capitalized at an appropriate rate to arrive at the value of business. The capitalization rate so factored has to be decided depending upon various factors such as the earnings trends in the industries. P/E prevailing in the industries etc. After this, the normalized earnings are then capitalized at an appropriate discount rate.

### 3.1.3 Market Approach

#### The Market Approach

Under the Market approach, the valuation is based on the market value of the company in case of listed companies and comparable companies trading or transaction multiples for unlisted companies. The Market approach generally reflects the investors' perception about the true worth of the company.

#### Market Price ('MP') Method

Under this method, the market price of an equity shares of the company as quoted on a recognized stock exchange is normally considered as the fair value of the equity shares of that company where such quotations are arising from the shares being regularly and freely traded. The market value generally reflects the investors' perception about the true worth of the company.

#### Comparable Companies Multiple Method

Under the Comparable Companies Multiple ('CCM') method, the value is determined on the basis of multiples derived from valuations of comparable companies, as manifest through stock market valuations of listed companies. This valuation is based on the principle that market valuations, taking place between informed buyers and Informed sellers, incorporate all factors relevant to valuation. Relevant multiples need to be chosen carefully and adjusted for differences between the circumstances.

To the value of the business so arrived, adjustments need to be made for the value of contingent assets/liabilities, surplus Asset and dues payable to preference shareholders, if any, in order to arrive at the value for equity shareholders.

Each of the described approaches may be used to develop a value indication; however, the appropriateness of these approaches varies with the type of business or asset being valued.

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## 3.2 Valuation Methodology Used

### Asset Approach:

I have considered Net Asset Value (NAV) Method for determining the fair value of the equity shares of the Company and has assigned the weights for the same.

### Income Approach:

The projected financial statements of a Company are price sensitive in nature and the same were not made available to me for the fair valuation analysis therefore, I have not applied Discounted Free Cash Flow Method.

I have considered the Profit Earning Capitalization Value (PECV) Method for valuation analysis and has assigned the weights for the same.

### Market Approach:

I have applied Comparable Companies' Multiple "CCM" method and Market Price Method for determination of fair value of the Company.

## A Comprehensive Overview on Approaches applied:

Asset Approach	Market Approach	Income Approach
Net Asset Value Method	CCM and Market Price Method	PECV
Applied	Applied	Applied

### I. Asset Approach -Net Asset Value Method:

Net Asset value is computed by subtracting total outstanding liabilities from the total book value of the assets of the Company. We have applied Net Asset Value Method to compute fair value as under:

Computation of Net Asset Value of Salasar Techno Engineering Limited as on 30 September 2023	
Particulars	Figures in INR Lakh
<b>Non-Current Assets:</b>	
Property, plant and equipment	21,387.30
Capital Work in Progress	23.98
Right of Use Assets (ROU)	1,249.74

# MANISH MANWANI

Registered Valuer (Securities or Financial Assets)  
IBBI Registration No.: IBBI/RV/03/2021/14113

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Intangible Assets	25.83
Other Financials Assets	3,063.85
Other Non-Current Assets	711.03
<b>Current Assets:</b>	
Inventories	28,995.36
Investments	6.48
Trade receivables	33,629.67
Cash and cash equivalents	265.46
Bank & Others	3,519.25
Other Financial Assets	5,902.65
Other Current Assets	3,887.91
<b>Total Assets</b>	<b>102,668.51</b>
<b>Non-Current Liabilities:</b>	
Long term borrowings	5,048.95
Lease Liabilities	137.80
Deferred Tax Liabilities (Net)	499.85
Long term provisions	343.77
Other Non-Current Liabilities	8.46
<b>Current Liabilities:</b>	
Short term borrowings	29,408.39
Trade payables	8,089.90
Other Financial Liabilities	286.09
Short term provisions	46.31
Current Tax Liabilities (Net)	164.40
Other current liabilities	16,938.87
<b>Total Liabilities</b>	<b>60,972.79</b>
<b>Net Asset Value</b>	<b>41,695.72</b>
No. of Equity Shares	315,705,280
<b>NAV Per Share</b>	<b>13.21</b>

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## II. A). Market Approach -Comparable Companies Multiple Method

Comparable Companies Multiple Method is a relative valuation method under which a company's value is assessed from comparisons of similar companies available in the market. We have applied Price to Book (P/B), Price to Earning (P/E) and Enterprise Value to Earnings Before Interest Tax Depreciation & Amortization (EV/EBITDA) multiple for computation of fair value, which is as under:

### a) Price to Book Multiple

*Amount in INR Lakh except stated otherwise*

Book Value as on September 30, 2023	41,695.72
Price to Book Value Multiple *	3.17x
Equity Value	132,232.45
Total No. of Equity Shares	3,157.05
Value Per Share	41.88

*\*Details of Comparable Companies are as follows:*

Sr. No.	Name of Companies	P/BV
1	Skipper Limited	3.17x
2	Kalpataru Projects International Limited	2.45x
3	KEC International Limited	4.18x

*Note: As of valuation date financials of Comparable Companies for computation of Price to Book Value Multiple, Financials has been considered as on September 30, 2023.*

### b) Price to Earnings Multiple

*Amount in INR Lakh except stated otherwise*

Profit After Tax as on September 30, 2023-TTM	4,454.42
Price to Earnings Multiple *	36.76x
Equity Value	163763.6
Total No. of Equity Shares	3,157.05
Value Per Share	51.87

*\*Details of Comparable Companies are as follows:*

Sr. No.	Name of Companies	P/E
1	Skipper Limited	36.76x
2	Kalpataru Projects International Limited	26.01x
3	KEC International Limited	85.47x

*Note: As of valuation date financials of Comparable Companies for computation of Price to Earnings Multiple, Financials has been considered on TTM Basis as of September 30, 2023.*

## c) Enterprise Value to Earnings Before Interest Tax Depreciation & Amortization Multiple

*Amount in INR Lakh except stated otherwise*

EBITDA as on September 30, 2023-TTM	4,454.42
EV/EBITDA Multiple *	36.76x
<b>Enterprise Value</b>	<b>125,545.38</b>
Less: DEBT	34,457.34
Add: Cash & Equivalent	3,784.71
<b>Equity Value</b>	<b>94,872.75</b>
Total No. of Equity Shares	3,157.05
<b>Value Per Share</b>	<b>30.05</b>

\*Details of Comparable Companies are as follows:

Sr. No.	Name of Companies	EV/EBITDA
1	Skipper Limited	12.0x
2	Kalpataru Projects International Limited	10.0x
3	KEC International Limited	20.0x

Note: As of valuation date financials of Comparable Companies for computation of EV/EBITDA Multiple, Financials has been considered on TTM Basis as of September 30, 2023.

	IN INR	Weight	Value Per Share (IN INR)
Value Per Share As per P/BV Multiple	41.88	0.33	<b>41.27</b>
Value Per Share As per P/E Multiple	51.87	0.33	
Value Per Share As per EV/EBITDA Multiple	30.05	0.33	

## d) Market Approach -Market Price Method

As the equity shares of STEL are listed on BSE Limited & NSE Limited (“Stock Exchange”) and are frequently traded shares as per sub regulation 5 of regulation 164 of SEBI (ICDR) Regulations, therefore the pricing guidelines of Regulation 164 of SEBI (ICDR) Regulations have been relied upon for valuing the equity shares of the Company under the Market Price Method.

SEBI (ICDR) Regulations, provides following guidelines for pricing of the Preferential issue of frequently traded shares:

If the equity shares of the issuer have been listed on a recognized stock exchange for a period of 90 trading days or more as on the relevant date, the price of the equity shares to be allotted pursuant to the preferential issue shall be not less than **higher** of the following:

a. the 90 trading days’ volume weighted average price of the related equity shares quoted on the recognized stock exchange preceding the relevant date; or

b. the 10 trading days' volume weighted average prices of the related equity shares quoted on a recognized stock exchange preceding the relevant date.

### ***Explanation:***

(a) For the purpose of this regulation, 'stock exchange' means any of the recognized stock exchange(s) in which the equity shares of the issuer are listed and in which the highest trading volume in respect of the equity shares of the issuer has been recorded during the preceding 90 trading days prior to the relevant date.

(b) "Relevant date" in case of preferential issue of equity shares means, the date thirty days prior to the date on which the meeting of shareholders is held to consider the proposed preferential issue.

We have carried out valuation as per SEBI (ICDR) Regulations, which is as following:

A. Volume Weighted Average Price (VWAP) for a period of 90 trading days of the equity shares of STEL quoted on NSE (*being the stock exchange with highest trading volume during preceding 90 trading days*) during the last 90 trading days preceding the Relevant date i.e. January 20, 2024.

***Volume Weighted Average Price = Sum of Total Value ÷ Total Volume***

$$60.56 = 11,620,887,713 \div 191,890,657$$

Date	Nos. of Shares	Total Turnover (Rs.)
11-Sep-23	1,119,117	58,224,358
12-Sep-23	1,520,291	76,968,917
13-Sep-23	1,312,180	65,468,400
14-Sep-23	1,228,519	64,591,907
15-Sep-23	1,342,598	69,879,115
18-Sep-23	3,443,696	182,987,539
20-Sep-23	1,527,763	81,633,415
21-Sep-23	725,595	37,635,519
22-Sep-23	720,518	37,014,979
25-Sep-23	440,833	22,578,834
26-Sep-23	1,630,865	86,004,814
27-Sep-23	583,338	30,590,619
28-Sep-23	391,789	20,378,658
29-Sep-23	384,853	19,961,972
3-Oct-23	1,461,474	75,741,707
4-Oct-23	1,755,169	89,323,220

# MANISH MANWANI

Registered Valuer (Securities or Financial Assets)

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5-Oct-23	688,052	34,870,352
6-Oct-23	771,063	39,192,268
9-Oct-23	836,282	41,317,924
10-Oct-23	637,995	31,902,285
11-Oct-23	819,278	41,175,824
12-Oct-23	522,830	26,096,124
13-Oct-23	761,820	38,647,442
16-Oct-23	558,746	28,407,156
17-Oct-23	645,459	32,383,283
18-Oct-23	403,442	19,991,942
19-Oct-23	325,801	16,123,769
20-Oct-23	494,466	24,503,025
23-Oct-23	566,738	26,972,534
25-Oct-23	825,099	38,335,815
26-Oct-23	884,990	39,714,542
27-Oct-23	291,409	13,718,691
30-Oct-23	647,450	29,914,347
31-Oct-23	525,061	23,967,552
1-Nov-23	2,869,680	130,407,658
2-Nov-23	408,122	18,756,948
3-Nov-23	366,660	16,812,511
6-Nov-23	554,248	25,779,891
7-Nov-23	575,261	26,614,870
8-Nov-23	550,037	25,639,177
9-Nov-23	1,162,514	53,519,495
10-Nov-23	419,830	19,233,280
12-Nov-23	105,982	4,893,381
13-Nov-23	540,474	24,945,501
15-Nov-23	351,001	16,242,636
16-Nov-23	2,463,778	118,864,169
17-Nov-23	1,819,239	92,254,370
20-Nov-23	648,809	32,205,575
21-Nov-23	3,214,874	166,230,862
22-Nov-23	1,034,526	54,203,185
23-Nov-23	888,213	45,326,776
24-Nov-23	1,679,109	86,471,731
28-Nov-23	530,474	26,957,970
29-Nov-23	605,349	30,673,683
30-Nov-23	363,009	18,329,841
1-Dec-23	981,484	49,837,127
4-Dec-23	2,230,007	118,520,205
5-Dec-23	1,208,240	62,808,086
6-Dec-23	790,558	40,442,550
7-Dec-23	736,052	37,104,002



# MANISH MANWANI

Registered Valuer (Securities or Financial Assets)  
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8-Dec-23	601,849	30,297,362
11-Dec-23	478,347	23,941,035
12-Dec-23	598,693	30,007,276
13-Dec-23	449,925	22,443,983
14-Dec-23	884,395	45,038,278
15-Dec-23	1,606,842	82,939,035
18-Dec-23	12,389,153	692,703,757
19-Dec-23	15,560,523	948,369,918
20-Dec-23	19,666,821	1,212,300,302
21-Dec-23	14,044,013	889,528,264
22-Dec-23	14,918,610	1,008,355,860
26-Dec-23	4,262,037	286,943,238
27-Dec-23	2,309,307	152,245,464
28-Dec-23	1,776,317	118,048,431
29-Dec-23	1,015,205	66,787,600
1-Jan-24	1,230,677	82,170,177
2-Jan-24	1,479,822	98,642,912
3-Jan-24	2,909,378	197,020,939
4-Jan-24	6,883,242	493,720,631
5-Jan-24	3,786,641	276,948,906
8-Jan-24	1,435,974	104,260,776
9-Jan-24	1,043,327	75,274,902
10-Jan-24	1,264,350	88,457,774
11-Jan-24	984,215	70,374,864
12-Jan-24	1,084,800	78,354,227
15-Jan-24	1,828,701	133,041,087
16-Jan-24	4,096,605	289,003,071
17-Jan-24	4,498,117	303,535,674
18-Jan-24	3,487,235	243,701,654
19-Jan-24	7,423,427	567,135,986
<b>Total</b>	<b>191,890,657</b>	<b>11,620,887,713</b>
90 trading days' Volume Weighted Average Price preceding relevant date, i.e., January 20, 2024		60.56

**B. Volume Weighted Average Price (VWAP) for a period of 10 trading days of the equity shares of STEL quoted on NSE (being the stock exchange with highest trading volume during preceding 90 trading days) during the last 10 trading days preceding the relevant date.**

***Volume Weighted Average Price = Sum of Total Value ÷ Total Volume***

$$71.95 = 1,953,140,015 \div 27,146,751$$

Date	Nos. of Shares	Total Turnover (Rs.)
8-Jan-24	1,435,974	104,260,776
9-Jan-24	1,043,327	75,274,902
10-Jan-24	1,264,350	88,457,774
11-Jan-24	984,215	70,374,864
12-Jan-24	1,084,800	78,354,227
15-Jan-24	1,828,701	133,041,087
16-Jan-24	4,096,605	289,003,071
17-Jan-24	4,498,117	303,535,674
18-Jan-24	3,487,235	243,701,654
19-Jan-24	7,423,427	567,135,986
<b>Total</b>	<b>27,146,751</b>	<b>1,953,140,015</b>
10 trading days' Volume Weighted Average Price preceding relevant date, i.e., January 20, 2024		71.95

### III. Income Approach -Profit Earning Capitalization Method "PECV"

Profit Earning Capitalization Value method is one of the traditional methods of business valuation whereby maintainable future profits are ascertained on the basis of past earnings (suitably adjusted for any changes in the key parameters) which are then capitalized at a discounting rate.

We have considered PECV Method for valuation analysis and the calculation is as under:

*Amount in INR Lakhs except weights*

Particulars	Amount (in Lakh)	Weights	Product
<b>Profit Before Tax:</b>			
30 Sep 23 (TTM)	5,959.93	1.0	5,959.93
30 Sep 22 (TTM)	3,869.72	1.0	3,869.72
30 Sep 21 (TTM)	5,676.25	1.0	5,676.25
<b>Weighted Average PBT</b>			<b>5,168.63</b>
Less: Marginal Tax Rate		25.17%	1,300.84
<b>Weighted Average PAT</b>			<b>3,867.79</b>
Capitalization Rate			12.50%
<b>Business Value (in INR Lakh)</b>			<b>30,932.9</b>
Add: Surplus Assets			
<b>Fair Value (in INR Lakh)</b>			<b>30,932.91</b>
No. of Shares			315,705,280
<b>Fair Value Per Share</b>			<b>9.80</b>

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## IV. VALUATION SUMMARY

In terms of the first Proviso to the Sub-Regulation 1 of Regulation 166A read with Sub-Regulation (1) of Regulation 164 of the SEBI (ICDR) Regulations" and by using the valuation Parameters, the following is the valuation analysis of the equity shares of the Company.

<i>Amount in INR except weights</i>				
Approaches	Methodologies	Value (in INR)	Weight*	Product
Market Approach	Market Price Method	71.95	0.25	17.99
	Comparable Company Multiple Method	41.27	0.25	10.32
Income Approach	Price Earning Capitalisation Method	9.80	0.25	2.45
Asset Approach	Net Asset Value Method	13.21	0.25	3.30
<b>Fair Value Per Share</b>			<b>1.00</b>	<b>34.06</b>

\* The final indication of value, on a going concern basis, is generally one number computed from a variety of analytical procedures and one or more of the three methods discussed above. As per the guidelines prescribed under International Valuation Standards, the goal in selecting valuation approaches and methods for an asset is to find the most appropriate method under the particular circumstances. No one method is suitable in every possible situation. The selection process should consider, at a minimum:

- a) the appropriate basis(s) of value and premise(s) of value, determined by the terms and purpose of the valuation assignment,
- b) the respective strengths and weaknesses of the possible valuation approaches and methods,
- c) the appropriateness of each method in view of the nature of the asset, and the approaches or methods used by participants in the relevant market, and

Further, in assessing the fair value of a share, it is important to consider various valuation approaches to obtain a comprehensive and reliable estimate.

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## V. VALUATION CONCLUSION

### Regulation 166A of SEBI (ICDR) Regulations

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

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

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

In light of the above and after consideration of all the relevant factors and circumstances as discussed and outlined in this report, in my assessment, the fair value per equity share of the Company works out to INR **71.95/-**.

Sr. No.	Particulars	Value per Share (in INR)
1	Floor Price in terms of First Proviso to Regulations 166A (1) of SEBI (ICDR) Regulations	<b>34.06</b>
2	Floor Price in terms of Regulations 164 (1) of SEBI ICDR Regulations	<b>71.95</b>

*This space is intentionally left blank*

## VI CAVEATS AND LIMITATIONS

### 6.1 Purpose and Distribution of Report

The report prepared by the valuer is prepared solely for the purpose as discussed with the management of STEL and should not be used for any other purpose. Except as specifically stated in the report prepared by valuer, the report and its contents may not be quoted or referred to, in whole or in part, in any registration statement, prospectus, public filing, loan agreement, or other agreement or document without the prior written approval of valuer. Except as set forth in this report, the report is prepared for STEL/ Client use only and may not be reproduced or distributed to any third parties without valuer's prior written consent.

### 6.2 Scope of Analysis

The appraisal of any financial instrument or business is a matter of informed judgment. The accompanying appraisal has been prepared on the basis of information and assumptions set forth in the attached report, its appendices, our underlying work papers, and these limiting conditions and assumptions.

### 6.3 Nature of Opinion

Neither the opinion nor the report provided or prepared by the RV are to be construed as a fairness opinion as to the fairness of an actual or proposed transaction, a solvency opinion, or an investment recommendation, but, instead, are the expression of RV's determination of the fair value of assets between a hypothetical willing buyer and a hypothetical willing seller in an assumed transaction on an assumed valuation date. For various reasons, the price at which the assets might be sold in a specific transaction between specific parties on a specific date might be significantly different from the fair market value as expressed in my report.

### 6.4 Basis of analysis and Assumptions considered

Registered Valuer's analysis:

- a) is based on the present financial condition and significant future business plans of STEL assets as of the valuation date;
- b) assumes that as of the valuation date the Client and its assets will continue to operate as configured as a going concern;
- c) assumes that the current level of management expertise and effectiveness would continue to be maintained and that the character and integrity of the enterprise through any sale, reorganization, exchange, or diminution of the owners' participation would not be materially or significantly changed; and

- d) assumes that STEL had no undisclosed real or contingent assets or liabilities, no unusual obligations or substantial commitments, other than in the ordinary course of business, nor had any litigation pending or threatened that would have a material effect on our analysis other than those considered for valuation calculation.
- e) is based on various representations given by the management in relation to the fair value of certain assets & liabilities and future business plans.

## 6.5 Lack of Verification of Information Provided

With the exception of any audited financial statements provided to the RV, the RV has relied on information supplied by STEL without audit or verification. The RV have assumed that all information furnished is complete, accurate and reflects Client's management's good faith efforts to describe the status and prospects of the Client at the valuation date from an operating and a financial point of view. As part of this assignment, the RV has relied upon publicly available data from recognized sources of financial, industry, or statistical information, which have not been verified.

## 6.6 Subsequent Events

The terms of RV as discussed with the management of the Company are such that the valuer has no obligation to update this report or to revise the valuation because of events and transactions occurring subsequent to the date of the valuation unless the RV is engaged to provide valuations in the future.

## 6.7 Legal Matters

The RV assumes no responsibility for legal matters including interpretations of either the law or contracts. The RV has made no investigation of legal title and has assumed that all owners' claims to property are valid. The RV has given no consideration to liens or encumbrances except as specifically stated in financial statements provided to us. The RV have assumed that all required licenses, permits, etc. are in full force and effect. The RV assumes that all applicable federal, state, local zoning, environmental and similar laws and regulations have and continue to be complied with by Client. The RV assumes no responsibility for the acceptability of the valuation approaches used in my report as legal evidence in any particular court or jurisdiction. The suitability of RV's report and opinion for any legal forum is a matter for Client and Client's legal advisor to determine.

## 6.8 Testimony

The RV and its employees, consultants and agents shall not provide any testimony or appear in any legal proceeding unless the valuer coordinates such testimony.